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GRAND RAPIDS, WEDNESDAY, JULY 14, 1909

Number 1347

❁ ❁ *THE CRISIS* ❁ ❁

Once to every man or nation comes the moment to decide,
In the strife of truth with falsehood, for the good or evil side;
Some great cause, God's new Messiah, offering each the bloom or blight,
Parts the goats upon the left hand, and the sheep upon the right,
And the choice goes by forever 'twixt that darkness and that light.

Careless seems the great Avenger; history's pages but record
One death grapple in the darkness 'twixt old systems and the Word;
Truth forever on the scaffold, wrong forever on the throne—
Yet that scaffold sways the future, and, behind the dim unknown,
Standeth God within the shadow, keeping watch above His own.

Then to side with truth is noble when we share her wretched crust,
Ere her cause bring fame and profit, and 'tis prosperous to be just,
Then it is the brave man chooses, while the coward stands aside,
Doubting in his abject spirit, till his Lord is crucified,
And the multitude make virtue of the faith they had denied.

For humanity sweeps onward; where to-day the martyr stands,
On the morrow crouches Judas with the silver in his hands;
Far in front the cross stands ready, and the crackling fagots burn,
While the hooting mob of yesterday in silent awe return
To glean up the scattered ashes into history's golden urn.

New occasions teach new duties; time makes ancient good uncouth;
They must upward still, and onward, who would keep abreast with truth;
Lo, before us gleam her camp fires! We ourselves must pilgrims be.
Launch our Mayflower and steer boldly through the desperate winter sea.
Nor attempt the future's portal with the past's blood rusted key.

[James Russell Lowell, patriot, ambassador, university professor and poet, made us all his debtors when he wrote the stirring poem of which this is a part. It is one of the psalms of the American people, deserving to be known by heart by every child and citizen.]

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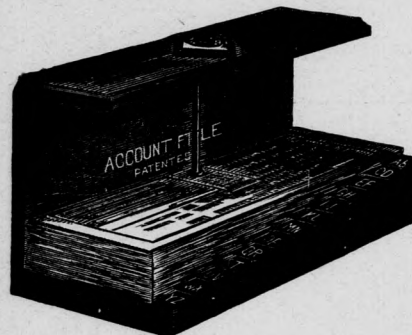
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Start your Snow Boy sales a'moving
The way they grow will make your friends sit up and take notice

Ask your jobber's
Salesman

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

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SPECIAL FEATURES.

- Page.
2. Edward Millerisms.
4. News of the Business World.
5. Grocery and Produce Markets.
6. Other Cities.
8. Editorial.
10. Butter, Eggs and Produce.
12. Who Gets the Money?
14. Men of Mark.
16. New York Market.
18. Part of Themselves.
20. Woman's World.
22. Review of the Shoe Market.
24. Tarpon Fishing.
26. A Typical Case.
28. Self Control.
30. A Cave of Gloom.
32. Tale of Two Cities.
34. Old Time Showman.
36. Dry Goods and Notions.
42. Drugs.
44. Grocery Price Current.
46. Special Price Current.

SOMEWHAT UNSEEMLY.

For nobody knows how many wearisome years the world and they that dwell thereon have been trying to get the saloon to behave itself and they have not met with even a fair degree of success. Not only has stolid indifference been made manifest but there have been times and occasions when something akin to pugnacious impudence has met every appeal to reform and has closed the interview with the assertion that this is a free country; that the saloon is here and is going to stay and challenges the public as well as the private to do their worst and to help themselves if they can. For reasons now which it is needless here to investigate a change has come over the spirit of the saloon. It has met with a change of heart. In humiliation and repentance it admits that it has left undone those things it ought to have done and has done those things it ought not to have done and that there is no health in it; and at this very point in the confession of this miserable offender a Congregational minister in Chicago proceeds to say that "some one should call attention to the revival which has visited the Cook county saloonkeepers; that this religious awakening rather beats anything Mark Twain has done in real humor, and that even the Foster controversy should be given second place now that the retailers of booze have solemnly announced their programme."

In the face of this confession it is submitted that the words, the manner and the tone of the minister are somewhat unseemly. They are not in harmony with what usually takes place at the anxious seat. There is too much of the "Jim, you're joking" jocularly about it to make the incident impressive; and when the minister takes occasion to say that "the reports do not state what hymns were sung nor is the text given of the remarkable utterance," he allows it to be inferred that he is mak-

ing fun. Again is it not a part of the absolutism to state what he is going to do that the rest of his life may be pure and holy, and could anything be more explicit and satisfactory than this, that the liquor dealer will hereafter "obey all ordinances; that the saloonkeeper will refuse to sell liquor to intoxicated persons and to women; that he will do his best to suppress gambling; that the sale of 5-cent growlers is to be stopped; that indecent pictures are to be removed from the saloon; that "proprietors pledge themselves to keep their employes sober;" that, in fact, in the saloon the old has passed away and all things are going to become new? It certainly seems so and yet in the very face of this humble confession this clergyman after asking a number of embarrassing questions says in conclusion, "Unfortunately, in this religious revival the saloonkeepers have exposed themselves needlessly by their confession that up to date they have been in the habit of breaking ordinances as well as laws."

It is pleasing to state that the confession and the promised amendments are as needless as they are unnecessary. The saloons record needs no restating. The world knows it by heart, and it knows it to be what the decisions of the Supreme Court of the United States and the State of Illinois have declared it to be, "a breeding place of crime, the harbor of criminal and depraved classes, and that to be associated with it are to be found all the vices which undermine youth, manhood and womanhood." Is the saloon the center of disease? "Fifty per cent. of the inmates of the Asylum for the Criminal Insane at Menard, Ill., and 85 per cent. of those in the penitentiary at Joliet, are there as the result of alcoholic liquors either directly or indirectly," and "investigations made by medical experts show that over 25 per cent. of the patients in the insane asylums of the entire country are insane directly or indirectly as the result of the use of intoxicating liquors."

Is the saloon to be held responsible for the poverty of a community?

"I know nothing about the community," wailed a despairing voice in reply, "I am one of that community with a family of three hungry children, neither of them as hungry as I am. Not one of us is decently clad and the house that fails to shelter us is a shack; but if my husband would devote to the support of his family the money that is going to the saloonkeeper we should be living now in a decent house in a respectable neighborhood, well clothed and not one of us hungry."

Is there any use of asking what the

position of the saloon is on questions of lawlessness, civil and moral? Not the slightest. Chicago is doing her best to unravel the mystery of bomb No. 31—or is it No. 32? A week has already gone by and the outraged public still stands with questioning eye and lip; but does any one doubt that the saloon is playing its part in the whole murderous business, any more than one doubts the part it always plays in the misrule that is always going on in the world?

Another charge which may be made against the saloon without question is the near relationship it holds to the social evil. Says the Living Church under date of July 3, 1909, "The appalling condition of thousands of girls led astray every year through saloon dance hall annexes, free and easy hotels open to children and adults alike, through badly managed parks and recreation centers, and through the deplorable economic conditions resulting from inadequate wages—this condition demands instant attention on the part of Christian people."

It remains to be said that the saloonkeeper's confession and repentance are very desirable, but they amount to nothing and nobody puts any confidence in them. There is but one thing to be done: The saloon must go, and not until it has gone can any of the countless evils which it fosters be checked and removed from the face of the earth.

CUT OUT COUPONS.

Among the interesting revelations coming from Washington is the news that the giving of coupons to customers purchasing goods, by merchants is to be prohibited by law and that this prohibition is aimed especially at the United Cigar Stores Corporation.

It is a foregone conclusion that the corporation in question will not make any strenuous fight to prevent the enactment of such a regulation, for the reason that during the past two years the executive officers of that enterprise have been cudgeling their brains for a way out on the coupon business.

In New York recently, a gentleman connected with the concern expressed the hope, in talking with a citizen of St. Louis, that that city would not get into the same boat with the cigar company.

"How so?" asked the St. Louis man. "Coupons go in St. Louis, don't they?"

"No, sir. We use trading stamps," was the reply.

"Same thing," said the cigar man—"giving something for nothing—and, while it may work for awhile, it isn't a good proposition. In the first place, it is a very expensive matter when

conducted on a large scale and in the next place the people are getting so that they do not believe they get anything without paying for it."

"Well, they don't," said the gentleman from St. Louis. The cost and a little more of every trading stamp put out in St. Louis is made up on quality or quantity and you can't get around it."

"Well, we've used the coupon idea as an advertisement. In fact, it is charged to our advertising account and has never made a cent for us in any other way, not a cent. Now we are where we can cut down on advertising and will cut out the coupons just as soon as we can do so decently and fairly," was the cigar man's assertion.

WAITING FOR THE CUE.

There isn't much need for any citizen to go off at a tangent on the tariff proposition—at least not yet.

The tariff bill has gone to the Conference Committee and it will not, probably, get out from that Committee much before the first of August.

And much can be done in one way and another in that time.

President Taft is not saying much for publication just now, but there is the moral certainty that since he was inaugurated President of the United States his time has not been entirely given over to golf and speech-making.

Of course, the placing of Mr. Fordney, of Michigan, upon the House Conference Committee by Speaker Cannon looks ominous to the chap who hopes for revision downward.

On the other hand, Senator Smith's assurance that he will stand where President Taft stands looks—

Well, Mr. Taft isn't saying much. He is a mystery to his multitudinous constituency because of this fact, and thus our Senator is just a bit of a puzzle.

And yet it is possible that the Rhode Island Grocer-Senator who has had a finger—indeed a major portion of both hands—in the making of the McKinley bill and every other tariff bill that has been framed during the past thirty years, including the present Payne-Aldrich bill, may bump up against something hard when President Taft gets good and ready.

Remembering the special session, when the late Mr. Cleveland exercised his prerogative by declaring a veto, it is decidedly thrilling to think what would happen should President Taft do likewise.

And behold, there came to the village one who spoke in the loudest voice of all—and his name was Ignorance.

EDWARD MILLERISMS.**Personal Observations of the Hoosier Merchant.**

Written for the Tradesman.

Each and every one of us ought to take special development in self-examination and self-reliance. Full individual growth, rounded mental operations, the vibrations of the divine Providence, the integrity of our own minds, the goodness that has an edge to it, the cause of spontaneous intelligence, the knowledge of our character and the devout motions of the soul are things that are worth our personal attention. To learn more about the greatness which appeals to the future, to learn to act singly and be justified in all of our actions, to learn that the fountain of action and thought is within us, to learn to be receivers of wisdom instead of ignorance, to learn how to discriminate between the acts of our own mind and the suggestions of others, to learn how to communicate with the center of the present thought, to learn that knowledge makes particular miracles disappear, to learn that the highest truth concerning our own individual lives is within our own minds, to learn that the power of self-existence is measured out to us according to our understanding, to learn that liberty and power saves our sensibility, to learn to look out into the region of absolute truth and to have perception of perfect faith and to find our relationship with the Divine Spirit of the universe we must first develop self-examination and self-reliance.

* * *

The finest trees are those that stand off by themselves. When we think we should think alone. When we think and act alone we grow strong, wise and successful. It is the thought of the men of independent minds which build up great enterprises. The dull, fuzzy, useless mind will never enjoy the freedom of mental responsibility and self-respect.

* * *

The brain that is trained to think will soon learn to govern the existence of nearly every material atom in the universe. All things in Nature seem to be dead until some mind begins to think about making it move. Thought moves the world. There is power in your brain. Put it to work and build your business of the material you have in and around you.

* * *

The ability to make a great success in the business world to-day resides largely, of course, in the mind of man. His battles are won or lost inside his skull. We worry too much about impossibilities. It takes money to make money, but without the ability to control all things from the mental standpoint of view we become powerless, it makes no difference how much money there is behind our schemes.

* * *

Our brain, nerves and muscles are really our only capital. They should be regular, steady and conscious in their duty. Our own physical welfare and vitality should be protected

before we think of protecting anything else. The business world needs honest men, and the only way to be honest with the world is to be honest with ourselves.

* * *

Too many business men try to protect themselves with their financial standing in the business world when, in fact, the only way to have perfect protection is for one to study common courtesy. Liberty and freedom in all walks of life are found on the path of fine traits of courtesy.

* * *

Every once in awhile we hear of an employe stepping into proprietorship, and we also hear of proprietors going back to their old position of salesmanship. Things are changing all the time. The change is always made for the reason that the man fails to find his place. We must find our place by celebrating each day with the gift of Nature and fill each hour with bravery in this battle we are fighting in the business world.

* * *

It is all right to try to educate your customers to buy up-to-date goods, but what is the use in trying to educate any one if we have not learned the nature of the human race? Too many of us are trying to do something we would not allow others to advise us to do when we suggest this or that to our customers. Give your customer what he calls for and let the other fellow educate the public up to the styles of the present. It is all right to advertise up-to-date goods, but be careful in making the sales over the counter.

* * *

Suspicion and jealousy are more injurious to a young man starting out in business than competition. Build your own system in your own way and do all of your work as if you were the only man in your town or city in your line of business. The first thing each young man needs to do is to build up confidence in his own business ability. If you have not the faith that you can keep your store to the front without getting jealous of your neighbor you had better stay out of business.

* * *

The man who makes a profit by his originality is the man who works out each and every little idea that comes to his mind. Ideas come to our minds just like the great oceans are made—a drop at a time. If we take care of each drop that comes our way we will soon have an ocean of ideas that will make a great business.

Edward Miller, Jr.

New Steel Plant To Be Installed.

The American Seating Co. has appropriated \$80,000 for the erection and equipment of a new steel plant in this city, as an addition to its present battery of buildings on Broadway, between Ninth and Eleventh streets. It is proposed to change the standards on opera chairs and school desks from cast iron to pressed steel. This can be accomplished by half the weight of metal, which will save one-half the freight

and also enable the company to avoid all breakage, which has been a serious feature of the school seat and opera chair business ever since cast iron standards were introduced in place of wooden standards. In order to make the new method effective the corporation has purchased for \$25,000 the sole right to use the electric welding process on goods of its manufacture. This will insure a monopoly on the use of pressed steel to the American Seating Co. and enable it to distance all competitors in its line.

The new buildings, which will be constructed of brick, will be located north of the present warehouse building. They will be 60x160 feet and 56 x 80 feet in size, both one story high. It is expected that the buildings will be erected and the machinery installed by Sept. 15. Power will be supplied by the local electric company.

The Distinction of Red Hair.

Red hair is no disgrace—no indeed; it's a distinction. Anybody can have black hair, and some people manage to get along with a little sprinkling of flaxen mane. But it takes a boy or girl out of the ordinary to wear a deep red shade and live up to it. There is not a great variety of shades in red hair. It does not run from pink to crimson and contains no greens nor mauves. Red is red, unless the girl has a lot of money, and then, of course, it is auburn.

But red hair has come into its own. Henner has made it famous in his pictures. Titian appreciated it hundreds of years ago, and to-day the world takes notices of the red-headed people, from Mrs. Leslie Carter to the new Sultan of Turkey. Judge Kyle, of Kansas City, dismissed a red-headed prisoner, telling him "Your red hair is your salvation." In three years he has had only six red-headed men before him, and not one was found guilty.

Red hair usually goes with a bright mind and a vivacious temperament. They used to tell us that it also indicated a fiery temper, but we will leave that for the men with red-headed wives to determine. Wasn't Helen of Troy red-headed? Well, she held the palm for beauty until the Baltimore girl was invented and the first crop of beach beauties was raised on the Atlantic City boardwalk. If Theodore Roosevelt did not have red

haid, it will be admitted that he made hundreds of the malefactors of great wealth red-headed while he was engaged in swatting the undesirable citizen.

You can trust a red-headed person—you can trust them to do as they please. They are rather warm to have around in summer, and there are those who do not appreciate their peculiar style of beauty. But the red-headed girl is a winner—and the man who gets one will not be lonesome. He will soon find out whether he has drawn a Titian-haired angel or a combination of a cyclone and a sunset.

Imitating Father.

"Look, mamma, at the nice big hole I cut out of the dollar bill Uncle Ned gave me!" gleefully cried little Bobby, holding up the mutilated long-green for his mother's inspection.

"Oh, you young villain!" exclaimed mamma, "what did you do that for?"

"Why," said Bobby, tearfully, "only yesterday I heard papa tell Mr. Galey that every night he went to the Club he made a big hole in a ten-dollar bill!"

A man is safer in a French duel than he is doing the chamber-maid's work for a mule.

BUICKS LEAD**CARS \$1,000 AND UP****BUICK MOTOR COMPANY**

Louis and Ottawa Sts. Grand Rapids Branch

Post Toasties

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

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



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

WORDEN GROCER COMPANY**The Prompt Shippers**

Grand Rapids, Mich.

What some of the Other States Are Doing.

Written for the Tradesman.

Among the new laws becoming effective in Iowa this month are the following: Primary election law requiring rotation of names of candidates; pay of jurors increased from \$2 to \$2.50 per day; first cousins may not marry; public school fraternities forbidden; compulsory education of deaf and blind children; drinking on trains is forbidden; eight noxious weeds named and must be kept mowed down; hedge fences must be properly trimmed.

The first complete soil map of North Dakota ever issued is just off the press and is a key to soil conditions in each township.

The value of the cotton crop raised last year in twelve counties of Missouri reached three and a half million dollars.

The tobacco crop of Wisconsin has been immensely benefited during the past five years through the careful selection of seed. Two-thirds of the crop is now produced from carefully selected seed.

Big crops of small fruits are being raised in the New Albany district, Southern Indiana, and strawberry, raspberry and blackberry trains are operated during the season between New Albany and Chicago.

The Denver & Rio Grande will grant ten-day stopovers in Denver, Colorado Springs and Pueblo, beginning Aug. 2. Other roads have not granted the concession as yet.

Southern Texas people are inter-

ested in the possibilities of eucalyptus growing on a commercial scale, and experiments are being carried on by the United States Forestry Service in the Lower Rio Grande Valley.

The Kentucky Federation of Women's Clubs has adopted the tulip as the State tree and blue grass as the State flower, and will try to secure the adoption of these as State emblems by the Legislature.

Reports from Oregon indicate a quiet fishing season along the Columbia. The trappers and seiners have not done well on account of high water, but the gill netters have had fair success. Last year's pack of salmon was below normal and it looks as if this year's pack will not run any larger.

The Iowa Railroad Commission, at a hearing given the railroads recently at Des Moines, refused to make any change in the lower shipping rates provided for by the ruling, which became effective May 1. The railroads have persistently refused to obey the ruling, claiming that they could not do so under existing conditions.

Public drinking cups are being abolished and now the State Veterinarian of California urges that the public watering trough for horses be abandoned, to protect horses from glanders and other infectious diseases.

The new automobile law in Illinois, which requires every owner of a motor vehicle to pay a State license of \$2, will net the State a revenue of over \$50,000.

A seal of North Dakota, about five feet square, made entirely of grain, is being prepared at the State Agricultural College and will be exhibited at the leading fairs held in the State this fall.

An anti-cigarette law, effective this month in South Dakota, prohibits the sale of cigarettes and makes it a misdemeanor for anyone to have in his possession the "makings." Another measure makes it unlawful for any person in any place where intoxicating liquors are sold to treat or give to another any free drinks whatsoever, either directly or indirectly. It is also unlawful for any person to accept free drinks, the person accepting such treats being held equally guilty under the new law.

A new law in North Dakota makes all drink beverages sold in the State subject to the regulations of the Pure Food Commissioner. The sale of all imitation whiskies, brandies or other spirituous liquors is prohibited. All liquors sold must be labeled plainly, showing the percentage of alcohol contained and the quantity in the container. All coloring matter is prohibited in beverages. Soap bark for producing foam on soft drinks is not permitted.

A revival of barge traffic on the Upper Mississippi, between St. Paul and St. Louis, is indicated by the building of barges at La Crosse, Stillwater, Burlington, Keokuk, Dubuque and other points. These barges cost about \$500 apiece and each will carry about ten carloads of freight, and

more at high stages of water. With little tow power they can reach St. Louis in a week or ten days from St. Paul or New Orleans in about twenty days. Minneapolis millers who are paying 23 cents a hundred for flour, lake and rail, to New York are figuring on using the all-water route to New Orleans. Almond Griffen.

Advice To Traveling Salesmen.

Referring to the subject of American commercial travelers in Japan, Consul John H. Snodgrass, of Kobe, writes:

Since my arrival at this post, nearly seven months ago, a number of American traveling salesmen have passed through Kobe, but not one has ever appeared at this consulate. Mail has been directed to them through this office, but they chose to send rather than to call themselves. These facts are stated, not in a critical spirit, but as evidence that if manufacturers and exporters have requested consuls for advice and to exchange opinions their injunctions have not been carried out. It is to be hoped that the reading room at this consulate may attract this class, as well as other men of influence who journey through Japan.

When an agent employed to sell land becomes himself the purchaser by making a contract with his principal, from whom he conceals the fact that a greater price may be obtained from another person, he is guilty of such fraud as will justify a repudiation of the contract by the principal.

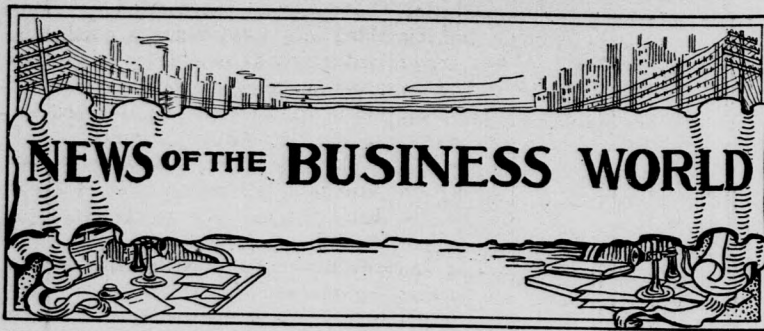
To Get and Hold Trade

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

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

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

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



Movements of Merchants.

Plainwell—J. C. Parker will open a cigar store.

Thompsonville—John Smith has opened up a grocery store.

Stanton—A new bakery is now being opened by James Stannard.

Pickford—Thomas Robinson has opened a confectionery and ice cream store.

Vermontville—E. D. Barber succeeds H. G. Barber & Son in the hardware business.

St. Joseph—A new bakery has been opened in the Freund block by Kenroy & Benning.

Cedarville—A grocery store has been opened by Weston & Gustafson, a new firm.

Flint—A new grocery store has been opened by Bash Bros at 1210 North Saginaw street.

Bloomington—J. Hammond has purchased the interest of Lester Ferman in the grocery business.

Kalkaska—Chas. Miles, who conducts a restaurant and confectionery store, has added a line of groceries.

Cadillac—P. Cotey & Co. have opened a grocery store in the building formerly occupied by Seegmiller Bros.

Port Huron—Geo. A. Lawes has opened a meat market in connection with his store on Twenty-fourth street.

Battle Creek—W. H. Buckley, of Owosso, is making arrangements to open a variety store at 62 East Main street.

Benton Harbor—The Fred Pitcher jewelry stock has been purchased by Hamilton Bros., jewelers in St. Joseph.

Muskegon—Victor Roussin is succeeded in the drug business at 59 Western avenue by H. M. Rouse, of Cadillac.

Delton—George J. Dinkel was recently found unconscious in the basement of his store and lived but a few hours after his sudden attack.

Galesburg—Henry Gray has sold his grocery stock to Geo. A. Southerton, of Battle Creek. Mr. Gray and J. K. Plummer will manage the store.

Ypsilanti—The Roberts-Weinmann-Matthews Co., which deals in drugs, groceries and stationery, has changed its name to the Weinmann-Matthews Co.

Jackson—A wholesale crockery and china company has begun business at 124 East Cortland street under the style of the Central City Commercial Co. The officers are as follows: G. G. Holding, President and General Manager; Dr. W. H. Enders, Vice-President and C. B. Shotwell, Secretary and Treasurer.

Fenton—The Fenton Elevator Co. has been incorporated with an authorized capital stock of \$20,000, of which \$16,000 has been subscribed and paid in in cash.

Benton Harbor—George W. Baugher, formerly engaged in the produce business in Dowagiac, has leased a warehouse here, where he will engage in the egg business.

Fremont—A copartnership has been formed by Fred Lewellyn, of Shelby, and Fred Marshall for the purpose of conducting a produce business. They will also carry fruit packages.

Alma—Seegmiller Bros. & Stuckey have opened a grocery store in the store building formerly vacated by the Lee Mercantile Co. The business will be managed by Mr. Stuckey.

Ely—E. R. Burnett is moving the general stock he recently purchased of Cobe & McKinnon to Cross Village. Henry Winkle is arranging to open another general store here.

Millersburg—R. P. Holihan has started a lumber and cedar yard at Flint. Owing to large automobile plants Flint has taken on a tremendous building and industrial boom.

Bay City—James C. Yeomans, of Fairgrove, has purchased the grocery stock of John V. Hurley. Mr. Hurley will give his attention to his position with the Michigan Chemical Co.

Lawrence—Clarence M. Jennings having purchased the interest of his partner in the drug firm of Miller & Jennings and the business will now be conducted under the management of Robert Jennings.

Bellevue—Arthur Quick, having purchased the interest of his partner, Glenard Earl, will continue the grocery business. Messrs. Quick and Glenard succeeded Ray E. Stevens in business last February.

Kalamazoo—The Star Paper Co. has removed from 233 East Main street, where it has conducted business for the past ten years, to 405, 407 and 409 East Main street, where it is given more room.

Battle Creek—H. P. Davis has resigned his position as manager of the Malta Vita Pure Food Co. and it is rumored that he will engage in business for himself. He is succeeded in his old position by J. A. Buell.

Ludington—A. Cameron has purchased the variety stock of F. B. Pierce on Ludington avenue and will conduct it as a 5 and 10 cent store. Mr. Cameron's son and daughter Louise will have charge of the store.

Saginaw—The Zanger Cloak Co. is now in the hands of Orlando H. Baker, attorney, who is the holder of a trust chattel mortgage securing claims to the amount of \$10,408.23.

The business will be operated as usual.

Flint—The Hub Shoe Co. has been incorporated to deal in shoes, rubbers, rubber and leather goods and men's furnishings, with an authorized capital stock of \$4,000, of which \$2,040 has been subscribed and paid in in cash.

Muskegon—J. L. Heeres is succeeded in the grocery business at 201 Spring street by Rose & Vander Laan. The new firm consists of John D. Rose and George Vander Laan, both of whom have been employed by Mr. Heeres for the past five years.

Cedar Springs—E. M. Smith, who has conducted a general mercantile business in the past, has merged the same into a stock company under the style of the E. M. Smith Co., with an authorized capital stock of \$6,000, of which \$3,000 has been subscribed and paid in in cash.

Kalamazoo—A department store will soon be opened in the Edwards & Chamberlin building, on Water and Burdick streets. The capital of the company is invested by Kalamazoo people and the business will be managed by Kalamazoo men under the style of the Great Leader.

Holland—The drug stock of R. M. DePree & Co., corner Central avenue and Eighth street, has been purchased by E. M. Gerber, of Reed City, and D. E. Bradford, of Mt. Clemens, who will conduct the business under the style of the Gerber Drug Co. Robert DePree will remain in the store until Sept. 1, when he will assume duties with the DePree Chemical Co.

Lansing—F. W. Godding, formerly engaged in the drug business at Eaton Rapids under the style of Wilcox & Godding, and V. C. Abbey, for the past eleven years with H. Kositchek & Bros., clothiers and dry goods dealers, have formed a copartnership under the style of Godding & Abbey to engage in the clothing business with a new stock at 213 Washington avenue, about Aug. 15.

Adrian—Chas. C. Schoen will take an interest in the men's furnishings business formerly conducted by his late brother, Wm. F. Schoen and Otto Baisch under the name of Schoen & Baisch, so that the style will not be changed. Mr. Schoen has been in the jewelry store of W. M. Sheldon for the past twelve and one-half years and will not make the above mentioned change until August 1.

Saginaw—Fred Jaeckel and E. Rau have formed a copartnership under the style of the Jaeckel & Rau to engage in the clothing business at 212 Genesee avenue about Aug. 14. Mr. Rau has been with Heavenrich Bros. & Co., clothiers, for eight years and Mr. Jaeckel has been with Wm. H. Ryan for four and one-half years, previous to which time he was identified with other Saginaw firms.

Vernon—Adolphus G. Holmes, a pioneer resident of Vernon and locality who has been in the grocery and drug business here for the last thirty years, sold his stock to DeHart Brothers, who will consolidate it with their drug and grocery stock. Mr. Holmes will retire from business owing to ill health. Since he has been

ill, his sons, Victor and Delos Holmes, have been looking after the business.

Marquette—The Gannon Wholesale Grocery Co. expects to begin business next week, and has opened temporary offices in the Marquette & Southeastern office building, until permanent location in the old foundry room, north of the Marquette & Southeastern passenger station, is ready for occupancy. The building is now undergoing extensive interior alterations, including new windows, partitions, concrete floors and plastering.

Manufacturing Matters.

Fremont—The Fremont Canning Co. are now canning peas.

Niles—The National Wire Cloth Co. has increased its capital stock from \$50,000 to \$100,000.

Holland—The Holland Carving & Moulding Co. has increased its capital stock from \$10,000 to \$20,000.

Kalamazoo—The capital stock of the C. H. Dutton Co., manufacturer of boilers and machinist, has been increased from \$40,000 to \$100,000.

Lansing—The Reo Automobile Co. has just paid a cash dividend of 20 per cent., making 50 per cent. disbursed so far this year. The 30 per cent. dividend was paid in May.

Detroit—The Humrich Brothers Co. has been incorporated to manufacture trunks, suit cases and leather goods, with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and paid in property.

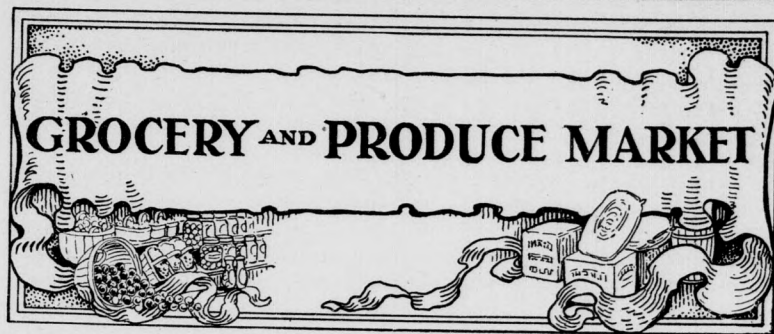
Buckley—A stock company to be known as the Buckley Manufacturing Co. has been formed by local business men and citizens to engage in the manufacture of woodenware in the old McBride mill, which will be remodeled.

Grand Marais—C. C. Smith has leased the Barney & Wigman saw and shingle mill and is making alterations and installing machinery to double its capacity. He has a contract to cut 6,000,000 shingles and 40,000 railroad ties.

Detroit—At a meeting of the directors of Hamilton Carhartt, manufacturer, held at the office of the company in this city, a dividend at the rate of 7 per cent. per annum was declared on the preferred stock and made payable on or before July 15.

Flint—A new factory building, 500 feet long and 75 feet wide and two stories high with basement, will be erected by the Weston-Mott Co., which manufactures wheels and axles. This building will be utilized for the making of automobile rims and hubs.

Holland—The Holland Sugar Company, which paid a cash dividend of 15 per cent. early in the year, will disburse a stock dividend of 33 1/3 per cent. to its stockholders this week. This course has been rendered possible by the increase of the capital stock of the company from \$300,000 to \$500,000. One-half of the new stock will be issued in the shape of a stock dividend and the other half will be held in the treasury for future requirements.



The Produce Market.

Asparagus—90c per doz. for home grown.

Bananas—50c for small bunches, \$1 for Jumbos and \$1.50 for Extra Jumbos.

Beans—String beans and wax beans command \$1 per bu.

Beets—30c per doz.

Butter—There is a very active demand for all grades of butter. Fancy grades are scarce and meet with ready sale at outside prices. The receipts of strictly fancy butter are very light, owing to the recent severe hot spell. On the present basis the market is healthy and seems likely to remain so. Local dealers hold factory creamery at 26½c for tubs and 27c for prints. Dairy ranges from 15c for packing stock to 19c for No. 1.

Cabbage—Home grown, 80c per doz. Louisville, \$1.50 per crate.

Cantaloupes—Georgia, \$1.75 per crate. Standard California Rockfords, \$3 for 54s and \$3.50 for 45s.

Carrots—25c per doz.

Cauliflower—\$1.20 per doz.

Celery—Home grown is coming in more freely and is finding ready sale on the basis of 25c per bunch.

Cherries—Sweet, \$1.75 per crate; sour, \$1.25 per crate. Small and inferior stock finds an outlet at 50c@ \$1 per bu.

Cucumbers—40c per doz. for home grown hot house.

Currants—\$1.25 per crate of 16 qts.

Eggs—The market is firm on the basis of present quotations. Owing to the recent heat the bulk of the receipts is showing some defects and is being sold at relatively lower prices. The consumptive demand is very active for all grades and the market is healthy throughout. Local dealers pay 19c f. o. b., holding case count at 20c and selected candled at 21c.

Egg Plant—\$1.50 per hamper.

Goose Berries—\$1.25 per crate.

Green Onions—15c for Silver Skins.

Green Peas—\$1 per bu. for Telephones and 75c for Marrowfats.

Green Peppers—\$1 per ½ bu. box.

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

Lemons—The market is still strong on the basis of \$6 per box for both Messinas and Californias.

Lettuce—50c per bu. for leaf, 75c per bu. for head.

Onions—Louisville, \$1 per sack; Texas Bermudas, \$1 per bu. for yellow.

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. Late Valencias command \$3.50@4.

Parsley—25c per doz. bunches.

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

Potatoes—35@40c per bu. for old; \$2.75 per bbl. for new from Virginia or Ohio.

Poultry—Paying prices for live are as follows: Fowls, 11@12c; broilers, 18@20c; ducks, 9@10c; geese, 11@12c; turkeys, 13@14c.

Radishes—15c per doz. bunches.

Tomatoes—Tennessee, 90c per 4 basket crate. Home grown hot house command 85c per 8 lb. basket.

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

Watermelons—Georgia are moving freely on the basis of \$3 per bbl. of 8 to 10.

The Grocery Market.

Sugar—The market is without change from a week ago.

Tea—The market remains quiet and firm in all lines. The scarcity of low grade Japans is helping the sale of better grades, which it is hoped may be permanent, there being at present very little call for low grades in comparison with two years ago. The new crop now arriving is of good quality. New Formosas coming in are fair in quality. Prices are firm and somewhat higher, caused largely by the increased cost of labor, owing to the rapid development of the Island in the last few years and as there is no prospect of labor getting cheaper, the Formosan government is considering the advisability of rescinding the export and internal tax of 4 yen, or \$2, per picul (133 lbs.) to meet the competition of China and Ceylon teas, which seem to be supplanting Formosa teas in the American markets. Ceylon quotations remain about the same.

Canned Goods—There is no change in tomatoes. Spot goods are selling about 5c per dozen below the price of futures and this difference will likely be maintained until the new pack is ready for shipment. Prices on both spot and future corn are considered too low and jobbers look for advances. There is said to be no corn in first hands anywhere in the country except Iowa and the supply there is limited. It is expected that this year's pack in all sections will be greatly reduced. A big trade on California canned fruits for future delivery is noted. The retail trade apparently recognize that prices this year are exceedingly low and are placing their orders at once so as to protect themselves against any possible advances. New pack strawberries are selling freely; the quality is

fine and prices are reasonable. Gallon apples are selling slowly for this time of year and the market shows signs of weakness. There is nothing new in salmon. There is a big trade on pink salmon at the price offered, but on the better grades the trade is waiting for the opening price on sockeye, which is expected to be low. The present price of sardines is considered below the cost of packing, and as soon as the fight between packers is over there is likely to be a material advance.

Dried Fruits—Peaches are dull and unchanged. Apricots are dull and unchanged, the outlook being for light supply. Raisins show some improvement in demand, but no boom. Prices are unchanged. Currants are in good seasonable demand at unchanged prices. Other dried fruits are dull and unchanged. Sales of future outside prunes have been made on a 2½c basis, but by no means will all packers sell at that. Sales of Santa Claras have been generally made at 2½@2¾c. The demand is light, both for old and new prunes.

Rice—According to statistics sent out by rice millers there is not enough rice to last the trade one month. New Japan rice will not be in the market until October and head rice not until September, and although the figures of the rice millers may be overdrawn it looks like a very high market during the next two months.

Roll'd Oats—There is no prospect of any change in this market until new crop oats are ready for market.

Syrups and Molasses—Compound syrup is unchanged in price and quiet. Sugar syrup is also very quiet at ruling prices. Molasses is very fairly active for the season and shows no change in price.

Cheese—The make is lighter than usual, owing to the hot, dry weather. Partly for this reason there is an active demand at unchanged prices, and the market is well cleaned up daily. A continued firm market is looked for at about ruling prices during the coming week.

Fish—Cod, hake and haddock are unchanged in price and in light demand. Domestic sardines have taken another decline and large sales have been made during the week at \$2 f. o. b. Eastport. The highest price heard is \$2.15 f. o. b. It is believed that the packers are losing money at present prices, but as they are accustomed to that they do not complain. The demand for sardines is fair, but buyers generally distrust the market. Imported sardines show no change, but steady to firm prices and a fair demand. Salmon shows no developments from last week. Alaska red and Sockeye are still very scarce and firm; demand generally for salmon is good. All grades of mackerel have shown a better demand this week than for some time. Norways are fairly active at steady prices. Shores are very scarce, but show no change in price for the week. Irish mackerel are also sharing to some extent in the demand. Prices generally show no change, however.

Provisions—The demand for everything in smoked meats is good. Pure lard is firm at an advance of ¼c over a week ago. Compound is firm and unchanged. Dried beef is unchanged and steady; demand is light. Canned meats also show no change for the week and the demand is excellent. Barrel pork, owing to the continued scarcity and high prices of hogs, has advanced another \$1 per barrel during the week.

Supreme Court Enforces Transfer of Good Will.

Kalamazoo, July 13—A case of unusual interest throughout the State, as it involves a legal question of peculiar character, has just been disposed of in the Supreme Court. The case is that of Oscar K. Buckhout vs. Benjamin F. Witwer, and son, Roy, the question being that of the lawfulness of selling the "good will" of a business. The case was decided in favor of Buckhout.

In March, 1908, Buckhout purchased the interest held by B. F. Witwer, his wife, and son Roy, in the Witwer Baking Co. One condition of the sale was that the good will of the Witwer family was to go with the purchasing price. The agreement contained a clause stating that no member of the Witwer family should engage in the baking trade in Kalamazoo for five years from the time of the contract, under penalty of a forfeiture of \$1,000 a year.

Later when Benjamin Witwer and son entered again into the baking business Buckhout sued for the specific performance of the contract. Judge Frank E. Knappen rendered a verdict in favor of Witwer, basing his decision on Section 1, act 329, public acts of 1905, which declares that contracts conveying good will were void.

In reversing the decision the Supreme Court said, "It may be said that a stockholder in a corporation has such an interest in its business and good will within the statute as to make a purchaser of such interest and good will a transferee of the same."

The Witwers are forced by the decision of the Court to retire from the baking business. The matter of the \$1,000 per annum forfeiture will be contested, and tried out in the courts, as it appears that the Witwers have not yet been in business for a year.

It is always the duty of a purchaser of real estate to investigate the title of his vendor. For example, he cannot be said to exercise due diligence in this regard if he accepts the statement of his vendor as to binding effect of an outstanding agreement of sale with another, and makes no attempt to ascertain for himself what the agreement contains.

Vander Lei & Koeze have opened a grocery store on Godfrey avenue, having purchased their shoe stock of Rindge, Kalmbach, Logie & Co., Ltd., their dry goods of P. Steketee & Sons and their groceries of the Musselman Grocer Co.

Some men are not really as wicked as they think they are.

OTHER CITIES.

Local Improvements Which Are Being Worked Out.

Written for the Tradesman.

The city of Holyoke, Mass., will erect sheds for storing ice, to be distributed at wholesale on condition that it be retailed at stipulated prices. Present prices of dealers are thought to be too high.

Washington is getting ice this summer by schooners from the Kennebec River, Maine.

Closing the saloons, taking away the permits of the drug stores and prosecution of the liquor clubs have

bells or the blowing of horns by hucksters and others.

Buffalo will rechristen its famous Canal street, calling it Dante place. The street is thickly settled with Italians.

It is proposed to establish in Springfield, Ill., the Lincoln Manual Training School for young colored people of both sexes over 14 years of age. The boys will be taught carpenter work, painting and paper hanging, tailoring, shoemaking, printing, etc., while the girls will be instructed in various lines of domestic work. The city has a large colored population.

The Troy, N. Y., Chamber of Commerce enjoyed a play day recently which included a trip down the Hudson River and a clam bake. Troy is hoping for great things when the new barge canal is opened, bringing the produce of the Northwest to its doors. It is proposed also to improve its harbor, making greater use of the Hudson River for freight transportation, and so to become a distributing point in that territory.

The city of Salem, Mass., has opened a modified milk station in charge of a hospital trained nurse, employed under direction of the Board of Health. The milk is put up in ster-

ilized bottles, is packed in cracked ice and is carried into the homes during the summer months.

The price of gas in Springfield, Mass., has been reduced from 95 to 90 cents.

Tests by the Health Department of Springfield, Ill., showed that a great deal of milk containing formaldehyde was being delivered in the city, and following this discovery all "doctor-ed" milk is being seized and emptied in the sewers.

The price of milk in Cincinnati has advanced from six to eight cents per quart.

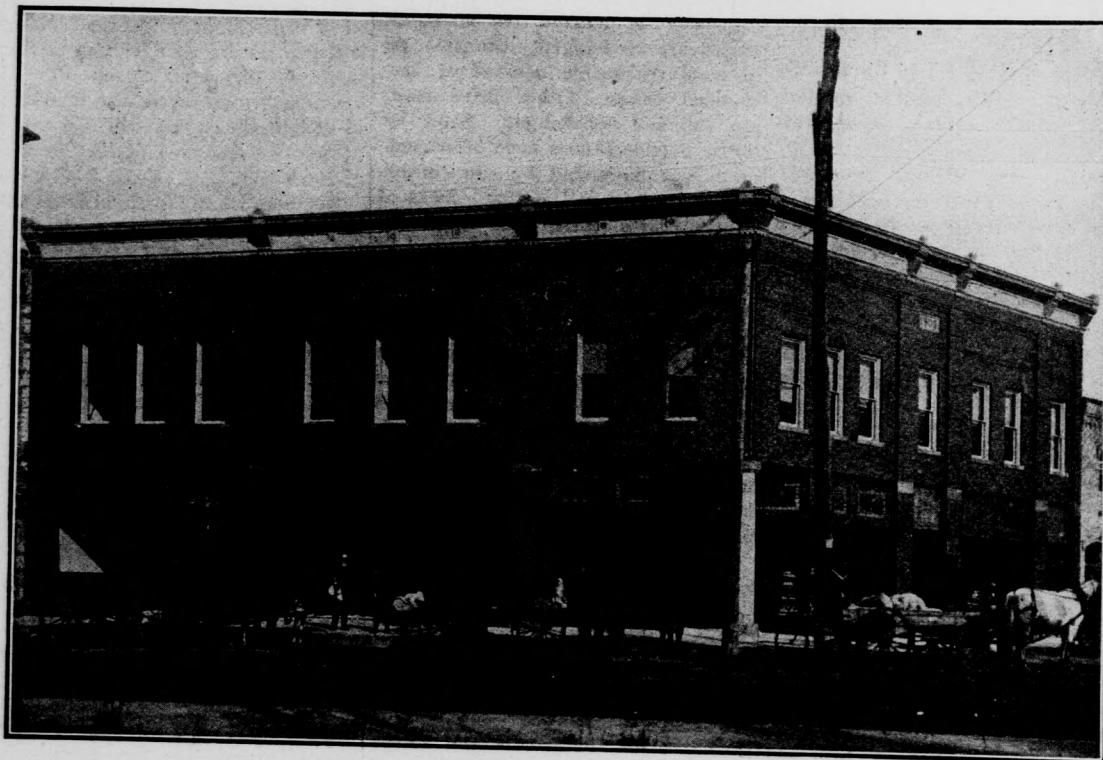
Records of the central high and the two manual training schools of Philadelphia show a most gratifying increase in attendance, due to the manual training courses.

Saginaw rejoices over the resumption of work at the Pere Marquette shops, employing 600 hands, to a full force and full time, and the shops will run on this schedule at least until next spring.

The fourth annual cherry festival was held at Salem, Oregon's capital, July 8, 9 and 10, with street pageants and a moonlight regatta on the river. Trophies were awarded for the best displays of commercial packed fruit of three or more varieties.

The Merchants' Association of Colorado Springs has issued 60,000 copies of a booklet, which is a guide and map of the Springs, and is being given wide distribution.

A municipal roof garden and five other municipal baby camps were thrown open in Cleveland July 1. The roof garden is located on the Central Friendly Inn, where the babies in the congested Haymarket section are protected from the sun by a roof of canvas. The Board of Health is in charge of the work and it is expected that the lives of many babies will be saved.



Jesse Wisler's Store Building at Manbelona

made Topeka a very dry town. This condition is booming the trade in lemons, limes and soft drinks.

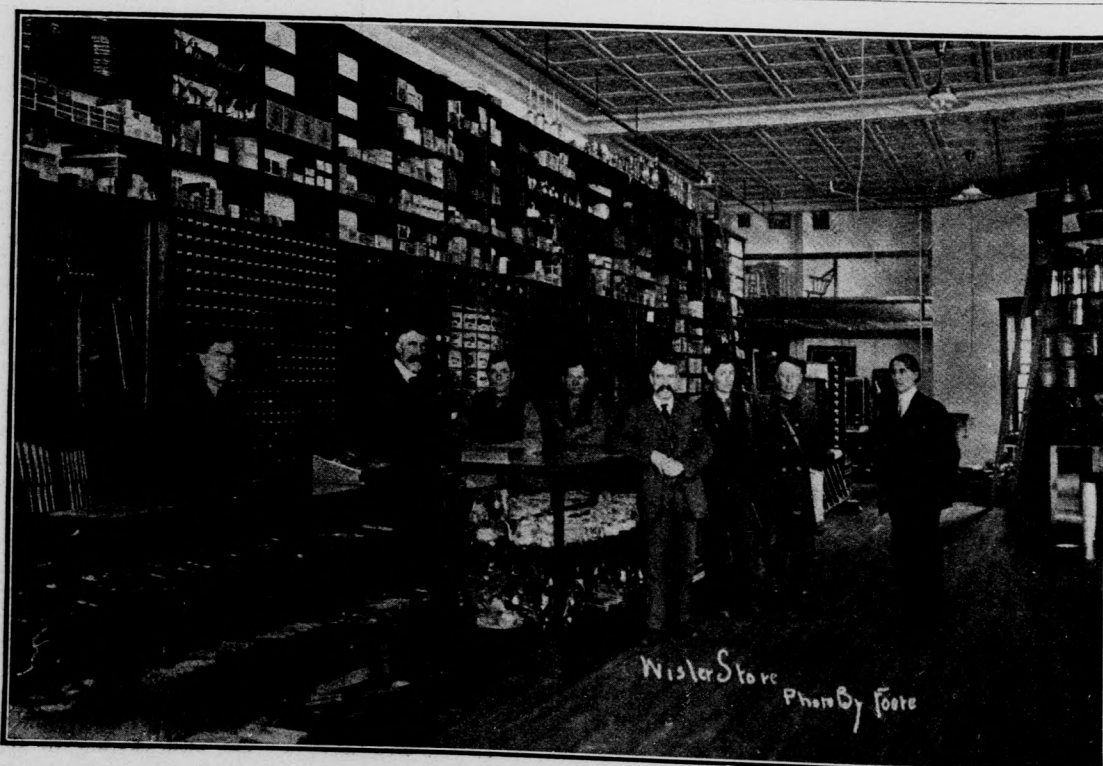
Baltimore is disgusted with the proposition of the Pennsylvania Railroad to put up a little half-million dollar station there, when Birmingham, Ala., a town scarcely a tenth as big as Baltimore, has a new depot costing \$2,000,000.

Kalamazoo has never been sorry, as a business proposition, of having secured the Western Michigan Normal School. During the present summer the school has 750 students, most of them from out of town, which means at a low calculation that \$6,000 is spent by them in the city each week.

The plan to build a new union station in Memphis by the roads entering that city has failed for the present at least through the refusal of two of the roads to enter into the agreement.

The Traverse City Board of Trade has opened an information bureau in that city which will be maintained throughout the resort season.

New York is fighting noises. The Aldermen have passed an ordinance prohibiting shouting, the ringing of



View of Hardware Department of Jesse Wisler's Store at Manbelona

Philadelphia has opened sixty playgrounds in public school yards, with teachers to give instruction in the use of the apparatus. Twenty public bath houses are also open from 9 a. m. to 9 p. m. Mondays and Thursdays are reserved for the use of women and girls.

The Texas Legislature provided for a new rice belt experiment station and Houston is going after it.
Almond Griffen.

Movements of Working Gideons.

Detroit, July 13—Wheaton Smith led the Griswold House meeting last Sunday evening, aided by W. Murch, Chas. M. Smith, C. H. Joslin, W. R. Barron, Geo. S. Webb, Mrs. Williams, Mrs. Adams, the writer and six guests of the hotel. Brother Smith brought out in his address the positive and the negative, the power of suggestion and its influence. He gave as an illustration a remark he made to Mr. Sheldon when in Chicago: "Looking back over life from a financial standpoint, I must write failure over each undertaking." Mr. Sheldon said: "Never say that word again. Always speak, think and act the positive. We deserve success. We aim for it. We must have it. Our success in business, or Christians, is no higher than our aims. If we seek business in a half-hearted way, we fail. If we are in earnest as Christians in a half-hearted way, we are a failure. We reach only as high as we aim. We should be as much interested in saving souls as we are in getting orders."

A lady desired employment from Brother Smith and was asked if she was a Christian. She replied that she was a member of the Methodist church years ago. "Do you read your Bible?" "No, since I came to Detroit I have neglected reading the Bible." Here we have the negative. "Be instant in season, out of season." We are what we aim to be. In any walk of life, in any thing we undertake, we must be of the positive, else we are a failure.

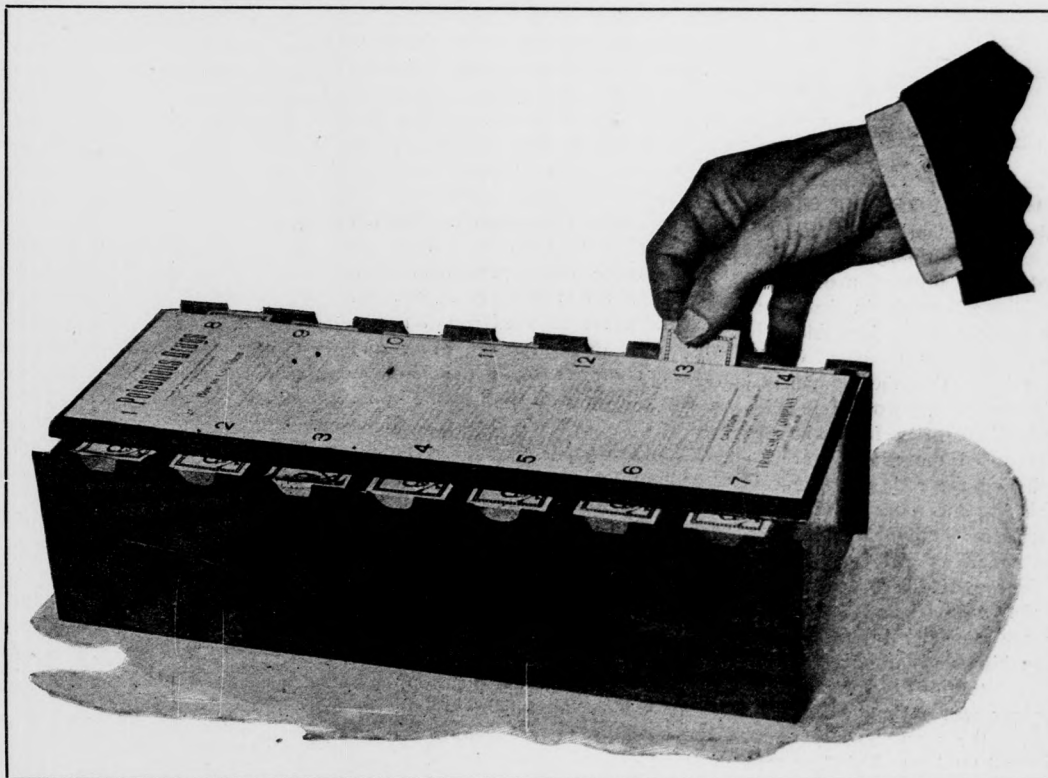
At the present time, it looks very much like the largest attendance we have ever had at the National convention of the Gideons in St. Louis, July 22 to 25. The delegate plan will be tried out and by this we are enabled thus early, to make the prediction.

A. S. Parker, of the Central M. E. church, Detroit, and teacher of the largest S. S. class (300 members) has joined the ranks and will hereafter be found wearing the button. The work of placing Bibles in hotels appealed to him, as it should to all Christian traveling men. All are invited to join in the extension of this meritorious work. Undoubtedly, this will receive more attention during the coming year, the intention being to continue the work until every room in every hotel in the country has a copy of the 'Book' to inspire its occupant.
Aaron B. Gates.

Of Course.

Smith—There is one thing to eat that you can always find in the dark.
Jones—What's that?
Smith—Limburger cheese.

Tradesman Company's Classified List of Poisonous Drugs



THE LAW

H. S. Sec. 9320. Every apothecary, druggist or other person who shall sell and deliver at retail any arsenic, corrosive sublimate, prussic acid or any other substance or liquid usually denominated poisonous, without having the word "poison" and the true name thereof, and the name of some simple antidote, if any is known, written or printed upon a label attached to the vial, box or parcel containing the same, shall be punished by a fine not exceeding \$100.

To enable druggists and country merchants to meet the requirements of the above statute without going to the expense of putting in a large assortment of labels, we have compiled and classified a list of drugs which are poisonous or become so in overdoses.

They are arranged in *fourteen groups*, with an *antidote* for each group; that is, an antidote for any of these poisons will be found in some one of these fourteen antidotes.

This arrangement will save you money, as it does away with the need of the large variety of antidote labels usually necessary, as with a quantity of each of the fourteen forms you are equipped for the entire list.

There are 113 poisonous drugs which must all be labeled as such, with the proper antidote attached. Any label house will charge you but 14 cents for 250 labels, the smallest amount sold. Cheap enough, at a glance, but did you ever figure it out—113 kinds at 14 cents—\$15.82? With our system you get the same results with less detail and for less than one-third the money.

By keeping the labels in a handsome oak case they never get mixed up and they do not curl.

Price, complete, \$4.00. Order direct or through any wholesale house.

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MICHIGAN



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Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

July 14, 1909

LOOKING OUT FOR THE GIRLS.

The Baltimore Sun with commendable anxiety has a timely word to say in regard to the protection of young women. There is no doubt that times have changed; that modern ideas in adapting themselves to new conditions have found that the woman and especially the young woman in widening her sphere of usefulness is necessarily exposed more and more to the rough and the rude and the selfish which become more manifest as the struggle for individual gain goes on. The American girl is allowed a greater degree of liberty than her grandmother enjoyed and this is observed more especially in her recreations in making acquaintances and in receiving attentions from men. "There never was a time when girls needed more the counsels of parents, their wise and tender and vigilant care and guidance than now. There never was a time when for their own good there was greater necessity than now for girls to surround themselves with the safeguards or discriminating exclusiveness, to make no friendships until they are satisfied that these associates are compatible with the purest and highest standards of womanhood."

While thus looking carefully and tenderly after the interests of American women "the fairest womanhood under the sun," in receiving attentions from men, the question arises whether the American woman can or ought to find a greater protection than from American manhood, and this being conceded as it readily must be, whether a stronger movement can be made in this direction than by carefully seeing to it that the brothers of these same American girls are instructed and trained as they ought to be for these all-important duties of American citizenship. Admitting that the girls are needing the counsels of parents more than ever before, may it not be said with equal earnestness that the boys in the counsel-giving should be neither neglected nor forgotten? and can there be a better "safeguard of discriminating exclusiveness" than one made up of a nationful of boys, so trained in all that pertains to the protection of

their own sisters and the sisters of the other boys?

It seems as if there could be but one answer to that, and yet the daily report of what is going on in the world conveys no such idea. The popular wickedness of the day is carried on in couples, but in whatever form its development, it is difficult to decide which of the two is the guiltier. Going back to the training period, is there any doubt about the sharing of the counsel-giving; and is it not a conceded fact that the boy has received little, if any, of that parental advice that society considers so essential? Early in life the boy finds out that what is wrong for his sister is not necessarily so for him. They can both chew gum in public; but he is the one called to account for profanity. The brother may reel and reek with alcohol and the offense is forgiven on the ground that "boys will be boys," while that same sin makes his sister an outcast. The list need not be lengthened; but if one fact is made more prominent than another in the morning news, it is that wickedness for one sex is not necessarily wickedness for the other and when it comes to fixing the blame it is the woman that the public mind convicts.

A Chicago paper announces the encampment of the National Guard with headquarters at Elgin, and the probation officer of Kane county—a woman—"is imbued with the idea that the Illinois National Guard is composed almost entirely of gay Lotharios, Beau Brummels and Don Juans, dressed up alluringly in brass buttons. She regards the approach of the soldier boys with about the same feelings that the Sabine women must have felt at the time of a certain Roman invasion, more or less famous in history." Would there exist this anxiety by the probation officer if the boys of the Guard had been properly trained "in their recreations in making acquaintances" and in extending their attention to women?"

The same paper, in reporting the doings of the N. E. A. convened in Denver, gives as a part of Judge Lindsey's address: "In the nine years that I have been the judge of a court I say without hesitation that the most dangerous crimes against the State have come not from the ordinary or ignorant criminal thief, 'stick-up,' burglar or murderer, but from men from the high schools and universities, who, through the cunning of criminal intelligence, have committed monstrous crimes against their country and set in motion a wave of evil that has sorely afflicted the home in thousands of cases and contributed to the debauchery of childhood," from which it is easy to infer that the educational interests of the American Republic might be more carefully looked after. Later on in this same report the animus of the schoolroom appears in the statement that "home training was scored during the discussion as to why the young man 'degenerates' after entering college," and this leads directly

to the conclusion that people have been for a long time reluctantly reaching that, if young American women are not as carefully safeguarded as they ought to be, the reason is found in the lack of home-training on the part of their brothers, the American young men of the Republic and, finally, that it is going to be supplied only when the home and the school house and the church acknowledge the common duty that falls to them—the trinity of education—and earnestly, enthusiastically and prayerfully do that duty.

AN UNFORTUNATE CLERK.

Naturally the customer never gave a thought, when he entered the store about 4 o'clock Saturday afternoon, as to whether or not it was a particularly busy time. He couldn't well avoid noting that there were a lot of other customers visible and that all of them seemed to be receiving careful attention from the various clerks.

And, anyway, this particular customer was not a merchant; had never been one and had no intention of becoming one. Was not interested in merchandising beyond his own desire to obtain a small bill of goods, a list of which he had.

What the gentleman did notice, particularly, was that the clerk who waited upon him was rather slender, quite sallow and seemingly over-anxious to be in two or three different places at once. Moreover, his entire attention was not centered upon the customer he was serving. In fact, he left his customer, telling him to pick out what he wanted and lay it back on the shelf and he would be back in a moment.

He came and went half a dozen times and it was clear that he was extremely nervous.

"Must be that he is the head clerk," mused the self helping customer to himself as he glanced up and down the long aisle between the counters and saw that all of the other clerks, a dozen or so, were busy and active, but not nervous.

Presently the nervous clerk approached saying, "Would it not serve your purpose just as well to come in Monday and select what you want? You see Saturday afternoon and evening is always our busiest time."

Instantly the customer appreciated the situation and willingly consented to call on Monday.

About noon on Monday the customer called again and was greeted by the same clerk—and he was still nervous, but the customer made no comments until, after calling another clerk to wait upon the man who was selecting the articles he wanted, the nervous one observed: "You see noon time is our busiest time. Can't I send the things up to you this afternoon?"

"All right," responded the customer, "I thought Saturday afternoon was your busy time—must be busy most of the time."

And so, having selected what he wanted, he gave his name and address to the nervous one who promised to send up the goods that afternoon, and went his way.

Undoubtedly the clerk in question knows his business in all of its details and knows how to handle clerks, else he would not be head clerk in a very large establishment. Therefore it is fair to assume that his nervousness is not chronic; that he was at the particular time much disturbed, or overworked or ill, because a man habitually nervous and seemingly without a hint of tact, would not be head clerk, permanently.

BE MEN TOGETHER.

More than a mere modicum of moral courage is required of an employee to seek his employer for the purpose of pointing out shortcomings on the part of the latter and to obtain, in return, a schedule of his own defects.

More than the average quality of fairness and broadminded appreciation of the ethics of business are necessary on the part of the employer who submits without any prejudice whatever to such an interview.

And yet, once in awhile, such men meet in the manner indicated and always such encounters result in benefits to both participants.

The difficulty lies chiefly in mistaken preconceived and unauthorized estimates as to the men thus situated on the part of the men themselves. An employee, conscientious, faithful and competent, is glad he has his position. He knows that his position depends upon the manner in which his services impress some one or two or three individuals. Possibly there is one in the trio he has never even met and only knows in an indefinite way "by sight." He knows the head of the department where he is employed intimately, the one next higher in authority he knows well enough to speak to, but not much more. He conceives improvements in the way of doing his work and suggests them to his department manager. He hears nothing from it, or, if his suggestion is acted upon he observes that "it was Mr. ———'s idea," and his name is not mentioned.

He makes a request for an advance in responsibilities, work and wages and hears nothing of it; or, if he does, he learns that "the old man wouldn't stand for it."

And so, ad infinitum, the situation develops until at last the employee resolves that he will reach headquarters somehow. He goes filled with fears and fawning and "the old man" hates him on sight and turns him down instantly; or, he goes in a manly, frank and honest manner and "the old man" likes him and really tries to help the chap along.

That is to say, some of the employees do this and are respected by a loyal set of employees.

Then there are some, who, believing that they must demonstrate their greatness as men of business by being short, sharp, blustering and generally ungetatable, refuse to be interviewed by their "help." And invariably such men have a dissatisfied, bitter and vindictive set of employees to contend against. Moreover, such employees are mere muckers, as a rule.

WORTHY OF MENTION.

Early in June a city of six thousand souls in Nebraska had a "swell" class graduating from the high school. There was a baccalaureate sermon on the Sunday preceding Commencement, although what that kind of sermon has to do with a high school class it is difficult to see; there was the class supper with similar functions; the whole winding up with a grand ball, the class and its friends dancing out of school life into the great world, "the scene of its future toils and triumphs." As the city, like all of its class, is the leading one of the State, and as the graduating class was, as usual, the largest and best that had ever been graduated, it was highly essential that it should leave its impress upon the town. It did. The young ladies of the class in solemn conclave decided that three was the smallest number of dresses that they could possibly get along with: a church gown in which to listen, as a class, to the "Baccalaureate," delivered by the most distinguished clergyman in town; a gown in which to receive the diploma at the Opera House and, therefore, the one prized most; and last, while not the best of the three by no means to be despised, the gown for the "graduating ball." The families affected by the necessary number of gowns are made up of the average American citizen, none of them more than well-to-do and a majority finding difficulty in keeping their noses above water financially. One young woman who was determined to outdo her classmates secured her three gowns and their accompaniments at a sum amounting to something like three hundred dollars; and to especially distinguish herself on the night of the ball took an automobile ride to a neighboring town with her 19-year-old lover, was married to him and phoned the fact to her father and mother as a stupendous joke at something o'clock in the morning!

There was a stormy meeting at the Board of Education the other night in a certain city. The question to be discussed and settled was whether the boxes in the young ladies' dressing rooms in the high school should be so enlarged as to admit the hats that the prevailing style now demands the country over. It was urged that in the growing scarcity of timber and in the present unsettled condition of the tariff the project was hardly feasible. Then the storm broke loose, and the Board showed itself equal to the emergency by voting for the enlargement of the boxes at an expense of \$1,400.

Chicago is taking great credit to herself, and properly so, over the fact that the girls of the Wentworth and McCosh schools have been graduated in gowns made by their own fair fingers. The cost of the Wentworth school is put down at \$2.75, and as the gowns are of uniform pattern the rivalry naturally and properly indulged in was skillfulness with the needle, a superiority certainly to be proud of. The McCosh school girls appeared in creations, self-made, of Persian

lawn at a cost of \$2 each; and, as in these instances nothing is said of a gown for each educational function, it is easy to infer that each young woman entered the "cold and heartless" becomingly dressed at an expense considerably less than the three-hundred dollar extravagance of her sister of the Sunflower State.

Now these instances—every one a fact—are worthy of mention for a number of reasons. Admitting all that it wrong the question comes, "Who is to blame for it?" and every community indulging in the expensive nonsense promptly exonerates the boys and girls—for, in spite of the diploma, they are boys and girls, and it is a mistake not to call them so or to consider them as anything else. Whoever undertakes to fasten the fault upon the mothers, the general tendency, is confronted by the Board of Education's action to spend \$1,400 to meet the demands of a fashion that has possibly already changed, and the pessimist who, following the tendency of the times, calls the school teacher to an account is met by the schoolmaster, who simply points to the gown bill of his girl graduates and asks if he is to be found much fault with who reduces the price of graduating from \$300 to \$2?

There is something else. What does the diploma bought at such a price stand for? Learning, training, culture. Can the majority of the diploma-bearers spell or write a correct and well constructed English letter? Do they show by their conversation, by their behavior at home or abroad and by the ideas they express that their twelve years, more or less, in passing through grades have secured the qualifications the public has paid for, and that, too, at "a good round sum?" Putting aside the fact that the diploma is not expected to cover experience, has the course of study and the daily drill done much to prepare the graduate for any special line of life? Each reader must answer these questions from his own point of view; but in too many cases his own neighborhood, crowded, it may be, with high school graduates will not, can not, return a satisfactory answer. Our high school boy graduates are not well mannered a home or on the street. They swagger and swear and smoke. Their talk is the talk of the "grid-iron," and the only news of the day at all interesting to them is the sporting page of the newspapers; and the girl graduates are—worthy of them.

A single thought will suffice and here it is: the public opinion that tolerates these results and encourages them by paying for them is the only party responsible for them, and these results, be they good, bad or indifferent, will continue to exist just so long as that same public opinion continues without protest to pay the bills.

Action, without words, is presumptive evidence of the acceptance of a proposition, when taken under circumstances that naturally imply such acceptance.

SQUARELY ANSWERED.

As if to meet a coming question by casting its answer before a worrying public thus early in the season is wanting to know what is to prevent inevitable starvation if the farmer with his fields, white with harvest, can not find men—"hands" he calls them—to gather in the grain crops. Secretary Wilson returns from a Western trip and because he concludes from the high price of wages that the grain grower will have to raise the price of his wheat and corn and that, therefore, the cost of living is going to be higher instead of lower he, the Secretary, for some reason is held responsible for the condition of things which ought to be changed or he should furnish the reason why. Then follows the complaint so startlingly new that it seems best to state it: The world is going to starve to death because the farmer has to pay such high wages and he has to pay these wages because the American boys drift to the cities. Therefore, and the logic is flawless, the world and the people, that therein is, are going to starve to death because the good-for-nothing American young man rather play tennis and watch the game on the gridiron than to go West and lame his back and blister his hands in the harvest field.

It may be said without much danger of dispute that the fault-finding and the faultless logic come from that class of person who delights in telling the other fellow what he ought to do. The second person singular or the third person plural will be found to be the subject of all his verbs. Indeed, in a number of modern instances, faithfully followed up, it has been discovered that the lazy good-for-nothing that won't go West and blister his hands and lame his back, to save a famishing world from starvation, is never himself, nor any of his own sons, even if he have a dooryard full of them, but, always and forever, somebody else's child or children. In one instance, where the criticism had been very severe, the question was pointedly put, "Why don't you—forty-five is a good ways this side the dreaded age-limit—why don't you take advantage of these high wages and go West? Of course the high price of labor is no object to you who are well fixed; but a lame back and blistered fingers ought not to block the way when universal starvation is threatened and when these alone can avert inevitable death."

It is needless to say that the answer was wholly unsatisfactory as well as evasive, but that does not prevent the presentation here of the substance of the reply. In the first place he didn't want to go. Neither do these young men; and the reason why he does not is because there is no special reason why he should. Admitting the going to be a choice of evils he chooses "rather to bear those ills we have than fly to others that we know not of," and stays at home as men of sense always do. Why should he for any reason not now known for a few weeks, for all summer, if the work lasts so long, give up the

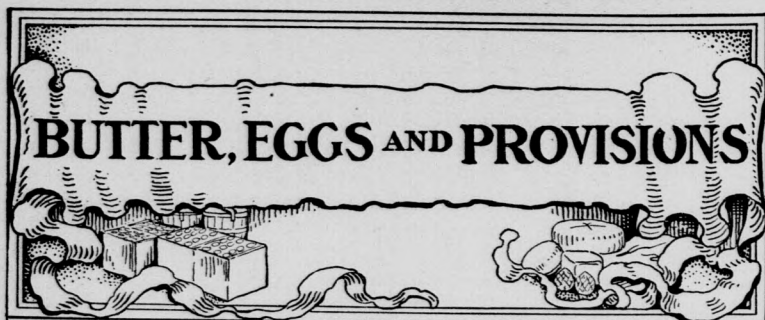
leisure to which he has been looking forward for weeks and for that time become a farmer? The wages? He does not need them, and in those instances where there is need the manhood behind the need has already looked out for itself and is already at work.

To come right down to the bottom fact men do not work in the harvest field because they do not want to do so. Their lines of life and labor are in other directions and after years have been spent in following such lines there is nothing but this general starvation that will drive them to such work, and even that must be near at hand for them to yield to such driving. Then, too, manual labor is distasteful to them—to us let it be candidly admitted. The blistered hands and the backache may be desirable things to have—so are boils; but the majority of men are generous enough to be willing to leave to their fellowmen these human blessings—every one of them. Here, if anywhere, we are content to see our happiness through other men's eyes. The very man who wants his neighbor and his sons to work in the Western harvest fields would rather watch those men work there all day long than to take a hand at it himself; and they who are well acquainted with him have been willing to declare that the threatened starvation he is afraid of would have to come very near to him before his fingers or back would do anything to avert it. It looks very much, then, as if the grain would remain unharvested if the young men did not go to the city. They do not like farm work, and, be the wages there high or low, they stand for that which the workman is unwilling to give—the sum and substance of the whole matter.

There is an idea, seemingly a growing one, that the trouble is fairly expressed by the homely phrase, "biting off more than you can chew," and that until the demands of the harvest field can be met better than they are met now it would be better to do less plowing and planting in the spring and so save the time, the labor and the ungathered harvest, which wastes and rots; for, be it distinctly understood, the majority of men do not like that work and for that simple reason will not do it—a good square answer to a good square why.

Secretary Meyer will issue an order within a few days prohibiting the smoking of cigars on board the ships of the American navy. Just before the big fleet started on its world-girdling trip in 1907 Surgeon General Rixey tried to have such an order issued. He based its necessity upon the intemperate use of cigars by sailors and left the mooted question of their doing injury to health when enjoyed in normal numbers entirely alone. He asserted that this intemperate use had grown rapidly since the Spanish War and a noticeable deterioration had followed in the physique of sailors.

A tombstone is always one on the man beneath it.



Drawn and Undrawn Poultry Test.

The Buffalo Board of Health has been taking up the question of cold storage poultry with a view of determining just what effect, if any, storage has upon poultry, and the results adduced are interesting to all. The investigations were undertaken with a great deal of care, twenty-four live turkeys of highest quality forming the original stock. They were kept five days, killed by an expert, treated in the manner that is considered the best by cold storage authorities, the entrails were drawn from half of them and the whole lot was then placed in the storage. The turkeys were marked so as to be positively identified, they were weighed carefully and cultures taken of various portions to see whether at the time of storage any decay organisms were present. At intervals of three months some of the turkeys were removed, subjected to tests, cooked and then submitted to a party of Buffalo men of gastronomic expertness. These gentlemen numbered eight, and as a further experiment little parties were given to persons not in the secret. It may thus be seen that unusual precautions were taken at every step of the process. The verdict of the authorities is that if the material is fresh and is properly prepared for cold storage, no change in the food detrimental to health will take place in a year. The meat is less sweet than when fresh and somewhat tasteless, according to the Committee. When the entrails are not drawn they say there is a tendency to odor in the meat, which they conclude is probably caused by the materials in the intestines thawing out. In this they are at variance with skilled men who have been unable to arrive at a similar conclusion. On the other hand, they have found that undrawn poultry keeps best. Changes occur before and after placing in storage, and meat that has begun to decay will not be in any wise improved by the process. —Butchers' Advocate.

Flaw Found in Success Recipe.

In many recipes for the achievement of "success" one ingredient is found with such unfailing regularity that it appears the worthy doctors of this degree believe it almost a sine qua non. In its many forms it means something like this: Never be afraid to turn your hand to any sort of work that needs to be done. In general it is an injunction against the feeling of being "too good for that kind of work."

From my experience I should say: Young man, beware of this—like

many another good thing, it has its limitations.

Why, I know personally a man now being paid \$5,500 a year, and more to come, who owes his present position solely to the lordly way in which he can sit back and let underlings attend to petty details. To be sure, he is a pretty bright sort of a fellow himself at some things, but it is certain that attention from high places was first directed toward him by the manner in which he let it be known that he was just a little too much of a high class man to be asked to do a bit of office boy's work. His words on that occasion were: "Just get me a couple of boys and I'll find time to see that they do it right."

Here is another case in point under still closer observation: A young man in our office came there almost three years ago under promise of advancement. He hasn't got the raise yet, although he really deserves it, and two men from outside have stepped in and over his head. One of these two is no better than he and the other is straight from the farm with no office training whatever.

Now, this young man is capable and industrious and has put a lot of brains into his office work, but he hasn't advanced a mark for the simple reason that he is too ready and willing to jump in and help the office boy or the janitor or anybody else who needs it. One day, rather than delay the outgoing of a lot of third class mail twenty-four hours, he took it upon himself to put in part of a day at the mailing table on a job that always had been done by the janitor. Next time the circulars had to go out that same janitor curtly told my young friend that it was a part of his business—now, what do you know about that?

Worst of all, however, was the idea that got into the head of the boss, which is exactly in these words: "Well, if that's all he can do he does not deserve a raise."

Unjust, beyond any doubt, but certainly human.

John Trentham Smith.

Hereditary.

"I think you're a confirmed flatterer," said the maid, half-angrily.

"It's my one weakness," confessed the man, penitently; "but perhaps you'll understand when you consider that both my grandfather and my father were very successful photographers."

It is very hard to tell where Patience leaves off and Laziness begins in most people.

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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.

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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.

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Wholesalers of Butter, Eggs, Cheese and Specialties

We Are Men Only as We Become Men.

Almost every language contains the equivalent of our old saying: "He's a chip of the old block." And then there is O. W. Holmes' bon mot: "Every man is an omnibus in which all his ancestors are riding."

More important still, the old church and the new science both know a law of hereditation. Man is hereditarily burdened with predisposition to disease and vice, they both assert. But while the church refers our burden to Adam and stops there, science goes farther back to an undated past; and one's imagination flags in picturing the reality. Traces of that past are in all of us, it says.

Now, the old church had a plan of escape from this network of necessity. A divine decree of grace arranged for the salvation of a part of the race from the ruin of hereditary sin. But this sort of salvation does not satisfy the moral sense of the modern man. That a fixed number were arbitrarily selected to be saved from the curse under which our common humanity groaned—this conception has turned out to be offensive to the moral sense. No man wants that blessedness in which he must helplessly gaze upon the damnation of his brothers who were passed by in the decree of grace.

The fact is that not some but all are under this burden. This law of hereditation is only the law of the conservation of energy in its application to propagation and persistence of the human species. We may seem to have escaped the hereditary burden, but it only slumbers within us, awaiting the moment when it can make itself felt. Even if we are personally exempt from its power it may fall heavily upon our children and our children's children until its fateful mission is fulfilled, and there is no longer a human life upon which it can unload its mysterious ills. "Woe to thee that art a grandson!" cried Ibsen. That cry represents the horror which the specters of the hereditary curse have spread far and wide.

After all there is a sense in which the terror of the old church faith was preferable to this new knowledge. The latter is more paralyzing. The former held good only of the after life. But the terrors of the new knowledge overshadow this life. According to the law from which these specters are born, they are themselves entailed. The specter of heredity becomes a hereditary specter. Many a young man leaves college today convinced that science has pronounced a sort of death sentence upon all of us.

But is this the whole of modern knowledge? If the law of hereditation is thus universal, can there be only hereditary evil? According to the terms of the law itself, must there not be also hereditary good? Must there not live in us not merely the weakness and disease of our forefathers but their health and strength as well? Is it not short-sighted to tremble over the burdens which trail

after us and not rejoice over the blessings which are ours from the eternities?

The law of heredity is at the same time the law of the development and formation of life. The faculty which a living being acquires passes on as an element of culture to its successors to begin there anew a period of tuition which shall accrue in turn to the benefit of coming generations.

Everything which we see and hear, which we feel in every nerve, all pleasure and pain, all that we think and say, all art and science, law and custom, culture and nobility—all this and such as this had of necessity to be first learned. And we were not the first learners. Our fathers and mothers learned it for us in the great school of God, in which God himself is teacher. No creature in the long line of life but has taken its course in this school, and made its contribution to the great heritage upon which we have entered. Other living beings have labored and we have entered into their labors. This, too, is modern knowledge.

But this knowledge also points beyond itself to the religious way of looking at the problem. Granting both hereditary burden and hereditary blessing, the human spirit conquers meaning out of this law, which leads above and beyond this opposition of burden and blessing—leads to where it is no longer the one or the other, no longer hereditary curse only, or hereditary blessing only, but where both curse and blessing unite into a hereditary task.

In this task, all, burdened or blest, find first their hereditary values. We are men only as we become men. The power and predisposition to self-organization and culture which we receive as heritage must first be employed by us for purposes of genuine human development and maturity. This is not only a natural, it is a moral and spiritual task as well.

It is not whether we have inherited bane or blessing, it is what we do with our heritage that counts in the world of values. And we can convert our curse into a blessing, our blessing into a curse, both into character. The law of heredity which at the beginning of my career binds me to its network can in the end free me from its network. I may be saved by the law from the law. Instead of thus denying the law we fulfill it.

And so the outcome is that hereditary burdens under which we all suffer—our human limitedness, the narrowness and pettiness of our hearts, the weakness and inertia of our wills—is precisely that which sets us our true human task, the task to conquer from this burden a power of moral development which shall overcome this burden, a power to transmute the hereditary curse into a blessing, while we experience thereby a living love in the heart of things that fails us never.

George B. Foster.

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WHO GETS THE MONEY?

What Uncle Ezra Found in Congressional Reports.

Written for the Tradesman.

Uncle Ezra stumbled into the Fuller general store one day with his hand at his back. Uncle Ezra is of a suspicious nature. About the only thing he accepts for the solid truth is what he reads in the newspapers. Of late he had been much interested in the tariff discussions in the Senate.

"What's the matter, Uncle?" asked Fuller, as Uncle Ezra took a chew out of a pail of finecut tobacco. "Who has been doing something to you?"

"Blame that cow!" grumbled the old man. "She's just like a man. Give her a chance to get something what belongs to somebody else and she'll lie awake all night figuring on how to make a good job of the robbery."

"Been in your garden again, has she?" asked Fuller.

"Et it all up," replied Uncle Ezra. "She's so full this morning I'm afraid I'll lose her. A cow, and a hog, and a millionaire are the only things I know that'll take more'n' they need just to get it away from somebody else."

Uncle Ezra was astride of his hobby again. After glaring about the store for a moment, he asked: "Say, ain't I always paid my bills here?"

"Sure thing, Uncle Ezra."

The merchant was wondering what was up, but he decided to let the old man bring out his grievance in his own way.

"And done all my trading here?"

"Of course."

"And brought my friends here?"

"Of course you have."

"And always held up my end when the boys were swapping lies around the stove of winter nights?"

"Rather more than your end, Uncle. Rather more!"

"And ain't I helped you get money to the bank when you got broke and the collector was coming the next day?"

"I reckon you have."

"And gone fishing with you?"

"Sure."

"And listened to all your fish stories without a sigh?"

"That's right, Uncle."

"And let your hens scratch up my garden seed?"

"I guess they did."

Uncle Ezra wiped his parchment-like brow with a red handkerchief which scented the air with peppermint.

"Then," he said, "why didn't you let me in on it?"

Fuller's eyes opened wider.

"What do you mean?" he asked.

"Why didn't you let me in on the basement floor?"

"If you feel faint," said Fuller, "there's a little of that hard cider in a tin cup back of that vinegar barrel. It may help you, only don't drink too much of it; it's pretty nifty."

"Yes," repeated Uncle Ezra, "why

didn't you let me in on the ground floor?"

"Let you into what on the ground floor?"

"Into this business."

"Oh!" said Fuller.

"Yes, sir, oh!" said Uncle Ezra with a frown.

"You want to come in here with me? You are longing to become a partner in this immensely prosperous concern?"

"That's the idea."

"All right," said Fuller. "You might have come in years ago. I've needed new capital badly enough."

"What have you done with all the money you've made?"

"Oh," replied Fuller, "I've packed that in boxes and barrels and put it away in the basement. Any country merchant can do that. The only point is that he must have plenty of cellar room."

Uncle Ezra chuckled.

"What's this all about?" demanded Fuller. "You act to me like a man in the first stages of paresis."

Uncle Ezra took a newspaper clipping from his pocket and put on his glasses.

"Talk about a pot of gold at the rainbow's end," he said. "This mercantile game beats looking for them. Just see what Senator Smoot says."

"That the Salt Lake Senator?"

"Sure."

"What does he say?"

Uncle Ezra chuckled again and stepped nearer to the light.

"It seems," he said, eyeing the slip of paper, "that you've been buying razors for forty-nine cents and selling them for three dollars. Two dollars and fifty-one cents on a deal like that!"

Fuller grinned.

"And," continued Uncle Ezra, "you've been buying a pair of gloves for seventy-five cents and selling them for two dollars."

The merchant laughed and threw himself into a chair.

"Smoot says that, does he?" he asked.

"And," continued Uncle Ezra, "you have been caught selling an eleven-dollar set of dishes for thirty-six dollars! Do you mind the blue crockery you sold me when Mary Ann married that silk-hatted man from town? I suppose you made just twenty-five dollars on that. If you've run out of boxes and barrels for storing money in, you can move that much of it over to my house."

"According to this," said Fuller, "I've got a red automobile somewhere in the woods, and a white and gold yacht in the mill pond, and have to sit up nights to clip coupons?"

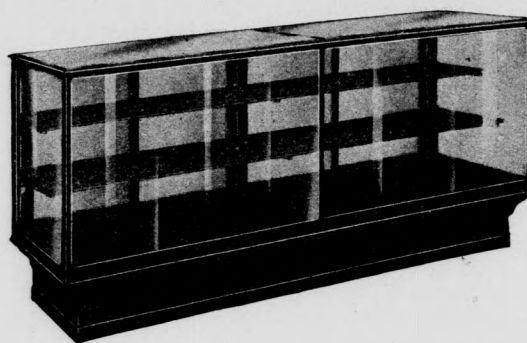
"Some folks," replied Uncle Ezra, suspiciously, "prefer to hide their money away, and let their wives go shabby to the meeting house."

"What else does Senator Smoot say?"

"The next is about coffee."

"What about coffee?"

"He says there might be a duty put on it without raising the price to



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And Decide That They Be the

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Commonplace "good enough" fixtures will not do in this age. If you would be a leader and truly successful, you must pay the price. And it's decidedly worth while.

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Wilmarth Show Case Co.

936 Jefferson Ave.

Grand Rapids, Michigan

consumers if the retailers weren't too alfired hoggish."

"Exactly," said Fuller.

"And he says the trusts are perfectly ladylike compared with the retail merchants. What say?"

"Of course," said Fuller, "all retail merchants get rich in a few years and retire from business and go abroad."

Uncle Ezra grinned.

"There are nearly a million retail merchants in the United States," said Fuller. "How many of them owns the home he lives in?"

"I guess Smoot knows what he is talking about."

"Perhaps he does. Do you still want to put some money in here with me?"

"I might put in a little for John Henry. John Henry would like a yacht and a red automobile."

"You bring John Henry along," said Fuller. "The first few months he'll have to deliver hardware on a wheelbarrow."

Uncle Ezra began to look dubious.

"You're putting all this on," he said. "I reckon these congressmen know."

"Of course they know," replied Fuller. "They're boosting the mail order houses on the theory that we are making too much money. Some of them are boosting the big trusts so we won't get all the money there is in the world. Leave it to them, and combination, not competition, is the mother of low prices. There's a lot of millionaires in the Senate. How many of them got their money in the retail business. Uncle Ezra, perhaps you'd better run along now. This tariff discussion in the Senate always did put a wild, dizzy feeling in my head, and I'm afraid I might bite you."

"Then," said Uncle Ezra, "that was a lie you told me about having the cellar full of boxes and barrels stuffed with money?"

"All retailers have that—according to Smoot."

"And you ain't got no yacht hid in the pond?"

"A yacht!" echoed Fuller. "Why, I couldn't buy a pine raft!"

"Then who does get the money?" demanded Uncle Ezra, suspiciously.

"You'd better go and ask Smoot," replied Fuller. "He seems to know all about the retail business. He may know who's got the money I earned last year. I know that I haven't it. Perhaps the wholesalers keep it!"

Uncle Ezra turned toward the door, limping along, with his hand at his back.

"There's something mighty funny about this," he said. "I guess the men in Congress ought to know. They say the retail merchants are robbing the people."

"They can search me if they think I've got any of the people's money," smiled the merchant. "See here, Uncle Ezra, this makes me think of what you said of your cow. If you start out to find the cow that's been eating up your garden, you don't go along the common looking over the lean, hungry ones, with boards across their horns, do you? You look at the

ones that are so full of stolen stuff that they are near bursting. Of course. Now, when you go looking after the men who've got the money, you go after those with private cars and million-dollar residences, and foreign princes for sons-in-law, and not after the man in the cotton suit who is running a little store with fly-blown shelves and no bank account out on some country road. We don't have to argue with Smoot, for it is easy enough to see who gets the robber profits."

"Smoot ought to know," grumbled Uncle Ezra.

"He does know," replied Fuller. "He knows, but he won't tell the truth. The big trusts don't let him. He is probably paying now for being permitted to remain in the Senate."

Uncle Ezra shook his head in disbelief.

"Remember the cow," laughed Fuller. "When you find a beast ready to burst with stolen garden stuff, do not go and lay the blame for the robbery on some lean cow that hasn't had a square meal in a month! Oh, yes, I guess the retailers get all the big profits!"

And Fuller sat down to figure out how he was to pay a 500 bill with a bank balance of exactly 47.17.

Alfred B. Tozer.

He Could Run Some.

A boy, shabbily dressed, applied to the foreman of a sheep farm one day for work. The foreman looked him over and enquired what he could do.

"Oh, I don't know much about farm work, but I used to be a good runner at college, and I can run some."

"Well, go over on that hillside and run those sheep into the yard, and then we'll see what we can do for you."

The boy was gone a long time, but finally returned to the foreman.

"Did you get them all in?"

"The sheep were no trouble, but the lambs took most of the time, but I got them in, too."

"Lambs, lambs! Why, there aren't any lambs; you must be crazy."

"Just come down to the yard and see for yourself."

The foreman put on his hat and went to the corral, and found two rabbits. He looked at the boy, who said:

"I told you I could run some."

Ten Things To Do.

Do good to all.
Speak evil of none.
Think before speaking.
Hold an angry tongue.
Be kind to the distressed.
Ask pardon for all wrongs.
Be patient toward everybody.
Stop the ears to a talebearer.
Know the facts before judging.
Disbelieve most of the ill reports concerning all people.

Geo. H. Knox.

Don't wait till somebody offers to turn the grindstone before you sharpen your axe.

Sometimes a little man can generate a lot of hot air.

Make More Money

Buy good flour—flour you can depend on—uniform—something your trade will demand after the first trial order—not ask for, but demand.

FANCHON

"The Flour of Quality"

is demanded by thousands of housewives who are willing to pay more for it than ordinary flour.

Symons Bros. Co.

Saginaw, Mich.

Distributors

Information is Protection

Protection is Profit

You have no protection if you do not know at all times how all your accounts stand.

Most systems of handling accounts require too much valuable time and expense to furnish the information.

If you can save this time and expense you are saving profit.

The McCASKEY ACCOUNT REGISTER SYSTEM protects you from errors, leaks and forgotten charges, gives you complete information about your business and saves you time, labor and expense—profit.

Let us tell you how

The McCaskey
Register Company
Alliance, Ohio

Mrs. of the Celebrated Multiplex Duplicating Carbon Back Sales Pads; also Side Carbon, End Carbon and Folded Pads.



Detroit Office, 1014 Chamber of Commerce Bldg.

Agencies in all Principal Cities

MEN OF MARK.

Chas. W. Clingman, Advertising Manager J. V. Farwell Co.

In these days of modernized finance and quickfire business methods the Old World idea of thoroughness in learning a business is sometimes notably absent. American commerce has grown so rapidly in recent years that it has been inevitable that a few of the more fortunate should be carried along with the tide to financial and commercial supremacy, and because a few have found it possible to acquire wealth through good fortune rather than effort, the rank and file have become somewhat prone to believe a man of high thinking capacity who has plenty of what is commonly called "nerve" may succeed in almost any line of business without getting down to the drudgery and routine involved in acquiring a thorough knowledge of the proposition before him. This belief is based upon an abnormal condition arising from the magnificent development of a new country, and for the time being has a slight but actual foundation in fact. The American citizen, however, whose immediate ancestry is English, Irish or Scotch, finds it somewhat difficult to assimilate this theory. He has inherited the financial and commercial conservatism of centuries and, as a rule, does not get far from the European standard which demands that eternal vigilance and absolute merit only shall be the price of success. Upon this basis it is apparent that only that man can assist in the management of an enterprise who has worked from the bottom to the top and fitted himself through intimate knowledge of details and policy for an executive position, and this variety of advancement, while not so melodramatic as the more modern way, is based upon firmer foundations and accordingly is on the average more lasting and satisfactory.

Chas. W. Clingman was born in the city of Chicago, where the Briggs House now stands, at the corner of Randolph street and Fifth avenue, on August 4, 1854. His father was the proprietor and owner of the Railroad Clothing House, 183 Lake street, and which was one of the largest clothing houses in Chicago at that time. Lake street was the principal business street and Randolph street was the residence street. He can remember well, about 1858, when his father rented a frame house on Monroe street, where the Palmer House now stands. In 1860 his father bought a lot of Winter Clark, down on Wabash avenue, near Eighteenth street, which was then called Old street, and the family moved down there, which was then "out in the country"—plenty of quail, prairie chicken and rabbits all around. The family lived there until the time of the Chicago fire, in 1871, when they moved up to Michigan avenue and Twenty-fourth street.

Mr. Clingman began school at the Mosely grammar school and after being graduated from there entered the Chicago high school, which was then located on Monroe street, just west

of Halsted. He went through the high school in the class with Victor Lawson, editor and owner of the Daily News. While he was attending high school he was also attending the First Presbyterian church Bible class and had for his teachers Marshall Field, L. G. Leiter, Joseph N. Field and Henry Field. After he finished school he went into the dry goods business with Field, Palmer & Leiter and was with them for about eight years. From there he went to Carson, Pirie, Scott & Co., and was with them for a quarter of a century, and went with the John V. Farwell Company one and one-half years ago. He has seen a great deal of Chicago's busy life and has been associated with the wholesale dry goods business as a salesman for a great number of years and knows most all of the big

merchant. Everything being equal, he can not understand how retail merchants will buy goods from jobbers who have large retail interests and who are the strongest competitors of the retail merchants nearby Chicago.

Legend of the Fairy Arch Revealed by Wawatam.

Mackinac Island, July 13—In fairy times by the most limpid waters of the Kitchigami there was an arch in a secluded nook under the Giant's Stairway, where the Mutchee Munado, of Hads, dared not stop to meditate, but strode up by three great steps to the plain above and walked over towards the retreating sun to the kitchen on the western side, where he was wont to cook in ishkoday and fix on spits the victims of his ravages. Near the Fairy Arch was the

ter) and rested on the back of a great turtle, not as large as the one the earth rests on, but very big. One night the Kiji Manito got very mad with the fairies and spirits of the waters and let loose the four winds of Ishpeming, so that the great water was troubled deep down. That stirred up the turtle so that he walked off with the rocks that were in layers, piled high above his back, towards the shores of the Straits. Then when the turtle got where the waters were not as deep the weight began to press down and almost crushed him. His struggles to get from under caused the mass of rock to tremble and move from side to side and strike the bottom of the sea with great force, which caused cracks, rents, caves and fissures in what is now the Fairy Island, when it grounded. As the waters dripped from the rocks a slimy sediment poured through the cracks and fissures and left the rocky island as it emerged from the waters and appeared before the astonished natives on the main land.

Wawatam said, "When the turtle shook the island it struck the bottom of the waters so hard that it cracked the land through to Bow Lake at the north and let the waters out in rivers under ground, and that fish and sticks and logs came down to the lower lakes and the straits. Large streams and heap big fish and great logs!"

One day the Mutchee Munado caused the Kitchee Modin from the east to blow very great and whisk away the lodge of the Indian orphans, Celi and Mine, so that they were either swept off the beach or fled to the caves in the hillside and perished. Wawatam said: "They are happy now in Ishpeming (Heaven)." "When the beach is lashed with breakers,

And the way is closed below,
Then 'watch out' for Kitchee Nodin
And the Mutchee Munado."
Kitchi Mashkiki.

Evidently Not in Love.

They watched the couple stroll up the beach from the boat.

"I suppose their engagement will be announced to-morrow," said the girl in blue.

"Oh, no, it won't," answered the girl in white.

"But they've been out in a boat together fishing all the afternoon."

"Well, don't you suppose he seized the opportunity to propose?"

"I know he didn't."

"How do you know?"

"He actually brought back some fish."

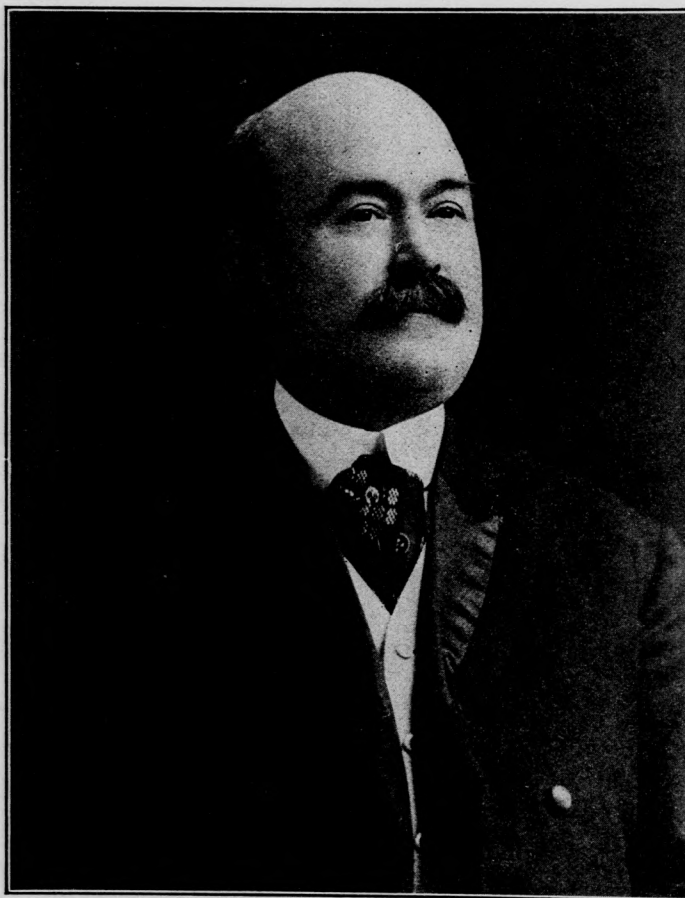
Personal in His Case.

Dickson—Oh, Johnson's a fool to let his wife buy his cigars.

Nickson—That isn't any of your business.

Dickson—Yes, it is. Johnson always gives me a cigar every time we meet.

When a woman tells you she found out something to-day that she promised not to tell, get ready to hear the news.



Charles W. Clingman

merchants in the country. He believes that if he is not capable and fully equipped to look after the advertising and promotion of the Farwell business it is his fault, as he has had experience enough to justify him in saying that he really believes he knows how. Last year his business with the Farwell Company (being the first year) was very satisfactory and he is pleased to state that this year it has increased 50 per cent. over last year. His ambition is to not only increase his own business with this large and growing mercantile institution, but also to assist in making it the largest exclusive jobbing house in the world. The John V. Farwell Company has no retail store and does not sell any mail order or catalogue houses and is, consequently, the good friend of the retail

resting and trysting place of Celi and Mine, young twin sisters, orphans, left alone. Here the departed spirits, gnomes, fairies, cherubim and seraphim often assembled. The two sisters were the daughters of Wenniway, a grat Otchipwe chief, who was a friend of Wawatam. After the death of their mother and Wenniway they lived in a lodge close by the Fairy Arch, near the Kitchi Manito Rock. They got water from the lake and a crystal spring. Friends of Wenniway and Wawatam assisted and fed them and they were guarded by the spirits and fairies of Ishpeming (Heaven) until their untimely deaths. Through Wawatam and his ancestors and other Indians there is a tradition that the Fairy Island was once many, very many, moons past, far under the Kitchigami (great wa-



The Alaska Refrigerators

Have stood the test in all climates under the most trying conditions for the last thirty years. Make sure your selection is an **Alaska** and your comfort is assured.

They preserve food longer with the least consumption of ice than any other refrigerator.

An **Alaska** refrigerator is a profitable investment.

The saving in your ice bill alone and the highly satisfactory results obtained through the use of an **Alaska** are some of the features that appeal to a prospective buyer of a high grade refrigerator at a moderate cost.

We have **THE SYSTEM** of **CIRCULATION** and **INSULATION**, producing refrigeration at the least possible cost to the user of an **ALASKA**.

Write for catalogs or any other information concerning our products and we will gladly furnish same.

The Alaska Refrigerator Co.

Muskegon, Mich.



NEW YORK MARKET.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, July 10—Were this correspondence concerned with the market for speculative coffee a great deal might be written about the innings the bulls have had this week and the jollifications on that side of the house. Jobbers report a pretty good business all the week in spot coffee and, in fact, as compared with some other weeks, there was something like a boom. Offerings of Bourbon Santos were quite freely made on the basis of 8½¢ for No. 3. At the close, in an invoice way, No. 7 Rio is quoted at 7½¢@7½¢. In store and afloat there are 3,250,150 bags, against 3,389,091 bags at the same time last year. Mild coffees, as usual at this time of year, are quiet and sales made have been of comparatively small lots. Some interruption of business with producing countries is reported on account of the "revolution" occurring in Colombia. For good Cucuta 10¼¢ is the outside mark.

Hardly any change is reported in the condition of the refined sugar market. For the moment the trade seems to be pretty well stocked up. The majority of refiners quote 4.75¢ and hold firm. Within a short time it is thought renewed enquiry will set in and something may be "doing."

Teas are moving moderately, although matters are by no means in an unsatisfactory condition. The demand for Ceylons and greens is comparatively light and buyers take very small quantities. Prices, however, are fairly well sustained all around. Shipments of teas direct from the East to some large distributors have upset the invoice market to some degree here.

Orders for rice have come in quite freely during the week and from many different sections. While prices seem unchanged there is a tendency to a higher level. Good to prime domestic, 5½¢@6¼¢.

Spices are active and dealers look for an excellent fall and winter trade. Cloves show a decided advance and the whole line of spices apparently is in favor of the seller. Zanzibar cloves, 10¢@10¾¢. Ginger has been in good enquiry and prices show a fractional advance.

Nothing has been done in molasses during the week save in the usual small way. Buyers take only enough to tide them over and quotations are practically without change, prices named being nominal. Syrups are about out of the market, although 300 barrels were offered Thursday.

Everybody in the canned goods market who can get away has gone fishing and the accustomed midsummer dulness has set in. "Authorities" in canned goods are giving out figures as to the quantity of tomatoes on the Atlantic coast unsold at the present time and they make it about 600,000 cases. If this prove true the market will be well cleaned up by the time we have new goods and holders will take a new lease of life. Stand-

ard 3's are held at 65¢@67½¢ f. o. b., but buyers don't like to pay that. Sellers say they will positively make no further concession and are willing to let matters drift. Futures of Maryland pack are held at 70¢ f. o. b., but there is little doing at this figure. Little interest seems to be shown for peas. The pack is promising to run light and prices are fairly well sustained. Corn is slow of movement, although there is some trade going on all the time. The Maine crop is said to be late on account of cold weather. Other goods are about unchanged. The demand for California fruits is good.

Butter is well held for top grades, but easy for other sorts. At the close creamery special is quoted at 26½¢@27¢; extras, 26¢; firsts, 25¢@26½¢; Western imitation creamery, 22¢; factory, firsts, 21¢; seconds, 19½¢@20¢.

Cheese is steady, but with little, if any, change in rates. Full cream New York State is still held at 13¼¢@14¼¢.

The best grades of eggs are in good request, as they always are, and nearby stock is quoted at 28¢@30¢; Western, extra firsts, 23¢@23½¢; firsts, 21½¢@22¢.

Electrical Coaches Used in Prussia.

A melodious horn, electrically operated, instead of a whistle, and electrical double coaches instead of trains with locomotives are used in Prussia. The coaches have a tank constructed at either end. The tanks are little more than half as high as the remainder of the coach and contain the accumulator batteries.

The batteries are composed of 168 cells, half of them located in the front tank and half in the rear. As the tanks containing the batteries are entirely isolated from the passenger compartments, travelers will never be annoyed by the acid fumes.

The electrical equipment of these coaches consists of two eighty horse power electro motors. Upon one charge of the battery they can run sixty-five miles. As they can run by using only one-half the battery traffic will not be interrupted if the other half should get out of order.

In addition to air brakes these coaches are provided with electrical brakes, and also with emergency hand brakes. Experiment suggests that when traveling at thirty-six miles an hour the coaches can be brought to a standstill within a distance of 220 yards by applying the air brakes. With the air and electrical brakes simultaneously applied the coach was brought to a stop in 110 yards. It is thought that these new coaches will become most popular on account of their smooth, quiet running and the entire absence of cinders and smoke.

Where an agent makes a contract in his own name and conceals the fact of his agency, he may be treated as the principal by the party with whom he deals, and may be held liable on the contract to the same extent as if he were in fact the principal in interest.

Opportunity is a gum-shoe artist.



"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.

Jennings' Extracts

About Vanilla

The flavor of vanilla is as staple as the water we drink. Demand for the delicate odor and delicious taste of good vanilla never diminishes.

True vanilla is made only from the Mexican Vanilla Bean. All the richness and sweetness of this tropical bean is distilled into Jennings' Vanilla.

For thirty-six years Jennings' Extracts have maintained the highest standard of purity and strength—goods of proven trade-building and trade-holding qualities.

Jennings Flavoring Extract Co.

Grand Rapids, Michigan

Established 1872

When You Want to Buy

School Furniture
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Chandler Adjustable
Desk and Chair



Send for
Catalogue and
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ing 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

Burglar and Safe Builder Constantly at War.

One of the longest drawn out wars of wits in modern times is that which has been waged between the burglar and the safemaker.

The burglar has been a necessary incident to the building of the modern safe on its almost impregnable lines. It is he who practically has tried out all manner of strong boxes designed for the defeat of his ingenuity. As fast as the burglar has proved his ability to enter a safe, the safe manufacturer has set about new plans for circumventing him.

The old combination lock for the safe was a feature in its day. It displaced the old fashioned key and as applied to only a small iron safe it was considered a discouraging innovation of the burglar. But soon the burglar discovered that by knocking the combination dial off with a hammer he could throw the bolt from the inside. Drilling came later then the insertion of a wedge by which the door could be forced off the hinges; then nitroglycerin and now that both methods have been more or less circumvented, the burning methods are anticipated, using thermite, the electric arc and the oxygen-acetylene flame.

In the better quality of safes the burglar's drill is useless because of the alternating, hardened plates that are proof against cutting. The wedge, driven in by a sledge-hammer, has been made ineffectual through grinding and fitting the doors so closely that they are both water and oil proof. This same close fitting has made the use of nitroglycerin more difficult, a protecting flange closing in against the facings of the safe until the liquid explosive can not be forced into the opening. So accurately are modern doors ground to the opening that in closing they will clip a hair. Some of these round doors in the modern strong room of banking houses weigh twenty tons, yet are so easy of operation that a 10-year-old boy can swing them open and shut.

Thermite, a compound of iron oxide and metallic aluminium, is a new safe breaking composition discovered on the continent of Europe. By means of it, it is said that a hole may be burned through the door of a modern safe, although no record has been established. In the process of burning steel, however, such intense heat and light are given off that unless the eyes are thoroughly protected from it the burglar himself may be blinded.

Without waiting for the burglar's attack on the modern safe, President C. U. Carpenter, of one of the big safe manufacturing companies, procured samples of the compound and through experimenting the result has been a system of insulation which is thought to render the action of the chemical powerless. In any case, it is asserted that in burning a hole through a steel safe such heat would be developed that the contents of the safe would be destroyed.

It is in the smaller establishments

that the burglar has had widest possibilities in recent years. This has been made easier for him for the reason that many owners of merely fireproof safes have looked upon them as being also burglar proof and trusting them accordingly.

Practically a fireproof safe may be no more than an outer box of steel inclosing an inner box, with a composition between which is a non-conductor of heat. There are 10,000 to 12,000 of the old style fireproof safes in use in the United States, most of them a simple matter for the burglar to open, either by wedging or by the introduction of nitroglycerin and exploding it, forcing the door from its hinges.

Oddly enough, many of these safes must be opened, year after year, for which purpose some of the big safe companies employ experts. The necessity arises for forcing them in the case of death of the owner who has neglected to share the combination with any other member of his family or firm, or as in the case of some of the old combination dials, the tumblers become worn and loosened, screws fall out and the result is a locked safe.

"We have two men employed all the time, subject to call," said J. L. Criswell, of one of the big Chicago agencies. "They are kept pretty busy, too, not only in Chicago but in surrounding territory. In these older safes only the drill is necessary for opening them."

"But when it comes to opening one of the modern drill proof safes?" was suggested.

"Well, that can be done, too, but so far it is a shop secret."

Mr. Criswell recalls an instance two or three years ago when in the absence of a Chicago man, his wife sent an urgent request that men be sent to open her husband's safe. Following the invariable custom, the company exacted a written order for the work, the woman saying that her husband was out of the city and she was in need of money. In this case the company, which had sold the safe a short time before, still held a record of the combination and opened it without drilling.

But after the safe was opened the wife abstracted a package of letters from her husband's affinity and with these as evidence filed suit for divorce, which she obtained in a Chicago court.

In the subtreasury vaults the entrance door is guarded by three clocks, so arranged that if one should get out of repair or run down, the others are sufficient to slip the bolts. After this the vault clerk and his assistant each must work an independent combination dial before the door will swing.

The Chemical National Bank in New York is one of the strongly fortified treasuries of the country, placed forty feet below the level of the street. Every eighteen minutes an armed watchman passes the door and by a series of ingenious mirrors is enabled to see to the farthest corners of the money vaults. The bank

safe weighs 300 tons and the two outer doors weigh 12,000 pounds. As a further precaution steam pipes are led downward before the doors so that in case of a mob attack scalding steam might be turned on.

The Bank of England is considered to have one of the most nearly impregnable vaults. It is 66 feet below the level of the street. Above it is 20 feet of concrete, holding 7 feet of water, and below it the same concrete barrier and depth of water. In this manner tunneling becomes impossible, while with the soldier guard posted every night the conservative Briton has reason to believe in the security of his "Old Lady of Threadneedle street."

The story is told, however, of the

man who many years ago wrote to the directors of the Bank of England to say that on two nights he had been inside the bank vaults. He was not believed until one night he abstracted a chest as a guaranty of his assertions. Directors and officers of the bank appeared that night in the vault, put out the lights, and in a few moments were joined by a man with a dark lantern.

The fellow had been searching the sewers for valuables after the tide was out and had blundered upon a stone which had loosened. Taking it out he had slipped through the hole and found himself inside the treasure house of the bank. Afterward he returned the chest and was pensioned by the bank. Hollis W. Field.

Karo

The Syrup of Purity and Wholesomeness.

Unequaled 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

PART OF THEMSELVES.

Admiration Manufacturers Have For Their Own Furniture.

The Mission or Art Craft furniture is near cousin to the so-called Early English styles. The English goods, following ancient models, are more or less adorned with turned work and carved ornamentation, while the Mission is plain, but both are characterized by the straight line and square corner and the appearance of sober solidity. The English patterns are based on the art of Holland and Belgium, and it is not difficult to imagine that the original ancient artisans produced something that was not unlike the first of the modern Mission furniture—rough boards pegged together for a table or a chair without adornment and with little grace. "First of the modern Mission" is used advisedly. When this style was first brought out its chief beauty was its crudity. It caught the popular fancy for den and club purposes, and nobody dreamed of its possibilities for general use. But the original Mission has been refined and modified and today it goes into all parts of the house, with the exception, perhaps, of the swell parlor and reception room. It has been made acceptable for the dining room, the bedroom, the parlor and the hall, and with harmonious surroundings it looks well wherever it may be placed. The style or type has undoubtedly come to stay, and its development will give the furniture workers of a century hence one more "period" to study and make use of.

The period furniture now so much in vogue has one advantage which may not always be thought of. This is its enduring qualities. This does not refer so much to mere physical staying powers as to the artistic merits which give long life to those things possessing it. If true to the types established by the masters in the art of furniture designing and making, the furniture manufactured now will be as much admired a hundred years hence as one admires the products of the years long gone by. Fancies and fashions in furniture may change, and no doubt will, but the purchaser of a fine piece in any of the present popular periods can rest assured that its artistic merits will give it value for all time to come, that his children and grandchildren will continue to prize it as long as it lasts. This could not be said of the furniture made a few years ago when the patterns were "invented" by the designers or "made up out of his mind."

The manufacturers, too, are benefited by the "periods." It gives their product a greater stability. In other days the manufacturer had to make constant and radical changes in his line each season. Fashions in furniture were almost as fickle as in bonnets. There are changes now each season as pieces that do not sell well are dropped out and new patterns are brought in, or when the manufacturer wants to blaze a way into some new field. But patterns of exceptional merit may be kept on the floor

for years and continue to be among the best sellers. Berkey & Gay have a Sheraton suit which sells as well now as when first brought out fifteen years ago. The John Widdicomb Company has several suits in its line brought forward from the company's original exhibit a dozen years ago. The Nelson-Matter Co. and the Phoenix have several old favorites dating back a dozen or more years and of which the trade never gets weary. Novelty comes and goes, but these staples never grow old, nor will they ever become eye-sores to the purchaser for they have the real beauty that lives.

Those who buy "period" furniture should not think they are in every instance getting exact reproductions of what the old masters brought out. If some of those ancient craftsmen could come back to life it is safe to say they would not know what to do with half the furniture that adorns the modern home. This is especially true of the Early English periods. Sideboards, extension tables, bureaus, bookcases and many other things which are essential to the modern home were not known in the long ago, or if known were in very different form. As a scientist may take

a single bone and reconstruct the skeleton so a modern designer will take a single specimen of ancient art and with it as model will build an entire suit to correspond with it in ornamentations and general treatment. The ancients furnish the ideas and give their names to the styles, but it remains for the modern designers to develop and apply them. And the net result is as truly of the period affected as though reproduced exactly. However highly the modern manufacturer may admire the beauty of design in the old furniture, when it comes to construction he laughs the ancients to scorn unless indeed he is too disgusted with what he regards as a bad job to be amused. The ancients may have intended well and no doubt did the best they knew how, but they did not have modern tools and machinery, modern materials nor modern methods in the treatment of their materials. The genuine antique is almost invariably pretty badly shaken, with joints loose, panels warped or shrunk and drawers that will not work. The modern furniture may lack tradition and romance, but it is better built and will last longer than the best that has come down from the past—that is, of course, if it be given just half a chance.

William Widdicomb is a recognized authority in the matter of fine figured cabinet woods, especially of mahogany and Circassian walnut. He has worked in cabinet woods all his life and he has studied them, their characteristics, their treatment and how to get the most out of them. He has gone into their growing habits and their history in the industries and especially in furniture making. He can tell much more about oak and maple than will be found in any book. He recently wrote a history of mahogany and had it printed in the form of an artistically illustrated brochure, and this has been in such demand by libraries, technical schools and students that only a few copies of an edition of 5,000 remain. He is now preparing a similar history of Circassian walnut, which, when issued, will be equally as authoritative and no doubt will be as much sought for.

It is interesting to observe a furniture man who has been years in the business and is bound up in it when he is in the presence of a fine piece, especially of his own production. William or John Widdicomb, for instance, or John Mowatt or Charles R. Sligh or David W. Kendall or any of a dozen others who might be nam-



TRAFFIC

BY TRAFFIC we mean the volume of telephone messages transmitted over city, rural and long distance telephone lines.

THE "BELL SYSTEM" last year handled 7 billion messages. Transactions by telephone outnumbered telegraph messages about 70 to 1 and are rapidly overhauling the mail service.

TO CARRY THIS GROWING BUSINESS day after day requires an intricate and well built plant extending all over the United States and Canada, an organization of experts to keep it in order, and courteous, well trained employees to promptly and properly serve the public.

REALIZING THE PUBLIC'S DEMAND for efficient service, and the vital importance and convenience of the telephone, the officers and employees of the Michigan State Telephone Company are constantly striving to improve the character of the plant and to keep the quality of the service up to the highest efficiency.

MICHIGAN STATE TELEPHONE CO.

ed. They will rub the wood with their hands, pat it, fondle it and in their every action show their love for it. And what makes it all the more interesting is that they do it all unconsciously. With them a fine bit of furniture from their own shop is a bit of themselves, something they love, and the admiration they like to hear others express is not so much commercial as that of a fond father for his favorite child.

The furniture that is offered is not the only thing that has changed in the last quarter of a century. The men who appear in the market also are different, and this applies alike to the buyers and the sellers. In the early days of this city as a market the semi-annual "opening" was a semi-annual hurray. It was not as noisy and noticeable as the arrival of the log drive in the spring, but those in the game had to go a lot to keep up with the procession. There was much drinking, much card playing and nightly visits to the red light districts. In those days business was incidental to a good time for many who came to town, whether to buy or to sell. The present generation of furniture men make no saintly professions, but they attend strictly to business. The sellers are mostly young men. They are bright eyed, clear headed, keen witted young fellows and coming around in the morning with a moth ball taste in the mouth does not enter into their philosophy. They are genial and jolly whether among themselves or making it pleasant for their buyer friends, but they keep safely on the sober side. They may not be teetotalers, not even in business hours, but the boozier among them is rare. As for the buyers, they will stack up with any other line as clean cut business men. There will be a thousand or more of them here during the month and among so many it would be strange indeed if there were not some of a frolicsome turn. But the great majority are sober and know the value of a clear head when doing business.

There have been no reformers at work among the furniture men that this change has been brought about. It is merely that men in the furniture trade, as in every line, have learned that business and bad habits will not mix.

The factory cafe has become a recognized institution in recent years. It is an institution evolved to meet a condition. Buyers making their rounds of the factories to inspect the new goods displayed used to break away about noon for the hotels to get their lunches. This took time, often broke the thread of the buyers' thoughts and sometimes threw them under the influence of the outside seller. To overcome these difficulties the cafe was established where the buyer could get his lunch without leaving the building. Which factory started this is not a matter of record, but it is believed to have been Berkey & Gay. Now lunches are served at Berkey &

Gay's, the Grand Rapids Chair Co., the Imperial, the Widdicomb, the Phoenix, the Chas. S. Paine, the Luce, the Stickley, the Michigan Chair Co. and the Sligh. The lunches are not elaborate, but the food is prepared by chefs who know how, and is served on dainty china and amid pleasant surroundings. The Stickley cafe is perhaps the most artistic. Between seasons the room is used as a photograph factory. It is roofed with glass, and in design the den idea is carried out, with rough plastered walls, Mission finish and unique art windows. On one side the windows open upon the factory roof, which some day may be converted into a garden, and to the south they give a fine view of the country. This room is always airy and cool, and with the special furnishings is very attractive. Berkey & Gay have a quaint cafe paneled in Old English oak and with an abundance of rare china. The Grand Rapids Chair Company has a cafe which is about as complete in furnishings and appointments as will be found in any mansion.

The noon day lunches are informal and as a rule shop talk is tabooed. If the visiting buyer wants to talk shop he is of course accommodated, but the conversation in which everybody at table takes part usually pertains to what is going on in the world, which includes politics and religion.

What Every Husband Knows.

That it isn't safe for him to invite an old college chum home to dinner without sparring for time and the privilege a week or so ahead.

That it is wonderful how even the simplest gown has advanced in price, compared with what it was last year.

That it isn't safe to mention, even in a whisper, the altogether desirable and inexpensive place he has selected on his own account to have the family go this summer.

That it takes only one to make a scrap.

That the day is coming when he will rise up in his might and assert himself, not suddenly and undignifiedly, but calmly and permanently.

That the household expenses could easily be cut in half if he only had the time to put his gigantic intellect and business experience upon them.

That one and one make four or five.

That there is always one room in the house that simply can not wait any longer to be decorated.

That the "little affair" in which a "few friends" are to be invited means in the end about two weeks hard work, a houseful of people and an expenditure of hundreds.

That his own ideas about disciplining children are always too radical to be carried out.

That everybody works father.

A Brief Tale.

When the cannon rumbled Johnny did a sprint. Unluckily he stumbled, and ma went for the lint.

The next worst thing to having no friends is to be without foes.

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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,

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These superfine goods bring the customer back for more and pay a fair profit to the dealer too

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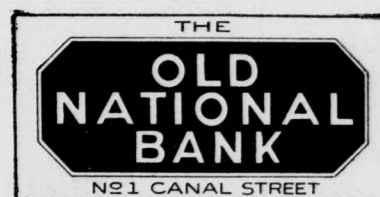
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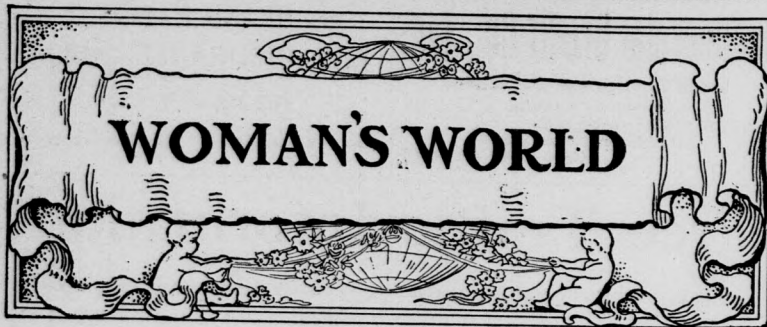
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Marriage Should Be For Love Alone.

It much is to be doubted whether the girl who asks which of two suitors she shall accept has not already made her decision; whether instead of seeking counsel she does not desire confirmation in the course she has chosen, and hopes to be commended as a self-sacrificing and dutiful daughter.

Of the two men, the one whom she professes to love is all that her heart desires, a young man against whom others can find naught to say excepting that he is poor. That is to say that he has nothing beyond his salary of \$1,200 a year and the few hundreds which he has saved for a nest egg. Her friends and her family all insist that a girl brought up as she has been ought not to marry upon an income of less than \$5,000.

Her other lover is wealthy, with an assured social position, twenty years older than herself, and she does not in the least love him. Still she has a high respect for him, which her

mother says is all that really is necessary, "with a little store of maxims, reaching down a daughter's heart." Moreover, he is devotedly in love with her, and she is sure that he will be delighted to gratify her every wish.

Then, too, he can do so much for her family! He promises to provide for her widowed mother and to send her younger brother, who is a mechanical genius, through college. All her relatives urge her to marry him. Is it not her duty to do so? They tell her that when poverty comes in at the door love flies out of the window. She does not want to marry the rich man; she is afraid to marry the poor one. What ought she to do?

Upon how much or rather upon how little it is wise to marry is a question which only the two most intimately concerned have any business positively to decide.

"Love can sweeten sugarless tea

And make contentment and joy agree

With the coarsest boarding and bedding."

Nevertheless, it is not well to expect this everyday miracle of that love which is too faint hearted to take the risk. It is past denying that even love can not live upon nothing, and that marriage with money is a necessity. But this in nowise alters the other indisputable fact that marriage for money is a mere business affair, a case of sale and barter, a travesty of the sacred institution.

In spite of the general sentiment against mercenary marriages there are some in which the woman rather is to be pitied than blamed. When the sorely tried daughter of impecunious parents, whose youth has been shadowed by gray, grinding poverty, and who sees the prospects of her brothers and sisters blighted by the lack of means to start them in life, marries for money there is much to be said in excuse for her, perhaps even in commendation. But this is when she is love with no other man, and feels respect and esteem for her husband-elect. In such case the probability strongly is that in time she will learn to love him, at least with the calm affection of sincere friendship, and will not find it difficult to be a good wife to him.

But for any woman, loving one man with all the affection of which she is capable, to marry another solely for money, neither is more nor less than legalized prostitution. The woman who takes the matrimonial vows to one man while her heart is given to

another perjures herself before God and man, and deserves the misery which usually is her portion.

It rarely is wise to do evil hoping that good may come; that the end justifies the means at best is specious pleading. "They who marry for money sell their liberty," and the spirit of self-sacrifice not always is strong enough patiently to endure lifelong slavery. Most people are capable of heroism for a few moments once in a life time; many for an hour or so, but the number of those who can "suffer and be strong" unceasingly, who can rise to the heights of heroic self-sacrifice and keep on its pinnacle for years until death releases them, is few indeed.

Dorothy Dix.

Something Like That.

Hiram Huskinby—What are you agoin' to make out of your son, Reuben, Si,

Silas Stubble—Dunno' as yet; Samanthy's bent on him bein' a naval officer an' I'm sot on him bein' a lawyer an' Reuben ain't made up his mind yet which he'd rather be.

Hiram Huskinby—H'm! He's kinder between the devil an' the deep sea, hey?

Properly Equipped.

Motorton—I notice Joyryde has his touring car equipped with two horns; extra cautious, isn't he?

Swift—Conscientious, rather.

"How's that?"

"Why, he calls the car 'The Red Devil!'"

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



The Evolution of the Match.

Probably man first feared fire, then began to worship it as a god terrible and omnipotent to destroy. Then, his fear, departing from him, he began to employ fire to benefit himself and his tribe, using it for cooking and warmth. Notice that he did not at first make fire. He took it from Nature's hand, so to speak, just as he gathered fruit from the forest boughs. There is direct evidence of this in the traditional history of many races. For example, the Tlingit family of Indians in Southeastern Alaska say that the raven gave them fire, and have an elaborate folklore descriptive of the bird and its flight through inky darkness bearing the divine spark in a box. The fire was religiously preserved and fed, and members of the tribe took of it for their domestic hearths. These and similar fables of the preservation of fire in a box, and its being borne from tribe to tribe, or family to family, are reminiscent of the unquestionable fact that man knew and employed fire long before he had discovered the means of making it for himself.

Probably the first essays of man as a fire-maker were confined to the friction of sticks. There are just three ways in which one piece of wood may be rubbed upon another, namely, by moving with the grain, or "plowing;" by moving across the grain, or "sawing;" and by twirling a pointed stick within a wooden socket, or "drilling." All these methods have been used by early man. Neither the first nor the second method, however, was brought to a high state of perfection.

But the most important method of

firemaking is that of drilling. In its most simple form a stick of dry wood is twirled vertically between the hands upon a very dry and partially decayed lower platform. It is extremely difficult to obtain fire in this way, as modern experimenters may prove for themselves. Yet there is a certain knack about the operation, and this once being mastered, smoldering wood dust may be created with comparatively little labor.

A further complication of the fire drill was the application of the bow-string—similar to the drilling appliance used by the jeweler.

Still more elaborate and effective fire drills were evolved by savages. Among the Iroquois, for example, the pump-drill is reported. Its parts are the vertical shaft, the fly-wheel or spindle-whorl, the hand-piece by the up and down motion of which the drill is worked, and the string.

The forerunners of the comparatively modern flint and steel as a means of striking a light were flint and pyrites, or two pieces of pyrites. These were struck together, and the sparks thus generated were caught among a little dry moss. The Eskimos from Smith Sound to Behring Strait use this method.

Modern forms of the flint and steel are well known to most people from examples preserved in museums.

Still more interesting is the ingenious strike-a-light made in the form of a pistol. The flint is worked by the trigger, and strikes upon an upright plate of steel, throwing the sparks through an opening upon the tinder contained in a narrow box which takes the place of what would

be the barrel in the case of a pistol. This contrivance is a relic of the old stage-coach days. By means of it a light could be struck in a high wind. The matches which were then used were strips of thin pine wood, the ends being dipped in sulphur.

We may dwell briefly upon the developments of the match proper, as perfected by civilized man. Phosphorus was discovered by Brandt in the seventeenth century, and was used as a means of obtaining fire shortly afterward. But its costliness, together with the danger attending its use, militated against its popularity. But in the year 1905, the Parisian Chancel introduced the so-called oxymuriate match. It was a slip of wood tipped with a mixture of chlorate of potash, sugar and gum. To ignite it the match was thrust into a bottle containing a piece of asbestos saturated with sulphuric acid; an awkward arrangement, especially in the dark.

Then came the "Promethean" matches, whose career was short-lived. They were a kind of paper cigarette, dipped in a mixture of sugar and chlorate of potash. Rolled within the paper was a tiny glass bulb filled with sulphuric acid. To strike these matches the tip was compressed between the teeth or pliers. By this means the bulb was broken, the acid liberated and subsequent chemical action ignited the paper.

Larceny of Another's Time.

I note with regret a growing tendency on the part of thoughtless people to visit business offices during business hours and monopolize the time of principals and employees by the discussion of matters foreign to

the business, and I wish that every one who is guilty of this practice would consider for a moment the dishonesty of such an act. As between the man who takes your time or that of your employe and the man who walks behind your counter and abstracts a dollar from your cash drawer, there is no difference. Both are thieves. One takes your time. The other takes your money. Time is money—except the loafer and the thoughtless thief who visit a business office during business hours for the purpose of committing the larceny of another's time.

The same observation will apply to the use of the telephone by employes during business hours on matters not connected with the business of the office. Such a practice is just as dishonest as the stealing of money from a cash till and every employe who will steal time will steal money, because in taking pay for time consumed in the discussion of personal matters the employe is just as dishonest as the man who stuffs a payroll or puts in a claim for work not done and time not given to the service of the employer. James T. White.

Foolhardy Radicalism.

Hussell—Bill Wadburn went flat broke backing the most unique and honest dentifrice ever put on the market.

Russell—And what queered it?

Hussell—They refrained from advertising that it "hardened the gums" and "perfumed the breath."

A woman who wears tight shoes will never find time hanging heavy on her hands.

Tradesman Company

Engravers

PRINTERS AND PUBLISHERS.

GRAND RAPIDS, MICH.

WOOD & PHO

TELEPHONE NO. 5095



Billy Starts Discussion With a Fellow Salesman.

"If I were boss," said Billy, the shoe clerk, "I tell you right now I'd start something. Folks ain't buying low cuts to suit me. Here it is hotter'n blue blazes—base ball season half gone—and nothing doing. They are not making a noise like calls for vici, gun metal and Russia calf oxfords (and we've got the comfy sort, too). Tell you what I think: I think the advertising-man is sound asleep, and the trimmer's gone dead. Now, if 'twas me, I'd—"

"Aw, say, Billy," cut in Shorty, the parcels wrapper and utility boy, "cheese it. You make me sick. If you were boss I'd beat it and go to the ball game. But you ain't boss by a jugful."

"Good thing for your scalp I'm not," said Billy maliciously. "If I were you'd 'beat it' sure enough. I'd can you, Shorty."

"Would, hey?" enquired Shorty with a beligerent tilt to his nose and

a vindictive flush under his freckles. "I don't know about that. You'd have to lick me first."

"Easy enough," retorted Billy, with a tantalizing look on his face as he sauntered over and proceeded to replace some tan blucher oxfords. "I shouldn't mind doing you a good turn like that—especially if you insisted upon it."

"You, a half-baked, a tow-headed cub of a shoe clerk," pursued Shorty, ignoring the avowed willingness of Billy to do the gratuitous licking stunt stipulated by Shorty as a condition of dismissal in the event that Billy were boss; "I wish I had a half day off just to sit down and think up what you'd do if you were boss. Tee-hee! Wouldn't that discommode you?" and Shorty turned to Johnson, the tall, black-haired, quiet man, whose sales record was a close second to head-of-the-department man.

Shorty saw (or maybe he just thought he saw) the faintest suggestion of a twinkle in Johnson's deep

blue eyes, anyhow the stop-cock of Shorty's loquacity-pipe somehow got a favoring wrench, and, in default of personal prowess sufficient to smite terror to the heart of the big, athletic Billy, Shorty found sweet revenge in cutting words.

Shorty was abbreviated so far as physical stature goes, but he had a barbed tongue—and an owl's old head on his young shoulders. Once Shorty got his ire fully aroused, all the balm in Gilead and all the emollient words in the vocabulary of the shampoo-soap-advertiser wouldn't have soothed him. Unless Shorty were absolutely deluged with work he would wrap parcels, snort between times and continue to make remarks until he had said quite enough to satisfy the most exacting.

Shorty's physical force was little (Short was 18 and frail and delicate for his age), but he would have won out in the Marathon endurance-Billing's-gate-handicap.

All the boys knew that. And that knowledge was the one thing that made life bearable for poor old Shorty. Billy knew it, too; but sometimes we act not in accordance with the light we have. And this was one of those momentary lapses on Billy's part. He saw his mistake when it was too late. And that is the reason Billy thereupon got so notably busy in putting away shoes, dusting cartons and doing whatever else that was doable just at that particular juncture. But whatever Billy did he did with visible embarrassment; and

wherever Billy went in the store the incisive, insinuating, sarcastic words of Shorty went also. Shorty's revenge, it must in all fairness be conceded, was complete. It took the form of a soliloquy, punctuated with pauses (where Billy doubtless hoped the end had come to Shorty's verbal supply), grimaces and vicious snorts (and Shorty's snort belongs in a class by itself: there is rancor enough in it to stock the Mephistos of the world).

"If I were boss," reminds me of that play, 'If I Were King.' Seems to me as if that long-haired guy that wanted to be the Main Squeeze got in bad with the King. The King had a notion he didn't want to give up that Main Squeeze business just to gratify the whim of a long-haired poetry-scribbler with booze-fighting ambitions. Well, I reckon not. Who would?

"If I were boss," Rot! If I were the man in the moon I'd quit cigarettes—maybe. If I were a barber I'd trim the beard of a hood. If I had Barnum's big tent for a handkerchief I'd wipe the mouth of the river. If I had a pair of forceps a mile long I'd pull the teeth of the east wind. This thing of everlastingly spouting ifs—saying what you'd do if so-and-so was like this or like that; if green cheese were patent colt bluchers, or if people walked on their hands instead of their feet; or if it was daytime at night and nighttime during the day; if money grew on bushes and you had a couple of hired men

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

to shake the bushes and rick up the coin; if the clouds were vast hunks of ice cream drifting through the sky; and if the milky way were a loop-th-loop—

"If I were boss." When you get to be boss I'm going to apply for the job of sheriff. Then they'll put me on the job to do the final clearance sale act for you. I'd like that; and I can tell you right now we'd mark 'em down, too. It would be a sure-enough bargain day for the folks that need sole leather

"I'd start something." M'h'm; yes; sure thing. No discountin' that remark: you'd start something. I wonder what. Sit up, you little blue kid baby shoes; sit upon your would-be heels, wag your tongues and kindly relate what our tow-headed cub clerk-let would start. Can your juvenile tongue find words expressive enough, Dumb, are you? Can't say a blooming, solitary thing? Well, I don't wonder. The mere thought of that starting anything is enough to strike the whole world dumb. If he had a soft pine packing case, a good sharp knife and plenty of time—don't overlook the time-element—he might start a fire. But I doubt it. 'I'd start something.' Yes; you'd start a run on the water cooler, and start rounding off your heels making for a Turkish leather couch under an electric fan. You'd start the rest-cure habit among the sales force, and start every sensible patron of the house across the way to Blank's shoe store. 'Start something.'

"If you want to start something why don't you cut in a start now. We're all from Missouri. Show us how you'd start her up. Play as if you were alive. Make believe that you could do things. Putting Russia calf bluchers in cardboard boxes ain't doing big things. I can do that; and I am a kid on six dollars a week. You of the high class gray matter, you self-nominated starter of high-falutin' ideas, start something on Mada Gras dimensions. Rap out a selling campaign that'll make the boss open his eyes and rub his hands together and slap you on the back, saying: 'That's bully, William, my boy. When did you incubate that idea? Step up to the office and get a 25 per cent. increase.' This is a good time to start things, and I seem to have read somewhere in one of them trade papers that there's a want advertisement out all the time for the natural born starter of things. If you have got the starter-bee buzzing in your bonnet, out with 'im. If you've got ideas to negotiate produce 'em. Don't tell us in vague, far-fetched terms you'd do it IF; but just come right out and diagram the thing. If you've got a high-grade selling campaign up your coat sleeve shake it out. If you're too modest to interview the boss I'd take it in and spread it out on his desk and say: 'Say, Governor, kindly cast your optics over this little scheme. Billy hatched it out. Ain't it a beauty? Billy wouldn't fetch it in for Billy is naturally modest. Ain't it a corker? What will our poor shoe store competitors do?

What will their wives and families think of us? Haven't we got a treasure in Billy, our blond-haired, smooth-speaking Billy?' Can't you picture the delighted look on the boss' face? I see him grinning now in my mind's eye, Horatio.

"'Hotter'n blue blazes—base ball season half gone—and nothing doing.' Smoke that in your pipe, dear Mister Boss! Is that what you call 'a mild impeachment?' Seems to me as if I've heard that expression somewhere. Say, will some of you boys carry the word to the advertising man that, in spite of the fact that it is quite warm—'hotter, in fact, than blazes that are blue'—in spite furthermore of the fact that the ball season has half spun itself out—that there's nothing doing? He doesn't know it. Poor man! How pained he will be in his inner parts; and he's doing his best, too. I've been reading his advertisements every morning and afternoon. They look good to me. They read good, too. I see people reading them in the cars. They must read them somewhere, for they come in and buy the specials, the flyers and the stylish sort he is writing about. Take that stylish looking men's oxford built on nature shaped lasts; remember how he talked about its combining style-features with downright foot-comfort, and all that? Everybody thought that was clever. Boys all liked it. All but our fair Billy; our Billy, the starter!

"Step lightly, lads! The advertising-man's asleep! Disturb not his peaceful snooze. The afternoons are warm. Let him rest. We can get on without him. Our Billy is awake—oh! our ever-vigilant Billy slumbers not nor sleeps! Not on your tin! When others sleep our Billy, in the language of the poster, works on. Quietly? Well, I should say so. You can't see him work. You can't hear him work. You can't see anything or anybody that he's worked when the work that he worked is worked out; but he evidently works. By faith let us take it that he works.

"Nothing doing.' No; all's quiet on the Potomac. Tell the boss that, too, if you please. The boss has been at it fifteen years. The boss was selling shoes when our Billy was in knickerbockers. The boss was a big shoe merchant before our Billy entered the high school. It will be a painful disappointment to the boss to know that there's nothing doing. But the boss ought to know it. Our Billy, nosing around with his eye peeled for new discoveries, hit upon the painful secret. To Billy belongs the credit. I have been tying up things that looked like shoes; but I'm a kid, and my say-so don't count. People have been paying out something that looked like coin, rattled like coin and made the cash register go clink. But it's all a dream; what they call one of them hallucinations. There's nothing doing. You fellows think you have been selling shoes. You haven't. You've been trying on hot air and negotiating ozone. There's nothing doing. Our Billy says so.

"And, say, fellows, one of you step

quietly around to the dry goods store and buy a piece of crepe. The window trimmer's dead. Write a neat little card telling about our loss. We all loved him. Good fellow, that Georgie Bixby, in his day; that is, when he was up and about. What did he die of? Was it one of those maladies that end in 'itis?' They're awfully bad. Take 'em off quick. We thought our windows were fine and dandy. That one with the moss and green stuff and the old pump in the window; that one you know we all thought was a hummer. Was our trimmer dead when he got that up? Our Georgie is pretty spry for a dead one. Well, since he's dead, he ought to have a rest. Let's take a day off and put him away decently. That makes two gone; our advertising-man (he's asleep and mustn't be disturbed) and poor Georgie, the window trimmer. Give the job to Billy, our industrious Billy, the starter. Put him on the job. Give him elbow room. Hold your breath until he starts things.

"Gee! I hear the sound of hurrying feet! The natives are coming—coming to buy oxfords—our oxfords of 'the comfy sort.' Billy started them. Isn't our Billy a marvel?"

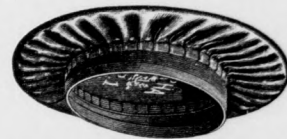
"Gee! I've got to have a gulp of fresh air and a drink of ice water while the crowds are gathering."

Cid McKay.

No advantage is smaller than that gained by taking advantage of a friend.

The Best Work Shoes Bear the
MAYER Trade Mark

TRACE YOUR DELAYED
FREIGHT Easily
and Quickly. We can tell you
how **BARLOW BROS.,**
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**Water Wings
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GOODYEAR RUBBER CO.

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W. W. Wallis, Manager

IF MADE OF RUBBER WE HAVE IT



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about R., K., L. & Co's shoes and the wonderful quality in every pair, the more you will order and the more you will sell. Because R., K., L. & Co.'s shoes are backed by style, fit, quality and durability in a greater degree than any other medium priced line manufactured.

This is a strong statement but one that the wear of a few pairs will prove to you to be true.

If our goods are not sold in your town we will be glad to send our salesman to help you select such numbers for this test as are suitable for your trade.

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

TARPON FISHING.

How It Is Conducted At the Sunshine City.

Written for the Tradesman.

In a previous issue I gave some account of the commercial fishing that has its headquarters at St. Petersburg; the story of the fishing for fun remains to be told.

In summing up the attractions offered to the Northern visitor by this Sunshine City, the delightful winter climate always is placed first. Only second on the list, however, at least in the estimation of very many tourists, is the fishing, since unusual fa-

it sometimes is called, is very similar in outline to the Spanish mackerel, but lacks the spots and attains a far greater size. It also is highly prized, the more because it is very gamey and hard to catch.

The tourists all fish with rod and reel. The bait used at the docks is minnows for game fish and fiddler crabs for bottom fish.

So different is Florida fishing from Northern fishing either in salt or fresh water that it is not wise for a tourist to buy his tackle at home to take down there where new and interesting experiences await the most seasoned angler.

will count trout, bluefish and mackerel among his spoil. He must become quite an expert before he is likely to hook and reel in a kingfish.

Also as in every other craft, the greater number of those who engage in fishing, at least those who fish simply for pastime, having reached respectable skill in the pursuit, are content with their attainments. But he who would mount to the very height of fishermen's honor and glory must go out and try for the mighty tarpon, the Silver King of Florida waters, classed by the common consent of anglers everywhere as the greatest of all game fish.

Being allied to the herrings, the tarpon may be considered as an immense relative of the little "blind robin" of commerce. When fully grown it is six feet long.

Although edible and by some persons greatly relished, it commonly is not used for food. The beautiful scales, sometimes three inches or more across, are employed in certain ornamental manufactures; but such utilities are of only trifling moment. It is for the rapture of pursuing him, the rare, rare sport of effecting his capture, that the tarpon is most highly prized.

Even those who hold it wrong to take needlessly the life of any creature perhaps might overcome their scruples and go tarpon fishing for two reasons: First, a novice is not at all likely to catch one; second, if by sheer luck he does take one he will

keys along the coast the tarpon sometimes come in considerable numbers. In these places the sharks are not so troublesome.

The adjective "game" is defined as "having a resolute, unyielding spirit." The tarpon certainly is game. No sooner does he feel the hook caught in his mouth and realizes that something is holding him than he begins his fight to free himself. He first leaps right out of the water, perhaps clearing the surface by several feet and shaking himself to throw out the hook. Next he may take a violent plunge, no one knows in just what direction, but generally he will come toward the boat, sometimes even dive under it, for his aim is to slacken the line. Once he succeeds in doing this he is pretty sure to get free. So the science of the sport consists mainly in keeping a taut line.

The fish has such strength and endurance that he may continue the struggle an hour and a half or even longer, leaping perhaps a dozen times from the water. The man who catches a tarpon is likely to be "all in" by the time the fish is landed.

In one instance that occurred near St. Petersburg a tarpon while plunging about struck a man who was sitting in the boat with such force as to knock him senseless.

The hook used is three inches long and curved rather sharply inward at the barb. The line is two hundred to three hundred feet. For bait small live fish are most in use, although some anglers prefer salted mullet.



A Two Hours' Catch of Tarpon, 9 to 11 P. M., at Pass-a-Grille, Fla. The large fish on the left is the one weighing 128½ lbs. spoken of in the article.

cilities are offered for the easy pursuit of this enjoyable pastime.

Given a large number of people away from home, freed in great measure from all serious labors and responsibilities, some form of diversion, some occupation holding middle ground between work and utter idleness, is absolutely necessary. Fishing, better than almost any other sport or pleasure, meets this requirement.

St. Petersburg is a terminus of the Atlantic Coast Line Railway, and as if a little loath to stop on land, the railroad has a long dock extending out into Tampa Bay, so that trains can be run out to meet the boats. This dock is the favorite rendezvous of tourist fishers. It is a fine sight to see them, on a January or February morning, men and women, old and young, all entering with keen zest into the enjoyment of the sport if the fish are biting freely.

Twenty-two different kinds of fish have been caught off this dock. Trout, Spanish mackerel, bonito, sheepshead and kingfish may be mentioned.

The Spanish mackerel is a fine fish and much sought after. It has the distinctive crescent shaped tail and is beautifully spotted. N. A. Mitchell, Secretary of the St. Petersburg Board of Trade, offers a handsome silver cup for the heaviest mackerel taken. This fish is not a constant quantity to be reckoned on at all times, but comes into the Bay and bites by spells. News that the mackerel are biting always brings an added number to the docks.

The king fish or king mackerel, as

Of course, not all the tourists fish off the docks. Many go out on the Bay in boats of various kinds. Some who are very thrifty and energetic may get more fish than they care for themselves or can well distribute among their friends, so they earn an honest penny by selling their catch to the fish company.

During a great part of the tourist season excursions are run almost daily to the grouper banks, which are some miles out in the Gulf. The men in charge furnish tackle and bait and each member of the party pays a dollar. The one who takes the heaviest fish gets his dollar back. Groupers are plenty only on coral reefs, so a place is found where the lead brings up coral before they stop to fish.

Occasionally a shark is caught from the docks at St. Petersburg, although not often. They are taken frequently out at Pass-a-Grille, the little nearby resort which already has been described in the Tradesman columns. The backbone of a shark, white and glistening like ivory, makes a handsome walking stick, a souvenir of which its possessor is always very proud. The man-eating propensities, for which some kinds of sharks are famous, are rarely manifested in these waters.

Tarpon Fishing.

As in every other craft, so in fishing, there are degrees of skill. The beginner has his honest joy in pulling up a sheepshead or a sailor's choice. Advancing in experience he



Fishing from the Atlantic Coast Line Railway Dock, St. Petersburg, Fla.

thereby save the lives of a multitude of smaller fish that are the food of the Silver King.

Could he be consulted the tarpon himself doubtless would prefer the distinction of being the highly prized trophy of some honorable sportsman, to the obscurity of his alternative fate of becoming the dinner for some hungry shark.

On account of the sharks tarpon fishing is seldom attempted in the open waters of the Gulf of Mexico. Out there these enemies take after the fish as soon as hooked, and are almost sure to get it away. But in the inlets or "passes" between the

For tarpon fishing two persons go out in a rowboat, one handling the boat while the other fishes. It is unwise to put out two lines from one boat, for they are sure to become tangled in the conflict that ensues when a fish is hooked.

A guide or professional is a man who makes a business of taking persons out tarpon fishing. If skillful he can command five to ten dollars a day for his services. He furnishes the boat, provides the bait, selects the ground and gives to the amateur the best possible oral instruction at every stage of the hard-fought game. Thus far may the guide press the button.

But the person who is taking the fish must do the rest, for no credit will attach to him if any one but himself touch hand to rod or reel.

Another duty of the guide is to gaff the fish. A good-sized tarpon can not be landed with the line, but when it has been brought near enough to the boat it is reached with a gaff, which is a long pole with a strong hook in the end of it.

A guide sometimes "guarantees" a tarpon for a specified sum, usually twenty-five dollars. By this arrangement he agrees to put in his time without pay unless the person employing him shall secure a tarpon, in which case he will receive the stipulated amount.

Something as to the weight of these fish: It is claimed that one weighing three hundred pounds was speared down about Key West. Definite proof is not at hand, but this is not discredited. The world's championship for taking tarpon with rod and line was held for a time by a woman, a Mrs. Stagg, now Mrs. Bachman, of Braidentown, Florida. Some years ago she caught one weighing two hundred and fifteen pounds. This record has been broken by a man whose name I have not been able to learn. His tarpon weighed two hundred and twenty-five pounds.

Fish approaching such weights as these are extremely rare. The largest one taken near St. Petersburg last year was one hundred and sixty pounds. Up to the latter part of April, when we started for home, the heaviest one caught this spring was one hundred and twenty-eight and one-half pounds.

To approximate the weight of a tarpon multiply the length of the fish in inches by the square of the largest girth measure, also taken in inches. Divide the result by eight hundred. The quotient obtained is accepted as the correct number of pounds.

The season for tarpon fishing opens usually about May first and lasts until September first. This year the fish began to bite quite freely in March. This is held to be unprecedented.

The St. Petersburg Tarpon Club is an organization of amateur sportsmen, almost unique in character since there is only one other like it in existence. It will interest Michigan readers to know that the Secretary of the Club is W. L. Straub, who, like Senator William Alden Smith, was formerly a Dowagiac boy. Most would count it that the latter named gentleman has secured the higher eminence, yet it should in justice be said that there are far fewer secretaries of tarpon clubs in the world than United States Senators.

This Club aims to raise the standards of sport, to foster not so much the taking of more tarpon as the taking of tarpon more worthily. Its rules have been thought out with all the care that is bestowed upon the framing of an international treaty.

The Club is very exclusive, not on grounds of wealth or social prestige,

but of achievement in angling. No person can attain to active membership and wear the Club button until he or she, following all the regulations laid down, shall actually have caught a tarpon. The young swell from New York or Chicago can not swing into prominence in this organization simply because "Dad" has made some money. President Taft would not be taken into full membership at sight, nor King Edward, nor the Czar of all the Russias.

Tarpon fishing is not to be entered into by the members of this society unadvisedly or lightly; but discreetly, advisedly, soberly. The tackle which may be used is strictly limited and subject to rigid inspection. The line must be a standard linen line of not more than twenty-four threads. The use of any mechanical device that would give an unfair advantage over the fish is barred.

There is need of such rules, for there is shame as well as honor in the practices of tarpon fishing. In their desire to secure the coveted

trophy three times is it his to have and to hold.

Whoever, following the highest code of sportsman's honor and fairly matching his powers against the strength and wily stubbornness of the fish, succeeds in capturing a large tarpon certainly should have it mounted and give it a place of honor in his home, where for long generations his descendants may point to it with pride, a fitting memorial of ancestral skill and prowess. Quillo.

Garden of Eden Echo from Past.

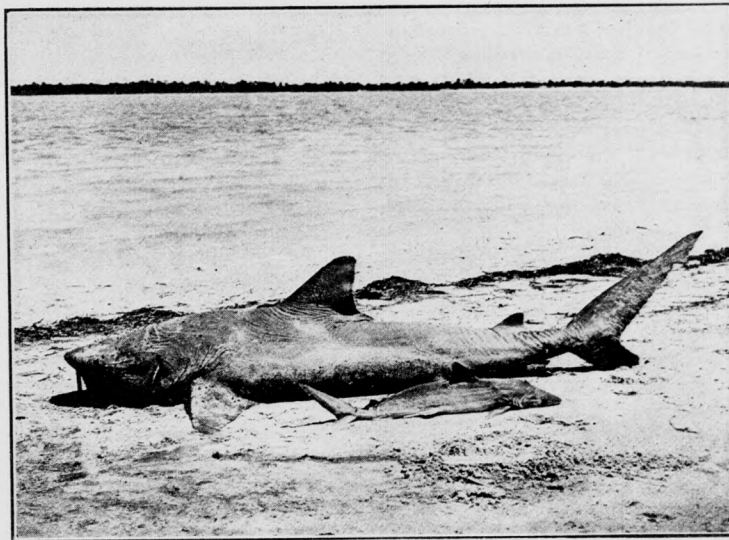
The Garden of Eden has a champion in Prof. Frederick Soddy of the University of Glasgow, who thinks it may be an echo from one of many previous epochs in the unrecorded history of the world, of an age of men who have trod before the road we are treading to-day in a past possibly so remote that even the atoms of its civilization literally have had time to disintegrate.

In the face of the circumstantial evidence may read some justification for the belief that some former race

physical life of the universe is known to be transmutation.

Now a race which could transmute matter would have little need to earn its bread by the sweat of its brow. Such a race could transform a desert continent, thaw the frozen poles and make the whole world one smiling Garden of Eden. Perhaps they could explore the outer realms of space, emigrating to more favorable worlds as the superfluous of to-day emigrate to more favorable continents. One can see also that such dominance may well have been short lived. By a single mistake disaster could insure plunging the world back again under the undisputed sway of nature, to begin once more its upward toilsome journey through the ages. Thus the Mosaic story may be vindicated as physically demonstrable verities in a scientific report of such a prehistoric catastrophe.

You get little comfort out of the man who has been used to consoling himself.



A Shovelnose Shark 8 feet long and Baby Shark, taken at Pass-a-Grille, Fla.

game some fishermen make use of a thirty-six thread line, a rod that is practically unbreakable, and any other contrivance they can obtain that will deprive the fish when once hooked of every chance to escape.

Great credit attaches to catching a large fish with an especially small line. One of the trophies for which members of the St. Petersburg Club may compete is a handsome cup presented by the Board of Trade of the city, which is offered "for the heaviest tarpon captured with the lightest line," determined by dividing the weight of the fish by the number of threads in the line.

The grand prize is the Tarpon Club cup, offered for the heaviest tarpon taken under the Club rules. The member winning this cup one year is President of the Club for the ensuing year.

A winner of either prize for the first and even for the second season simply has his name engraved on the cup, which remains the property of the Club. Not until he has won a

game some fishermen make use of a thirty-six thread line, a rod that is practically unbreakable, and any other contrivance they can obtain that will deprive the fish when once hooked of every chance to escape.

In the face of the circumstantial evidence existing of this steady upward progress the traditional view of the fall of man from a higher former state in the Garden of Eden has come to be more and more difficult to understand. But the inevitable interpretations of the new physics procures a reconciliation for the two points of view.

The legend of the philosopher's stone, one of the oldest and most universal beliefs, credited the stone with the power not only of transmuting the metals but of acting as the elixir of life. It is really a perfect and but slightly allegorical expression of the actual present views Prof. Soddy and the new school of astrophysicists hold. In energy these men see the life of the physical universe and the key to the primary fountains of the

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 "Puritan" and "Holland"
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Hand Separator Oil

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3½ %
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You can do your banking business with us easily by mail. Write us about it if interested.

A TYPICAL CASE.

Self Seeking Philanthropy and the Other Kind.

Written for the Tradesman.

An alumnus of the University of Michigan ('07) and having graduated from a leading kindergarten school, Margaret Fletcher thereupon went heart and soul into the mastery of sociology and so became a settlement worker up in domestic science and exceptionally well equipped in materia medica and the art of nursing.

"Why have I devoted so many years to this work?" she repeated when Mrs. J. Aldsworth Walker became inquisitive while waiting for the regular weekly meeting of the Associated Charities Board and continued "because I want to accomplish some thing worth while."

"But" interposed Mrs. Walker, "with your education, your vivacity and grace and your beauty."

"Essential, every one," said Margaret, "and qualifications possessed by hundreds of splendid girls who are not required to earn their own living. But I am alone and am dependent wholly upon myself. And besides I can be of help to someone, to many people perhaps. Briefly I do not care to become a merely comfortable and, possibly, a merely attractive and tiny item in the measureless group of humanity. With a courteous nod and an "excuse me, please," Miss Fletcher turned and resumed her work of typewriting various records she had compiled.

Meanwhile the members of "the Board" had assembled—a gracious picture of ease, affluence and prevailing vogues in gowns and millinery, to say nothing of four or five very serene and benevolent looking gentlemen, whose attire, manner of speaking and elaborate adherence to all the conventions of the best there is in society could not completely obliterate the bouquet of the counting room, and the private office.

The meeting was called to order and the Secretary submitted his report which rehearsed with more or less volubility a variety of "cases," "inspections," "pitiful conditions," "impudent impositions" and so on and all of which were received and referred to various committees, but not without comments.

And such comments. Weighted down by the tremendous certainty that parliamentary practices must be observed and determined, each one of them, that no possible publicity advantage should fall to the lot of any single member more than to another—at the same time preserving the utmost suavity of demeanor each toward the others, the Board at last completed its weekly routine.

When the chairman called for new business, Miss Fletcher arose and asking that she might be excused, quietly left the room.

And then the Secretary handed a letter to the President who, before reading it, voiced the "hope that all present will feel perfectly free to express themselves on the subject about to be brought up," and added:

"I haven't the slightest doubt that the exigency will be satisfactorily settled."

The letter in question was from Miss Fletcher, the settlement worker who had been in the employ of the Board for a year and it set forth, besides a lot of details in support of the main exhibits made, that for twelve months she had been on duty practically day and night, investigating special cases, seeking employment for men, women, boys and girls, nursing mothers, babes and other children, conferring with guilds, parishes, secret society officials, benevolent organizations hospital authorities, the officers of asylums and other charitable institutions, and with the city and county poor boards, the police department, the mayor and other municipal officers to say nothing of writing reports for the local papers and repeatedly making short addresses before church organizations and various associations of women.

"And while I am content to abide by your decision as to whether or not my work has been successful in securing co-ordinate efforts and systematic co-operation between all the factors in the charitable record of your city, I must insist that if I remain in your behalf, my salary must be increased 100 per cent. and there must be a fund of at least \$500 available to meet the expense of such incidentals as car fares, messenger and telephone service for your investigator.

"Otherwise I most respectfully tender my resignation to take effect 30 days from date or at once as you may dictate.

Thus the communication ended and that every member of the Board had read the letter previous to its formal presentation was evidenced by the awesome silence which prevailed after the reading had been concluded.

"I move Mr. President," said an elderly gentleman with a double chin, beady eyes and a voice thoroughly trained in the phonology of consonants and perfect in its smooth expansion of the vowel sounds, "that the communication be referred to the executive committee. And as the gentleman concluded he bestowed a benignant smile upon Mrs. J. Aldsworth Walker.

At this a man rather tall, rather slender, rather pale, and of somewhat of a feminine cast of countenance, seconded the motion in a sort of pussy-willow voice.

Mrs. Walker was on her feet in an instant, with the color of her cheeks heightened and with snapping eyes, but entirely self possessed. "Mr. President," she said, I oppose the gentleman's motion and in doing so appeal to our sense of business, our sense of fairness, hoping the motion will not carry.

Then, with charming diction and with an entire absence of bitterness in voice and action the lady set forth as unimpeachable, the fact that everyone present was intimately acquainted with the work that had been performed by Miss Fletcher. "We know and will say so if we are fair, that she has tramped our streets day and

out, at night as well as by day; that she has devoted herself absolutely to the cause—our cause and a cause which she loves. We meet here week after week and enjoy ourselves in an almost purely social way, we flatter ourselves that we are doing a tremendous lot of good work and we enjoy and submit to seeing our names in the papers regularly as entitled to immeasurable credit for our public spirit, our kindly interest and our munificence.

"I, for one, and I say this with no reflection upon any of my associates on this board, refuse to pose any longer. In my opinion we have been almost criminally cruel in permitting Miss Fletcher to do what she has done, what we know she has done, for the mean, penurious salary of \$720 a year. Moreover I charge myself with being a base pretender for permitting that girl to devote—as I know she has done and as we all know—practically a third of her income to paying incidental expenses—car fares, carriage hire, postage, long distance telephoning, yes and even supplies for invalids in her care.

"If Mrs. Walker will pardon me," interposed a well built gentleman with intellectuality spelled large in the hard, cold lines of his face, "will she permit me to suggest that her remarks are not in order?"

"I'm glad to pardon the gentleman," retorted Mrs. Walker, "and would like to ask him in what respect I am out of order?"

"The gentleman's point is not well taken," spoke up the President. "Proceed Mrs. Walker."

"I do not desire to be unfair or to say anything improper or unwise," said Mrs. Walker, "and so I will merely add that this is the first time I have ever placed myself where the utterance of the truth was out of order. I know and everyone here knows that Miss Fletcher has devoted years of her life and all of her intellect and energy to equip herself for the work she has undertaken. And she has had wide experience, moreover she is thoroughly competent and square and has fairly worked herself to a condition of collapse—and all for \$720 a year—less than some of us pay our maids; less than some of us accept for meeting 52 times a year as bank directors."

Just how far the discussion would have proceeded will never be known, for at this juncture the voice of a small boy in the office was heard crying: "Come in here somebody, come quick; Miss Fletcher is dying."

Mrs. Walker was first to start and followed by the Secretary and eight or ten very much alarmed, but extremely dignified ladies and gentlemen they found the Association's investigator lying upon the floor unconscious, having fallen from her chair in front of the typewriter.

* * *

There was a long illness at the White Cross hospital and the doctor agreed that it was a case of complete physical and nervous exhaustion, at the same time smiling complacently as they listened to enthusiastic words of praise from members of the Asso-

ciation, for having succeeded in saving the patient's life.

Meanwhile, for of course the Associated Charities could not carry on its splendid work without the aid of an experienced settlement worker, a new investigator at \$720 a year had been employed.

Meanwhile, also, the convalescent had written a letter which said, "My dear, dear mother, I feel that it will be several months before I shall be able to resume my work. * * *

* * * and Mrs. Walker insists that I must put away all anxiety as to income.

"Truly I do not know how we would have gotten along had it not been for her. And think of it, some of her former associates are circulating reports that she resigned her membership in the Association because she found herself unable to 'be the whole thing,' as they in their vulgarity, expressed themselves.

Charles S. Hathaway.

Phrenology To Be Made True Science.

Phrenology as the true science of mind is prophesied a revival by Sir Alfred Russel Wallace, the eminent English evolutionary scientist. Its practical uses in education, in self-discipline, in the reformatory treatment of criminals and in the remedial treatment of the insane will give it one of the highest places in the hierarchy of the sciences. Dr. J. G. Spurzheim, licentiate of the Royal College of Physicians in London and Professor of Medicine at the University of Vienna, has made a vast series of observations as a basis for generalization.

He finds the special organs of the mental functions, except those of feeling and of voluntary motion, all contained in the head. Those of the faculties most commonly possessed by animals are at the base of the brain, and others, as their functions rank higher, occupy superior positions. The organs peculiar to man compose the entire upper and fore parts of the cerebral mass.

Facial characteristics, as noted in the Paris hospitals and medical press, show definite relation to other qualities. The lobe of the ear is significant. Those who display a disposition to mechanical art have a face of somewhat parallel form, as large at the temples as at the cheeks.

Mechanics, architects, sculptors and painters, in whom this organ is large, have prominent or large temples. In animals the ability to construct is not in proportion to their understanding. The beaver, with his intellect, surpasses the dog in constructiveness. From a similar organ emanate the sublime conceptions of a Raphael, the pretty productions of a milliner, the houses the beaver builds.

The ass brays by means of organs equivalent to those utilized by the Italian prima donna when she interprets a solo by Puccini. The organ does not produce the conceptions, but is essential to the execution of these conceptions.



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SELF CONTROL.

One of the Greatest Virtues Man Can Possess.

Written for the Tradesman.

Self-control is a great virtue. You remember the passage in Proverbs, "He that ruleth himself is greater than he who taketh a city." It is certainly a noble thing, and it is our duty to explore, invent and conquer the elements of nature outside of ourselves, but it is nobler to know and govern ourselves. In fact, no man can be of a great benefit to the world until he does conquer his own world; until he has learned that he himself must be that good spirit that brings wonderful things into creation.

"There is a spirit in man and the inspiration of the Almighty giveth him understanding." What is the "Almighty." It is the Universal Mind which reveals all knowledge to the individual if he has self-control over everything concerning himself and his business.

If there is such a thing as a Universal Mind, an Almighty Intelligence, surely the self-controlled individual will be fed with the right power.

A man's belief corresponds to his understanding. What a man believes or disbelieves concerning himself or his business is largely determined by his knowledge or ignorance of the nature of the universe.

We want to grow, not only in body, but in mind. We ought to grow in knowledge, in virtue, in goodness, in character. To be able to grow beautiful in these things, we must cultivate self-control.

To be able to control ourselves we have many duties before us. If men and women are to live here in this world and are to enjoy all that nature has in hand for them, they must think of one another kindly and do what they can to help make a better world. The rich must help the poor and the strong must help the weak.

We must be good citizens and neighbors, or we can never be good men and women. Other people need us and we need them. Give me something to do and I will show my spirit. Let us weave the tape of hope and self-control into all humanity.

All history is the action and the reaction of Nature and Thought. This is the experience that all of us should judge ourselves by. We should never allow ourselves to be ignorant of the great and grand forces which have made many men saviors of this generation.

All men who come upon the stage of life in one period of time are all found to be related to each other, but the trouble with the human race, just at this time is, we seem to forget this brotherly tie and are looking for our help outside of the human family.

The quality of thought I have within my mind is in all minds, if it is good; and if all work together, we can rebuild ourselves so strong that each of us will be filled to overflowing with self-control. I can not get this good influence for myself if I do not look for it in you and every other

living person; for Nature is not a one sided creative force. She is not trying to make just one man the greatest person on earth. She wants all of us to be good children.

When the human race first arose out of the ground the dominant thought was to fight for their lives, but after Nature taught them to think, she expected them to drop their brutal ideas and live in that human state which noble minds are trying to teach us.

"It is vanity to desire to live long and to care to live well." It is useless for us to try to possess anything outside of ourselves.

What's the use in putting mill-stones about our necks in trying to hold on to things outside of our own individual control?

What's the use in trying to live long and work hard all this time trying to build something that we can not control?

What's the use in building things to look at when we have not learned to look at the beautiful things within our own kingdom?

We are all trying to get possession of something that really belongs to some one else and never once in a long time try to get possession of ourselves.

What we need to do is to make our environments the whole universe and ourselves the god that governs it. When we begin to work towards these ends, we begin at once to attract power.

The only way into the kingdom of God is to get into conjunction with the spirit of the universe. When we find the unity of power, we come into possession of our own mentality and this force controls all of the materiality in our environments.

All this is taught in the Scriptures. The only reason why we are blinded to the truth concerning ourselves is that we have been taught that the principle of creative force comes from God and He is in Heaven preparing a place there for us. Let us take this matter into our own hands and do just as Jesus taught.

"Those things that man can not amend in himself or in others, he ought to suffer patiently, until God orders them otherwise."

We have been taught that we were born sinners, when, in fact, we are the children of God, and if this is true, we are not sinners.

Let us try to change matters. Let us say, we are going to win. Let us claim the right Nature gives us and try to have faith in it.

Self-control is a wonderful power. Everything in the universe is in ourselves and we can not control everything outside if we have not first learned to control it within.

The principle is that we do not know what the future will bring forth. We have no right to promise to do anything in the future, if we have not learned the power of self-control.

If we take an obligation to pay a certain amount of money in the future or to do a certain thing or to be at a given point at a given time, we are going to disappoint some one

if we are not under the power of self-control.

Your God alone knows the future. If you do not wish to make any mistakes in life or do not care to disappoint any of your friends or do not wish to be miserable and get the nightmare or do not wish to fail in business, learn self-control.

To be at one with your God within, is to be at peace with yourself and everybody else. There are people I know who have come into such conscious realization of the oneness with this power of self-control that their lives are fairly bubbling over with peace, joy and happiness, which is all the success any man ought to have.

He who comes into this higher realization of self-control never has any fear, for he has always with him a sense of protection, and the very realization of this makes his protection complete.

In the degree that we come into a full realization of this power of self-control, we become calm and quiet, undisturbed by the little occurrences which vex and annoy us.

Men who have cultivated self-control have a power penetrating into all things—underlying motives that are at work everywhere.

Edward Miller, Jr.

Making Path for the Wireless.

With all that the wireless telegraph stations have accomplished in the last few years, rescuing disabled steamers at sea, still they have operated under a handicap. The disabled vessel, signaling, not always has been able to catch the operator of the most available station, while with two disabled ships signaling the same station at the same time, it often has been impossible to receive the messages.

Working upon this inherent weakness of the wireless system Messrs. Bellini and Tosi in France have perfected the radio-goniometer, designed for making a pathway for the wireless message.

The first experiments looking to a fixed zone of service embraced a series of antennae, each for sending a series of directed waves in the direction which it pointed; another consisting of a single antennae which was to be turned around to any needed point of the compass. But it was discovered that the series of antennae necessarily was so limited in number that they often failed to work, while it was impossible to turn the single antennae around in practice, due to its great height on a mast.

One idea was that the single antennae should be mounted upon a mast of a boat and the boat itself turned to meet the Hertzian waves. But it was cumbersome and the idea became fixed that some method needed to be developed whereby only the instruments in the station needed to be turned.

The Bellini-Tosi instrument has been perfected whereby with the use of triangular wires at the head of the mast one of them serves to actuate the waves north and south and the other to the east and west. A simple vertical antennae in the middle of the triangles serves to block the impulses

backward, so that a message which may be sent to the south is blocked from radiation northward. With one triangle acting alone the impulses may be north or south, while with the other they are east and west at will. With an equal current to both of them direction is between the two, or northeast and southwest.

In effect this new invention gives a "beam" of electrical waves in the one direction which it is desirable to send them, much as a searchlight is directed. So accurate are these results that with the radio-goniometer a distant station may be located within one degree on the horizon.

For the shore station receiving an emergency call from a vessel the existence of another station a known distance away makes it possible to discover the position of the disabled vessel. One station takes the angle of the vessel on the horizon, after which the other station takes, when by triangulation its exact position may be found.

While the new French instrument has done much for solving troubles and dangers in seafaring in times of peace, it promises even more in time of war. It appears to be the solution of that old bugbear of "disturbing aerial waves" and of the enemy's taking messages designed only for friends.

Joseph Howells.

Venus May Also Be Inhabited.

"Venus, the mother of loves," said Galileo, "imitates the phases of Cynthia," the moon. He was the first to discover the crescent and other moonlike phases of Venus. F. W. Henkel, F. R. A. S., declares that there is evidence of the existence of continents and seas, air and water vapor upon this beautiful planet which has been called the earth's twin sister in magnitude, density and general constitution. The amount of sunlight it receives, although greater than our share, is not excessively so, for there appears reason to believe that polar snow caps exist, and in other respects, for conditions favorable to the existence of being organized not much unlike those with which we are familiar on the earth, we have as much evidence as can be reasonably expected.

He concludes that Venus in most respects is not dissimilar to the earth, and is the abode of life, at least in the regions north and south of the equator, if not on the torrid zone itself. Venus is less than three-quarters the distance of the earth from the sun, about 67,000,000 miles, and has the most nearly circular path of any known planet. So any given area of its surface must receive about twice as much heat as we receive in an equal area.

Yet this is probably mitigated by the presence of a more extensive atmosphere laden with water vapor. The most probable period of its day seems to be about twenty-three and one-half hours. Its year is about 225 days, and its diameter measures about 7,700 miles, whilst that of the earth is about 7,900 miles.

Men Need Strength These Days

When the days are hot and the work is strenuous, men need the best, most easily digested food, and bread, 'the staff of life,' is still the favorite for which no substitute has ever been found.

All sorts of fad foods have been exploited with more nourishment on the label than ever showed up in the box, and each in turn has been tried and found wanting.

But bread goes on forever.

Yet, not all of it is wholesome. It must be light—for if it is not, no human stomach can digest it without serious difficulty, and it would be more profitable to make paving bricks out of heavy bread than to eat it.

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Don't be lonesome—use Lily White

VALLEY CITY MILLING COMPANY
Grand Rapids, Mich.

A CAVE OF GLOOM.

It Isn't the Place To Look for Prosperity.

Written for the Tradesman.

There are a good many things which one will learn only by experience. The human mind is so constituted that it refuses to accept conclusions until they have become personal. You tell a man that the paint on a house isn't dry, and he'll stick his finger against it, unless you drive him away with a club. He wants to find out for himself. Let an old, poverty-stricken sport tell a young man that he will wreck his life if he doesn't let whisky and cards alone, and the young man will go right ahead and institute an investigation of his own. He'll find out, all right, after it is too late, that the old sport told him the truth. All these experiences may be necessary to the development and discipline of the human intellect, but it sets a good many men back in life, and permits them to know what life is only after middle age.

There was Old Dillon. He was only middle-aged, but everybody called him "Old Dillon" because he looked old and acted old. Leave it to him, and his intellect was about the maturest thing that ever happened. He prided himself on being practical. And such a grouch as he was! No condition of weather, no combination in social, civil or spiritual life was ever known to please him. Kick! He kicked at everything and everybody, and had a reputation of being a bigger kicker than Old Hewitt's colt. Hewitt's colt held the record in Allendale. It was said that he kicked the rafters off the barn and destroyed a thunder cloud which was bearing down on the town by sheer force of his heels. However, the reader is not asked to believe this story of the colt. I don't believe it myself.

Hewitt operated a dry goods store at Allendale. It was a small place, and there wasn't any other dry goods store there, so he made a living in spite of his kicking and fault-finding. His customers told him that some day some man would drop into Allendale and open another store, and then he would lose his trade if he didn't smile more and cuss less, but he didn't believe it. He was like the fellow and the thin ice: He wanted to see whether it was just as described to him, and they carried him home on a hayrack.

Old Dillon sat by his stove one morning when Charley Emmett, the drummer, opened the door with a bang and tossed his grips on the counter. Old Dillon was growling about his fire wood that morning. It was too short, and too green, and too round, and too hard to split. The few customers he had had that morning had heard all about the undesirability of that wood, and also all about the antecedents of the man who had sold it to him, back to the fourth generation. One lady who had come in to buy a spring suit she had admired went off with her chin in the air because she wanted him to talk

suit and not wood while she was doing business with him.

"Hello, Dillon!" called the drummer, before he was halfway back to the stove, "how do you show up this morning?"

"Huh?" grunted Dillon.

"Come out of it!" said the drummer. "You've got a face as long as a laundry bill. Wake up and fill out an order for me."

"Can't do business this weather," grumbled Old Dillon. "When there is snow the roads are blocked, and when it thaws the mud is hub-deep. Of all the rottenest luck any man ever had! There's that—"

And his oration trailed off into Anglo Saxon words which are not taught in the public schools.

"Why," said the drummer, after the atmosphere had cleared a little, "your shelves look as if you'd been selling something."

"Selling!" snorted Old Dillon. "I've been giving goods away. I've got an account with every man, woman and child in this county, and I'll never collect a cent. If I could get enough money to buy a new pair of shoes I'd walk out of town. I don't think I could sell paper bags to a popcorn man."

Charley leaned back against the counter and laughed.

"There's something the matter with your portal vein," he said, "or you need to have your spleen scraped, or your stomach is getting ready for a walkout. If you don't get a little more rosy in your atmosphere you'll be the man with the hoe in no time."

After Old Dillon had looked at this proposition and discussed it from above and below, and astonished Charley by the fluency of his vocabulary, he told the drummer that the store floor would last longer if he kept away from there, and Charley laughed and picked up his grips.

"You're a good fellow, Dillon," he said, "only you were designed for a mushroom, or something that springs up in a cave, or in the shady and drizzle spots. However, when I come out on this line again I'll drop into this cave of gloom and sell you some of our linens. We've got a stock which we were holding for the White House, but our customers are given a chance at it. In the meantime, old man, I'll send you my follow up system, showing the way to take old Hard Luck down and beat him up. Ta-ta!"

Old Dillon wondered what Charley meant by his follow up system, but he found out the very next day, when he received this in a letter:

"Little Ah Me was a Chinaman

With a que as long as his arm,
Whose spirits seemed constantly under a ban,

Though he never did serious harm.
But he ever inclined to the darker side,

And the sorriest kind of view,
And his life was a failure, and when he died

The mourners were very few."

Old Dillon read the silly rhyme and cussed Charley. Then a woman came in after a couple of yards of

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lace to trim something with, and Dillon told her how much his rent was too much, and how his arms were getting bad with rheumatism again, and how the store was losing money every day.

"If the face of the sun was ever turned toward me," he said, with a sigh, "it would be the side with all the spots and holes on it."

"Some day," said the customer, who was an old acquaintance, "you'll grumble and growl yourself out of business. It's too bad, too, because you're a nice man ordinarily."

The next day Old Dillon got Charley's second follow up letter. Here it is:

"Little Ah There was another Chinese, But one of a different sort;

His face was a map of the land of glee,

And of worries he made his sport; He had his failings, but he was gay—

And a failing is not a sin—

He won all hearts with his cheery way,

And they made him a Mandarin!"

Old Dillon ran around the store in a circle, waving the foolish rhyme aloft. If Charley had been there then it would have been Plaster Creek rules, fair to hit anywhere except below the feet. Then a customer came in and listened to a long grumble about how the potatoes were sprouting in the cellar, and the tinned goods on the shelves were likely to mould before any one took them away and left cash in their place.

"If I owned the seven seas," he said, "some wild animal with no manners and no pedigree would come along and drink the water down, and the fish would die on the bottom."

"If you owned the sea," replied the customer, "you'd want the bottom to come up on top. Some day you'll kick yourself out of a job."

Old Dillon didn't believe it. He knew better, in fact. He thought people liked to hear him roar. That afternoon a man came in and asked what he'd take for his stock and lease. He said he was going into the dry goods business at Allendale, and he would like to have the field to himself. "He had been informed," he said, "that Dillon wasn't at all satisfied with his prospects there." Old Dillon reared up on his hind legs and kicked. He began to realize that the customers had been telling him the truth.

"If I had a store," he said, "in the middle of the earth a Chinaman would come down and set up opposition. I thought I was immune from competition here in this sleepy old town. Then he talked to his possible competitor so rudely that he went away and rented a big building next door. The next morning he got another of Charley's follow up letters in the mail. It read thus:

"And from Little Ah Me and Little Ah There

The lesson sublime is learned That it's better to keep up a semblance fair

Till it's time to be inurned.

It's hard for the solemn to gain a goal,

While the merry one seldom fails; Strength breeds itself in a laughing soul,

While the one that is gloomy quails."

While Old Dillon was expatiating on the idiocy of the follow up system, Charley came in and got behind a post in the middle of the store for protection.

"What is the matter to-day?" he asked. "If you want anything turned upside down I'll do it as a personal favor. I've just sold the man next door a bill of goods that will make your shelves look like berries blasted on the bush. You've kicked yourself out of a good thing, all right. Your old cave of gloom sent people away dripping with sorrow, and they didn't like it. Cheer up!"

"So that fool is coming in here, is he?" asked Old Dillon, with a lot of words put on to the remark. "I guess I'll go fishing."

"He wants a partner," suggested Charley. "Have you got done looking like a Bryan procession after the ideoes of November?"

The deal was fixed up through Charley, and Old Dillon has since been known to reserve his grouchtalk for his solemn hours alone in his room, where he sits by a fire that never blazes, but sulks, and talks to the chill atmosphere until it turns blue. His grievance now is that he doesn't own the whole store, as he did once. He says that if the Angel of Light should come in the night to point the way to a cache of gold he'd lose his sight until the illumination had departed. He keeps Charley's foolish follow up letters and says awful things when he reads them.

But, then, you can't tell a man anything he will believe. You try it. Tell a friend that the soup before him is hot, and see if he won't burn his tongue before he realizes the fact. Old Dillon is no worse than the rest.

Alfred B. Tozer.

Sane Men and Lunatics.

At times it is quite doubtful, even for a hotel clerk, to tell the difference between a sane man and a lunatic. The other day an elegantly dressed stranger of aristocratic appearance, came to one of the most aristocratic hotels of New York, introduced himself as Baron Wurz, and said he wished to engage a suite of rooms for himself and his bride. He asked for the best rooms in the house, and thought a suite of six rooms, with extra accommodations for his valet and his bride's maid would be about what he wanted. The question of cost was a matter of indifference to him.

The clerk, greatly impressed with the grand airs of the stranger, hastened to escort him to the millionaire floor to show him the best the house had to offer. The stranger was somewhat critical and hard to please, but at last declared himself satisfied, after the clerk had agreed to make certain changes in the arrangement of the suite.

When the clerk and the stranger re-

turned to the office the "baron" was promptly nabbed by a keeper of a lunatic asylum from which he had escaped. It is scarcely necessary to state that his title of nobility was merely a product of his diseased imagination.

They Were.

"Left my money at home," chuckled the man who had offered to treat. "The joke is on me."

"And the drinks, I s'pose," remarked the easy mark, "are on me."

A Home Picnic.

"Why won't you go on the picnic?"

"Aw, I'm too tired. Let's soak a few sandwiches in lemonade and eat 'em on the kitchen floor."

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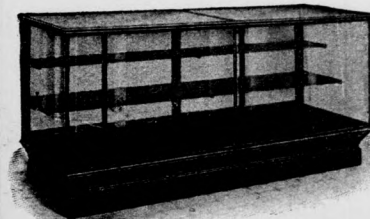
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TALE OF TWO CITIES.

Why Grand Rapids Has Grown Faster Than Jackson.

In the year 1871 the Grand River Valley Railroad first connected Jackson, the principal city of Southern Central Michigan, and Grand Rapids, which occupied the same position toward Northern and Western Michigan. Jackson was then a city of 11,000 inhabitants; Grand Rapids had 16,000, and they were the third and second cities of the State in population and commercial importance. Jackson was in an agricultural region, while Grand Rapids was in a lumber region.

Both cities enjoyed advantages among the sisterhood of Michigan cities. Grand Rapids had an immense wealth of valuable timber tributary to it—at least, its people made it tributary—while Jackson was nearer to and had more direct communication with the great markets, and secured the location of the Michigan Central division headquarters and shops. The southern city, as a Grand Rapids speaker remarked at a "Get Together" meeting last winter, was on the main line of a great trunk railroad, while Grand Rapids was on a sidetrack. However, the latter city's advantage was in the potentialities of its standing trees of pine, walnut and maple. Here was wealth waiting to be garnered and Grand Rapids accepted its opportunity and became the foremost furniture manufacturing city of the United States.

It was inevitable, perhaps, that Jackson's industrial adolescence should be longer. It had to draw upon other sections for its raw materials. With prison labor it succeeded in establishing the largest manufacturing in the country of farm and garden tools and wagons, and made a few expensive experiments, such as an iron mill and chemical manufacturing. But it made small progress for nearly twenty years, when a great mill machinery industry and the carriage-making industry became thoroughly established, together with corset and women's garment industries, which draw trade from every part of the country. The industrial character of both Jackson and Grand Rapids is now fairly determined

Jackson's industries are more diversified than those of Grand Rapids, but the latter city's, with the wealth from the forests, are much more extensive.

And perhaps it must be admitted that for half of the two score years Jackson has been somewhat somnolent, while Grand Rapids has been awake all the time. The greater portion of all the goods made in Grand Rapids' busy factories has been hauled through Jackson, and Jackson has been content with the benefits that came with small effort, excepting the work of a few of its more energetic citizens. Up to the present year there has been little united effort, very little team work. On the other hand there has been a good deal of unworthy jealousy, too much of a disposition to rely on the other fellow, too much suspicion, until distrust and jealousy among those who should have worked together for mutual advancement became almost a habit. Grand Rapids, on the other hand, perfected the organization of its business forces, held great furniture exhibitions, maintained a large West Michigan fair, and in various ways advertised itself and its products, and this policy was soon manifested in civic pride and material improvement. Grand Rapids had much faith in itself, and Jackson became distrustful.

Confession is good for the soul, and now that Jackson distrustfulness and jealousy of Jackson men is fast disappearing with the successful work of the Chamber of Commerce, it is well to acknowledge the fault, that its remaining remnants may be eradicated. But the habit has left its scars.

These scars are painfully in evidence to anyone who returns from a day's visit to Grand Rapids. The Jackson visitor leaves a thriving, hustling city. There are few of the small, shabby buildings of forty years ago, when the two cities were almost identical—practically none in the business section. There are many fine public buildings, beautiful business blocks, parks second to none, and on Wednesday, June 30, the city was unveiling tablets commemorative of the work of the "founders," in which everybody took pride. There were very few relics of forty years ago, when Grand Rapids and Jackson

were first linked with iron rails. But the relics were disagreeably prominent on the return to Jackson. The shabby one-story shacks on East Main street seemed uglier and less excusable. After the thrift and tidiness of Grand Rapids, there was an appearance of unkemptness and untidiness, first in evidence near the station that created a conviction that there was still a great deal to be done.

It is being done but the work is beginning at the circumference of the circle and will take time to reach the center. There never was a year of such prominence for Jackson as this year of 1909. In four or five years Jackson has taken a commanding position in the automobile trade. There is promise of regaining the lost position in the mill machinery industry. The industries that have grown from small beginnings are growing, and there is assurance of the diversity of business that gives guarantee of steady prosperity. The transportation facilities are being steadily improved. The double-tracking of the Grand River Valley and the Michigan Air Line railroads, the tunnel under the Detroit River, and railroad consolidations that will ultimately shorten the distance to the Atlantic seaboard all mean much to Jackson. A new electric railroad from the north, and the promise of one from the south, will bring trade.

But has it not been proved that Jackson can place too much reliance on transportation lines—that it is "up to it" to make things to transport? It has been of no benefit to Jackson that the products of Grand Rapids factories and the money that paid for them have passed to and fro through the city. This sort of business has kept wooden shacks, built in war time, on very valuable Main street real estate in Jackson, and erected steel sky scrapers in the back streets of Grand Rapids. It has made Grand Rapids a city of 100,000, from the town of 16,000 in the seventies, while Jackson has only grown from 11,000 to 30,000.

But Jackson has at last thrown off the inertia. The Chamber of Commerce is a crystallization of the awakening. For the first time Jackson is in a position to efficiently promote business. It can now offer manufacturers something more than fine

transportation facilities. It is no longer compelled to tell prospective settlers that they can buy a factory site if they can find one, and bricks, and hire laborers to put up their factory, and fill it with machinery—all of which will be taxed to the limit when completed and given the advantage of a road to the center of the city that will be rocky at all times and impassable at times. It can offer a factory building, made to their order, on a selected site, at the cost of interest on the investment, and assure the cordial and efficient co-operation in all things that go to make industrial prosperity.

The Chamber of Commerce is turning the tide, and it is an obligation of citizenship to sustain its efforts. The programme of the Chamber means the expenditure—"investment" is the better word—of some money. But Jackson is beginning to realize that if it would eat the omelet it must break some of its eggs. There are those who suspect that the trouble with its cooking has been a disposition to want the other fellow to furnish the eggs and do the cooking besides.—Jackson Patriot.

If we did not deceive ourselves nobody would be able to deceive us.

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Grand Rapids, Michigan

Woman Now Coming Into Her Own.

This is woman's age in part because it is an age when the finer forces that women use and the sweeter ideals that they love are being valued by the world. In a word, the spiritual and the esthetic forces were latent in cruder ages but now are beginning to operate.

There was a time when brute force was almighty. But that is not now. There was a time when soldiers and kings were thought the most influential personages in molding events. But that is not to-day.

Some one is saying in a current review that if we wish to look for the sources of reforms and improvements we do not go to the statesmen and political governmental figures. We go to the college laboratories and to the workshops of inventors and to the studies of the thinkers. Hence come the basic lines of betterment. It is these men that get to the root of our affairs and plan the radical changes that make for our betterment. It is the men of science, said a Frenchman, who are the real priests. It is they that save the race from its miseries and point the way to progress.

Yet the spiritual priesthood is not without its high sphere of usefulness. Above the intellectual forces are the spiritual. And as the race develops, rises to loftier levels, refines, the spiritual forces come increasingly into play. All the modern methods of criminal reform in lieu of punishment, all the modern charities and philanthropies, the modern homes for the deaf, the blind, the crippled, the insane, the poor, are the fruit of the spirit. They express the spiritual love, gentleness, mercy, longsuffering.

Fruits of the spirit are the modern notion for shorter working hours, for shielding child workers, for educating all the people, and for providing conditions which shall enable all to live comfortably and to enjoy the daintier pleasures of existence.

The function of the religious instinct is being appreciated. The spiritual nature is found to have a legitimate and useful role to fill. The mother's prayer, thinkers of one school declare, saves her heart from breaking. The mother's prayer, believes another school, saves not only herself but also the boy for whom she prays. Her prayerful thoughts are things that are wafted as she directs them to hover over him like angels' wings, to sustain and shield and control. But both schools realize that prayer is a real and a powerful thing.

And the power and reality of love as a force are being appreciated. Prof. Lester F. Ward, the eminent sociologist, remarks upon the psychic and the material forces. He says love is as real a force as any physical form of energy utilized by science, and that it should be treated as such. The Bible and the women have always believed in the power of love. And they have always believed that evil is overcome by good. Public opinion is agreeing with them when it advocates the reformation of the delin-

quent instead of his imprisonment. And the women and the Bible have always believed that faith could remove mountains. The time is coming—it is arriving—when the public and science will believe this, too. And will demonstrate it.

The women have been famous for their esthetic sense. They insist on beauty. They like to be surrounded with prettiness. They consider the value and harmony of colors. There is a story of a girl who asked the clerks to show her other shades in stamps because the pink did not match her stationery. Of course this has been something to laugh over hitherto. And the feminine fondness for palette and brush has been a frivolous accomplishment or a luxurious pastime. They were nothing to take seriously. For they had no serious work to do.

But to-morrow it will be different. It is getting different to-day. There is a factory where the power of color is so prized that the walls are colored an especial hue which has been found more stimulating than any other. Under its influence the workers become more productive by an appreciable degree. They work faster. They work better. They are more harmonious and contented. That lovely tint on the wall does it.

Music, too, has been a costly indulgence, a soft pleasure, with little if any hard work to do. Every girl has been expected to play the piano or to sing as a part of her education, which has been ornamental rather than useful. But music has a function of much grandeur and ignity to fulfill. The old Greeks knew this and used music to cure disease, to calm troubled spirits, to purify and uplift the mind. Their ideas are reviving. The therapeutic value of sweet

sounds and harmonies is being appreciated. And the power of music to convey subtle and exalted thought is being realized. "Music begins where words leave off."

To-morrow or day after to-morrow music will be a language. It will have to fill a role undreamed of to-day, but a role which we are anticipating to-day in our higher evaluation of its practical nature.

All the woman nature which lies dormant to a degree unutilized, unrecognized, misunderstood through the base, brutish ages, is now awakening and beginning to energize in the gentler times when its subtle power and sweetness have a legitimate place.

Ada May Krecker.

If a party by contract charge himself with an obligation possible to be performed, he must make it good, unless performance is rendered impossible by the act of God, the law, or the other party. Unforeseen difficulties, however great, will not excuse him.

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**or some slow dealer's
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**Always supply it and you
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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

OLD TIME SHOWMEN.

Personnel of Some of the Early Entertainers.

Written for the Tradesman.

The prohibition movement has made vast strides in forty years. In looking back over the past half century one can easily point out the mistakes made by the ardent advocates of total prohibition.

In the lumber woods the term had no meaning whatever. Michigan enacted in the fifties a prohibitory law which, in the newer regions of the State at any rate, remained a dead letter during all the time it was on the statute book.

In fact, a stranger coming into the woods, seeing the shanty saloons at nearly every crossroad, would have decided that whisky was as nearly free as that article of merchandise ever gets in this world.

The law was dubbed "The Maine liquor law" by the people, and was flouted contemptuously by a large portion of the population.

There was no public sentiment back of the law to enforce it, consequently it remained in desuetude during its supposed position as a law of the State.

From the wild berries growing in profusion wherever the hand of man had formed a slashing wine was manufactured, doped oftentimes with tobacco and alcohol and sold freely to the lumberjacks by enterprising pioneer merchants. No thought of enforcing the law ever entered the brains of the backwoods justices. In fact, it was said that some of the officials were not above dealing in the "critter" themselves for the sake of gain. How wicked men can be when public sentiment does not frown upon such ill-gotten gains.

Custom was very much law in the backwoods districts of early Michigan, and doubtless it is so in a large measure in all new countries of the West. In fact, the making of wine became, in one instance at least, a source of large profit, proving the initial step toward the winning in after years of a considerable fortune. Wine at \$4 per gallon, made of berry juice, much water and cheap tobacco, must needs fetch to the maker a percentage of gain that, to a merchant of the present day, would seem almost like robbery.

One of the surprising things of that early day was the ever-present showman. There were traveling shows, some of them of much merit, working the woods country from the Grand to the northernmost part of the State. These were well patronized and, no doubt, proved most profitable to the projectors.

Even small circuses found their way into the wilderness. The irrepressible G. G. Grady, with tent, horses and tumblers, penetrated to the lumber camps and gave inimitable performances to great crowds of men and some women.

No show of this kind was complete without its accompaniment of fakirs and saloon men. The Grady outfit set up at a small town in the woods where the larger part of their pa-

trons came from the opposite side of the Muskegon River. A thrifty tavernkeeper ran a ferry, transporting some 400 people across the stream to the show grounds at five cents (nickels unknown) a head.

Of course, after the show the people were obliged to again patronize the ferry or swim thirty rods of river—none swam. It will be seen that the thrifty tavernkeeper made a tiny little sum out of the day's doings. He got paid also from a Muskegon saloon man for ground on which to set up a temporary beer hall.

The amber fluid flowed all day. The show was held in the afternoon and evening and, as we have said, was well patronized. There were a few to growl at the sharp trick put upon them by the ferryman and boss of the show, but such grumbles did not raise a ripple on the souls of the ones who profited by the little scheme.

The "good old times," when everybody was honest, when keenly examined will be found to hold some flaws. Human nature is the same under all skies in every country and in every age. The "good old times" were good enough, yet no whit better than the present, which is destined in another half century to be referred to in like manner.

Speaking of shows, one would hardly find in these modern days anything superior to some of those which exhibited in the wilds of Western Michigan forty and fifty years ago.

The writer distinctly remembers one performance which, in the line of ventriloquism and sleight of hand performance, he has never seen duplicated or improved upon.

"Professor Flanders, the Wizard of the North," gave an entertainment in the dining room of the mill boarding house. People came from miles around, completely filling the improvised hall. Chairs with planks placed across them furnished seats for the crowd.

Not only was the Professor an expert juggler, but a wrestler as well. Some of the best heel and toe experts in the woods were promptly laid on their backs by the nimble showman. He taught a friend of the writer tricks in "square holt" wrestling which he never forgot and often used in contests years later to good effect.

Traveling showmen were thick in the north country in the days preceding the war. Yankee Stimson was known far and wide, delighting many backwoods audiences with his inimitable drollery and comic acts. Then there was the "Bailey Troupe," sometimes referred to as the "Bailey Family," a collection of well-balanced artists in the line of acrobatic and farcical performing.

Yankee Stimson visited the South in wartime and entertained the Union soldiers with his amusing impersonations.

There were other sleight of hand performers beside Flanders who raided the woods towns, but all such were but feeble imitators of the one and only "Professor Flanders."

Orion Brothers' American Circus

held the boards at one time and the combination was a good one, with Miles Orton as a daring bareback rider and the irrepressible Irish clown, Billie Andrews, at the fore. This was, of course, a one ring circus, although a good one. The big three ring affairs have swamped the little fellows without improving the quality of the shows.

In these later days everything, even to theatricals, is on an imposing scale, no traveling shows venturing far from the great arteries of travel. The north woods no longer harbor Indians and the white scum of the world, but are at the forefront in civilization and up-to-date in every social and business condition.

Old Timer.

Too Much For Him.

"No, I don't want it," replied the country merchant to the agent who was trying to sell him a typewriter. "I had one in my store for three months, and it gave me so much trouble that I had to get rid of it."

"Did you try to run it yourself?" was asked.

"Oh, no. I had a girl from the city who knew all about it."

"Perhaps you couldn't dictate your letters. Some folks find it very hard work."

"I didn't try to. I sat down and wrote them out and let the girl copy them. I didn't save any time there. Then I had to read them over and see if they were correct. Then I had to talk with her and see that she didn't get lonesome and quit her job. Then a dozen times a day I had to throw young fellers out of the store—

young fellers that had come there to flirt with the girl. Then every old widower for ten miles around came in and made her an offer of marriage, and when she turned them down I had to run 'em across to the saloon to show my sympathy."

"Anything more?" smiled the agent.

"Just a little. My mother-in-law was indignant, my sister mad all through and my wife sitting around the store for seven hours on a stretch, and after the minister had given me the cold shoulder and the Masonic Lodge threatened to bring charges against me, I let the poor girl go and sold the machine for half price. It was too much of a strain on the mind. You can do those things in the city and no one says a word, but out here it's fifty years too soon, and you've got to heed public opinion or lose your place in the fire company."

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Seed Buckwheat

All varieties thoroughly re-cleaned.

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Send in your orders for Grain and Feed of all kinds—price and quality will please you.

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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.

Why the Book-Keepers' Position Is Secure.

Davidson is head of the book-keeping department of a certain implement house, and his salary shouldn't be more than half of the \$60 that he's getting. And behind it is a story.

The house is that of MacDonald Bros., and if ever two Scotch brothers ran a business on a basis that shaved the cents till they hollered "Enough," it was this same house of MacDonald. Thirty dollars was the limit of weekly salary paid the head of the book-keeping department until Davidson got the job. Then it rose to \$60. And people wondered.

"Why is Davidson such an important figure in the office?" the writer asked the elder MacDonald a few weeks ago. "Why do you pay him what you do, and why do you look up to him and ask him his advice on important matters as you do?"

MacDonald sent the stenographer away and shut the door.

"The same," said he, "is a long story, which I will make short, and one worth the telling. Davidson came to us sixteen years ago. He was about 25 years old at the time, and he wasn't happily married. Yes, he was married all right, but not happily. We won't go any further along that line. But you watch the men you know; if they get on the first car and hurry home after the day's work is done they're happily married. If they lag—drift over to the corner and have several drinks with the boys before taking the car—they don't want to get home any sooner than they have to.

"Davidson didn't lag. Got on the first car and went home as soon as he left the office. But he wasn't happily married. Understand? He did what another man would have done if he was going home to a happy home. And he never raised a protest.

"We didn't find this out until long afterwards, though. That was only one of the things that we found out. Davidson was only a book-keeper, and we didn't pay any more attention to him than we do to any other good cog in the machine. A good cog in the machine: That was all he was. Say, let me tell you, somebody ought to investigate those good old cogs in the machine. There'd be more Carnegie medals distributed if it was done.

"Well, Davidson was a good old plug, and nothing more. He handled his ledger as correctly as an accurate machine could have done it; just that and nothing more. So he had been with us four years, and was drawing \$19.50 a week when the lightning struck.

"When I say we hadn't noticed him, I mean that we hadn't figured on him as a possible big factor in the office. We had, however, seen that he was of the quiet type, the type that minds its own business to the last degree.

"It was a fine, hot day in July when the circus happened. We had a stenographer here at the time—a young looking girl, left us since—whose name doesn't make any difference. She'd come here as Miss Jones,

we'll say, anyhow it was 'Miss,' and we didn't know any different. She was all right, did her work well enough to hold her job, nothing more; she was all right, as I say. But on this certain hot July day a wild-eyed man came into the office and asked for her as 'Mrs. Jones,' was shown the only Jones woman in the office, took a good look at her, pulled out a gun, and began to shoot.

"Her husband, yes. She was married, and had left him, and he was taking revenge. Nasty case. Kept it out of the papers, though.

"She was working in the book-keeping department at the time. The first shot brought everybody off his chair; the second sent them all under the desks. All except Davidson—Old Davidson. He was right in the line of fire. The first shot knocked his inkwell off his desk. The second skated along the top of the desk and threw the varnish up in his nose. Old Davidson turned around. The girl was cowering with her hands before her face waiting for the shot that would hit her. The would-be murderer was turning loose the third shot. Everybody else—O, I'm not excepting myself—was getting out of range.

"I saw what happened, because I happened to have one eye peering around a post. Davidson jumped over two fellows groveling on the floor and made for the gun. The third shot went through his hand, the fourth went up in the ceiling. After that there were no more shots. Davidson had the gun in one hand the fellow's throat in the other. When we saw that there was no more danger we jumped out and put the fellow down and out. And Davidson wrapped his shot-up hand in a handkerchief and called attention to the fact that the girl had fainted.

"He was back at his desk next morning.

"What? I said. 'Isn't your hand shot to pieces?'

"Yes," says the man, 'but it was my left hand. I write right handed. That's why Davidson got his job. It was only one symptom of an individual. He's held the job because he's that sort of a man. Spell it with big letters, son—MAN. You can talk all you want to about your geniuses, and your brilliant ones, but the fellow who counts in the end is the MAN.'

So that's why Davidson got his job. He never toadied to anybody; he never made any sensational spurt trying to prove himself one of the favored ones of the gods of industry. Probably he wasn't capable of any sensational brilliancy. He simply was what he was, what God had made him—a man. And his kind are so few and far between that they actually attract more attention than more brilliant people, who don't happen to have so much backbone.

Martin Arends.

A friend of mine who was watching me fix the fire in the vitals of my home not long ago chanced to see a barrel stave. "Ah, how that reminds me of mother's jam," he stammered, wiping the tears from his eyes.

The Degradation of Copper.

Sir William Ramsay, the distinguished chemist, is writing the results of his researches into radium emanations for the Chemical Society, and they will be published at the end of August. This highly technical statement will set forth that he has succeeded in "degrading" copper to the first member of its family; that is, lithium. This is trumpeted by the Lancet and some other papers as being tantamount to the discovery of the philosopher's stone of the ancient alchemists, and as the realization of the transmutation of metals. It will be recalled, however, that discussion of the transmutation of elements at the meeting of the British Association last year, arising from the production of helium from radium, led to a vigorous controversy, in which Lord Kelvin and other eminent men repudiated the transmutation idea, which was as strongly supported by Sir Oliver Lodge and others.

Sir William Ramsay's latest experiments do not seem likely to have settled these differences, but rather reawakened the discussion. The eminent chemist himself modestly disclaims ability to transmute elements, but he believes that the result of his "degradation" of copper will be of far-reaching importance. He makes the following declarations:

"From its inactivity it is probable that the radium emanation belongs to the helium series of elements. During its spontaneous change it parts with a relatively enormous amount of energy. The direction in which that energy is expended may be modified by circumstances. If the emanation is alone or in contact with hydrogen and oxygen gases, a portion is decomposed or disintegrated by the energy given off by the rest. The gaseous substance produced is in this case helium. If, however, the distribution of the energy is modified by the presence of water, that portion of the emanation which is decomposed yields neon, and if in the presence of copper sulphate, argon. Similarly copper acted upon by the emanation is degraded to the first member of its group; namely, lithium. It is impossible to prove that sodium or potassium are formed, seeing that they were constituents of the glass vessel in which the solution was contained, but from analogy in the decomposition products of the emanation they may also be products of the degradation of copper."

Notice to one partner is usually constructive notice also to the other partner.

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Crescent flour is noted for lots of good features, but in these two it stands in a class by itself.

Ask your wife.

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Forced Sales Bring Gains and Lower Stocks.

With the accession of torrid weather in June the increasing sales of light and attractive clothing have enhanced the daily receipts and set the month on the records with a satisfactory, although not large, gain over last year. Summer develops a fashion in boys' and children's clothing distinctly its own, and where this fact has been recognized and dealers have striven for the business by catering for it with the right goods, a much improved business has been done. This has been most noticeable in the stores and departments, where the greater and seasonable importance has been given to tub goods, which to-day really include not only the regular Russian and sailor blouse types, but separate blouses and knickers, play suits, rompers, all designed to give the little folks the most comfort during the hot summer days, whether worn indoors or outside.

Some dealers, we learn, have not as yet begun to appreciate the growing demand for other than Russian and sailor suits, and have not therefore made any effort to include the various play outfits, the demand for which this season has been so much better than before that manufacturers specializing on these lines have been unusually busy. Even the older lines have been favorably affected by this increased call for wash stuff that can be worn by older brothers. Hence, to-day, dealers carrying stocks of khaki goods in full Norfolk and double-breasted knicker suits, and also separate long trousers and knickers, have had these goods run into money during the hot weather demand of the fortnight.

The more expensive Norfolk and double-breasted suits, made of butcher's linen and duck, and sold to the better class of trade, has been in very good demand these past two weeks, being favored for town and country wear.

Retailers have been fairly active during the fortnight at filling in, seasoning small lots scheduled for sales, and buying jobs for July reduction sales. The result of the buying is that manufacturers are cleaning up on their wash lines much better than prospects indicated they would a month ago.

Department stores report having made nice gains in June over last year, through manipulating their stocks, so that they always had a sale on, either of worsteds and woollens or wash goods. As considerable merchandise was thus worked off,

stocks in the hands of some of the big stores are somewhat lower than they were expected to be before the Fourth of July, so that the closing week of last month saw quite a few buyers in market scraping together lots from different manufacturers that were picked up for this month's sales. Thus June was kept a fairly active month, with the stimulus of sales, and now that they are quite general since the holiday the prospects are viewed as very favorable to a pretty thorough cleaning up of stocks. Manufacturers, with the few exceptions where early in the spring stocks of woollens and worsteds were made up in thousand lots in anticipation of a brisk May and June demand—are well closed out of both the spring goods and washables.

Serges have been such good property that, notwithstanding the heavy and insistent demand and the short supply of made-up goods, certain large manufacturers have held quantities of their uncut stocks in reserve for next spring, considering them as good as money and as sure of bringing big profits over the prices at which they are owned when turned into garments for next season. Serges, both plain and fancy weave, are viewed as a big selling prospect for the future season, as the present is virtually the season of reintroduction, following their rather quiet period of last year, when fancies were in much better request. And, while there are some manufacturers declaring that they will hold back on serges and instead push other staple and semi-staple lines, in view of the high prices exacted by the mills for new goods, there has nevertheless been a big yardage already engaged, in spite of the high prices.

Manufacturers do not like the high prices for spring, but are accepting them as inevitable, and purpose switching their ranges accordingly. Some, opposed to resorting to cotton worsteds in the lower grades, where prices remove the all-worsted goods from the lines, speak of substituting cassimeres. Others, however, not as strongly arrayed against cotton worsteds, will take them up in order to retain their set prices in the lower grades. When it comes to buying the cheap goods, retailers will doubtless do likewise, accept the cheaper fabrics or resort to cheaper houses to obtain as near as possible the grades of worsteds desired at a price. When questioned as to how they will adjust their lines to the new prices, manufacturers say that they have not yet gotten down to figuring, and

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

General Investment Co.

Stocks, Bonds, Real Estate and
Loans
Citiz. 5275. 225-6 Houseman Bldg.
GRAND RAPIDS

Becker, Mayer & Co.

Chicago

LITTLE FELLOWS'
AND
YOUNG MEN'S CLOTHES

We are manufacturers of

Trimmed and Untrimmed Hats

For Ladies, Misses and Children

Corl, Knott & Co., Ltd.

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

It Will Pay You

to look at our line of hair ornaments. Just received a new assortment of Barrettes in shell-amber-jet and fancies, the large shapes which are the popular sellers at present, 10, 15 and 25c retailers.

Also a large assortment of plain and fancy back combs, hair pins all kinds, one of the newest ones come 1 dozen in fancy baskets to retail at 25c.

P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

N. B.—During the Summer months we close Saturday P. M.



Dark Red Hosiery In Demand

We have for immediate delivery the following:

Misses'—Fine rib, sizes 5 to 9½, one dozen each size in box, price per round \$1.25.

Women's—Plain, elastic hem top, sizes 8½ to 9½, half dozen each size in box, price \$2.25.

Men's—"Shaw Knit," sizes 9½ to 11½, half dozen each size in box, price \$2.25.

Ask our salesmen or write to us.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Mich.

therefore do not know at this writing what they will do.

During the fortnight there was a cessation in the fall manufacturing in New York, caused by strikes among the different operatives in the boys' and children's shops for shorter hours and more wages, and the efforts of the unions to organize non-union shops. The strikes affected thousands and have been considerable of a setback to the manufacturers, whose season for manufacturing is short and harassed by poor mill deliveries. From the manufacturers' viewpoint, however, these strikes were the usual midsummer labor troubles, and if not unduly protracted may not handicap deliveries.—Apparel Gazette.

Advertising Copy That Draws.

A prominent advertising man said the other day that he had been talking to Arthur Brisbane, the famous editor of the New York Journal, recently, and that Mr. Brisbane took him to task, and others of his profession, stating that they were too finicky and too particular in every thing they did.

Mr. Brisbane said: "You fellows sit down and you try hard to write an advertisement that sounds as though a college professor had dictated it, and then you sit down and take a blue pencil and cut out a comma here, and put one in there, cut out a word here, and add one there, and then you cross out a sentence and rewrite it, and then you sit back in your chair and read all you have written, tear the whole thing up, take a fresh sheet of paper and try and do better."

"That is where you make a mistake. If you would only take a phonograph and place it where it could record a clever salesman's argument and story as he sells a bill of goods, you would record a conversation not of a college professor, but of a successful salesman, successfully telling a merchandise story in a convincing and enthusiastic way." And the sort of talk that makes the salesman successful will also make a good advertisement. Mr. Brisbane went on further to explain that it was perhaps the slang and sincerity of the ordinary conversation which had the ring of truth in it, perhaps it was not always grammatical, but that an advertisement can easily be made grammatical, and yet not use such flowery language or such long, hard words as to lose its sincerity and make the argument cold or either too literary or too dry.

This advertising man said that his experience had been along the same lines as Mr. Brisbane's criticism, and that he always succeeded best in convincing a man that his merchandise was good through common ordinary language, only making it grammatical, since written language must necessarily be somewhat more precise than spoken.

What shall be given prominence in the advertisement is one of the problems not always wisely solved by the advertisement writers. Unless a man's

name stands for something very definite in the way of a good reputation in his particular line, it makes no difference whether Brown or Jones has the wagon for sale, and consequently Brown's or Jones' name at the top of the advertisement is a waste of space, and does not educate anybody or help anybody in their business.

Again, if a man wants to sell a wagon, he can not carry the wagon around with him, and a picture of the wagon in an advertisement would not tell whether the man wants to sell or buy it, and it would use up a lot of space, and then, too, a picture is often very deceptive. The catchline would be the thing that would really attract attention and create an interest. "Wanted to buy a wagon," or "Wagon for sale," and so, if an interest is created and an enquiry made, the picture or merchandise can be shown later.

It is a hard thing to write advertisements, and it can only be done to the best advantage by the man in the business who is really the executive and who dictates the policy of the company. If an advertising agency or advertising service takes hold of it, it makes each advertisement issued by that service or copy writer have a ring or a note in it that is very similar to others, and consequently is not as effective as if the brains and genius of the individual advertiser were brought out through the genius of the best salesman in that advertiser's organization.

Close Up.

Grocers put in about as long hours as anyone doing business. Why is it? There is no need of it. People can buy all the groceries they want in eight hours or nine hours just as well as they can in twelve or fourteen. And yet the average grocery store in the small towns keeps open from 6 in the morning until any old time at night. It is true that the merchants in some of the places are getting together and agreeing to close at a fixed hour, but as a rule it is a go as you please game with every man watching every other to see that no one takes the lead in shutting up for there might yet be a customer who wanted to buy 25 cents' worth of sugar. Don't do it, brethren. Get together and close everything up tight at 7 o'clock. If you can do it, make it 6:30. There is nothing lost and a whole lot gained. It is especially desirable in the summer when the boys want to get out and play ball and get a little fresh air. It is good for them and for the store. Besides you will have more time to go for a ride in your new auto if you shut the store early.—Los Angeles Commercial Bulletin.

No suit can be maintained under the common law to restrain the publication of one's portrait where it is not alleged that the publication is libelous.

A family name alone, such for example as "Davids," is not the subject of a valid trade-mark, at least as against other persons of the same name.

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.

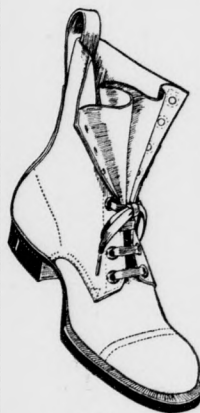
These shoes have been on the market for several years and the demand for them is so great that a separate factory has had to be constructed for their manufacture.

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



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

Some Shoe Dealers Are Ambitious Others Hope to Exist

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

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

H. B. Hard Pans

"Half Price Because Twice the Wear"

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

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

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

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

Herold-Bertsch Shoe Co.

Makers of the Original
H. B. Hard Pans

Grand Rapids, Mich.



Modern Methods Increase the Risks of Business.

In these days of grasping monopolies it is a risky speculation for any man to go into business for himself unless he has a good capital back of him to sustain him until he gets a solid footing.

These mighty aggregations grasp everything in their own aggrandizement, and they are steadily driving the smaller businesses to the wall, forcing them under by the pressure of their wealth and business standing. He must have a sharp blade indeed who would tilt his lance against them in the warfare of competition.

In all our large cities the small concerns are being centralized in the larger, no matter what the particular line may be, so that it is a hard task indeed for the small dealer to make a living in any specialty. The big stores carry nearly everything from a needle to an anchor, and the wealth behind them is so great that they can buy enormous quantities from the manufacturers for less money and so can afford to outsell their small rival, who has to limit his purchases in accordance with the demand.

The people rush where they get the most for the money, hence the great concerns are crowded, while the small dealer is left idle behind his counter.

In face of this the young man should be cautious and calculating before he launches his boat on the commercial sea and compute the chances as to sinking or keeping afloat to the haven of success.

There are thousands employed in various capacities in the great establishments who were run out of business by them and were glad to go back to a salary where they are sure of their money every pay day, with no anxiety on their minds as to risk or failure.

The wear and tear of business life on the small competitor harass him continually. He is never at rest, but always computing, planning, devising methods to get ahead, which in most cases, instead of bringing him ahead, leave him the farther behind.

All the responsibility is on his shoulders. He feels its weight at every turn and often he is tempted to cast it off and run away from his thralldom.

It is different with the man under a salary. He knows what is coming to him and he has no cares or worries. All he has to do is to keep on the job and if he is faithful to duty he is sure of preferment. Merit never goes unrewarded. He is the boss do the worrying for both. When he goes home at night he can sit down contentedly and enjoy himself, whereas the business man is constantly thinking of what he shall do next, and unless he is prospering beyond his expectations has never a contented moment or an hour of real happiness. Even when his affairs are flourishing he is anxious lest there may be a reflux.

The country is wanting brains and willing to pay for them. There are hundreds in Chicago, New York, Bos-

ton, Philadelphia and other large centers drawing salaries from \$25,000 to \$100,000 a year, sums they could never realize in any business of their own. And these men have plenty of time to enter into outside speculation to increase their wealth. Many of our millionaires of the present began as salaried men, using what they could save as the nucleus on which to rear colossal fortunes.

A man may risk his saving in a business adventure and have all swept away in a breath, leaving him stranded and helpless by the wayside. I am not deprecating business ventures, for it is such ventures that show the character of a man and prove the stuff of which he is made. To be in business for yourself broadens the mind, gives a larger view of life, and in every way develops and brings out the best traits in the makeup of a man.

Business is a great educator—working for others often cripples in-born capacity and renders the individual a mere working machine. The man who works for himself unfolds his powers and grows. His faculties are all alert and every resource taxed to the utmost to bring about best results. The struggle to get on develops the best that is in manhood—these are the points in favor of business life, but they are offset by many risks.

Whenever a young man, however, is willing to undertake the risks, every one is compelled to admire his grit and pluck. We all like to see a young man with a determination to succeed and when possible we assist him.

Despite the power of trusts and corporations and the fact that they have driven the majority of competitors out, it is possible yet for a young man to make his way along commercial lines.

The youth who has the qualities that make for success, who has tact to make himself known, and the personal magnetism to attract business, who is a good buyer, a shrewd calculator and who is honest and industrious, when he gets into the right location, may make his venture pay, although odds are pitted against him.

But when a young man goes into the business arena he should direct his steps along the lines of least resistance, he should choose a locality where competition is not keen in his particular enterprise. The man who sets up a hardware shop in the middle of the block where there are others, one at either end, displays but little business acumen, and instead of knocking the others out soon will find himself knocked out.

Competition may be the life of trade under some circumstances, but more often it is the death of trade.

To a great extent success or failure in business depends upon the man. Good temperament, polite bearing, refined manners, happy disposition, count mightily on the side of the business man.

The individual with a chronic grouch, a sour disposition and a wry face should not venture in business.

He is a failure anywhere, but more especially in any calling which necessitates daily contact with his fellows.

Some men are born to command, some to be commanded. Many when left to their own initiative are as helpless as a fish out of water. To these business would be a foreign element, so let them stay away and enter upon duties that will be assigned them by more masterful minds than their own.

It is the self-assertive man, the man who relies upon himself, who evolves his own ideas and puts his own schemes into operation who succeeds in business life. Such men stamp their own individuality on their work and make it a success. And it is the competition of this class of men that has elevated and made the business of the country flourishing. It has been a battle of giants and the strongest giants have won out.

Madison C. Peters.

Placing Him.

They met again at the same old seaside resort.

"Your face looks familiar," he said; "weren't we engaged last season?"

Her face brightened instantly. "That's just what we were!" she cried, gleefully; "I knew I had captured nine that season, but I could only account for eight until you spoke!"

The trouble is that people who have money are content to think money.

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.**

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.

**Ionian, Fountain and Division Sts.
Entrance to retail store 76 N. Ionian St.**



McIntyre

Motor Wagons

Cost no more than a good team and wagon—not as much as many teams. Up-keep is less than the cost of keeping a horse—much less. Will do twice the work of the best team at a fraction of the cost. A McINTYRE eats only while working—the horse eats work or no work.

Write for Catalogue No. 182.

W. H. McINTYRE CO., Auburn, Ind.

256 Broadway
New York

1730 Grand Ave.
Kansas City

418 Third Ave. So.
Minneapolis

Tudhope-McIntyre Co.
Orillia, Canada

The Cigar That Costs a Hundred Dollars.

The Old Man is not a non-smoker by any means. Heavens, no! But he does not permit my Lady Nicotine to get in her work except when he's off the job. He flirts with the little lady almost incessantly after he has banged the roll top into place. While he doesn't use the five-dollar Havana accredited to J. P. Morgan, he is some connoisseur of the delicious weeds at that. He calls tobacco his slave. He prides himself that it isn't the other way. He told me a story the other day of a youth who smoked a cigar that cost one hundred dollars. It's short, so here it is—all of it:

"Talking about our favorite brands," he said as he rolled his unlighted Panatella to the other side of his mouth, "puts me in mind of a young salesman who dropped in on me the other week. He had worked for me at one time, and I must say he rang the bell with me at the time. When he next turned up he was selling lithograph work for a big Chicago establishment. His approach was great and I knew he'd sell me at once. He had talked for some five minutes when he produced a cigar and lighted it complacently. During the operation I managed to get in two or three questions, and was astounded that he lacked his initial ginger altogether when he continued. I was puzzled, strove to analyze his difficulty, wondered where the sand in his gear box was trickling down from.

"Before I could arrive at my solution he had closed me for a hundred dollars' worth of lithograph work. We sat talking reminiscently for a few minutes, and then he rose to go, thanking me for coming through.

"My boy," I said, shaking hands with him, "you smoke expensive cigars."

"Three for a quarter is all," he laughed.

"Guess again," I answered. "That cigar cost you a hundred dollars."

"He wanted to know what I meant."

"Listen," I answered. "You could have convinced me that I needed two hundred dollars' worth of lithograph work if you hadn't divided your attention between your selling and your cigar. I saw in a second that something was wrong when you raised the match to your cigar. I was puzzled for a moment; then I realized what was the matter. Listen. This selling work is no parlor play. A man can not divide his attention between it any anything else. They tell us that Caesar diverted himself by dictating seven letters at once, and slipping in a job or two simultaneously in addition. But the rest of us can't.

"The line-plunging fullback, no matter how much beef he boasts, makes a lesser gain every time he bucks the line and tries to adjust his shin guard at the same time. Mansfield never sent a chill through the frame of a soul in the audience if he tried to adjust his shoe-lace and do the transformation stunt in the Jekyll and Hyde show at the same time. Our

business requires every ounce of energy and strategy and attention we can muster. We are running a series of hundred-yard dashes. We can not swerve our attention or any part of it to anything else. Do you get me?"

"I get you," replied the lad. "I owe you a dividend on my subsequent sales."

"Keep it," I answered.

"I like the youngster's spirit. Nine out of ten would have sneered at my sentiments the moment they were out of my office. The youngster has quit smoking-and-selling. His cigars, he writes me, are all the sweeter when taken now and then as occasion offers opportunity."

Newton A. Muessle.

Why Circulars Fail.

Circulars and booklets do not always yield the returns they should because printing is so cheap. It costs so little to get one a lot of circulars that the druggist does not always put the thought and work into them necessary to bring results. The circular should be a straight business talk, concise and definite. Short words and short sentences make easy reading. The first thing that must be accomplished is to fix the reader's attention before he has an opportunity to throw the circular away. The circular must show him some way in which he is to profit, otherwise it fails.

The druggist must have something to offer. If he is announcing the arrival of new goods, he must create an interest in the goods. After the copy has been prepared the printing remains to be looked after and this, too, is important. No matter how carefully the copy has been prepared or how readable it may be, its effect will be lost if it is printed with poor type on flimsy paper. The reader gets his first impression of a booklet or circular from its general appearance. The type should be clear and readable, the plainer the better. If illustrations are used they must have some direct connection with the letter press, and should not be put in simply to fill up unless under very unusual circumstances. Good printing is not always a matter of price. Taste is as necessary as good paper, ink or type, and every printer can not turn out good work. A circular to be effective must possess character.

Thomas W. McLain.

Rushing Them Off.

"What's Zeke Crosby doing rushing down to the barn in such an excited state for?" drawled Hiram Hardapple.

"Why, Zeke heard that one of his seven daughters is going to clope tonight with a summer boarder in Zeke's auto," whispered the hired man.

"Do tell! And I suppose Zeke is running down to lock the machine up so they can't get it?"

"Oh, no! Zeke's running down to grease it up and put the motors in order so it won't break down and break up the elopement."

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.



THE MAN WHO SUCCEEDS.

He Must Everlastingly Believe in Himself.

The man who would shine in this world must have a good exterior to reflect the light—he must be a first class animal. The body must be in a state of perfect health. If not it can not discharge the natural functions and disease must be the result.

To be a first class man, a man who can make his way in the world irrespective of conditions and surroundings, the body must be in a state of health to discharge the duties necessary to the environment of life in which its lot is cast.

Health is an absolute requisite of wholesomeness, and only wholesomeness can hope to succeed, especially in this age when the wheels of existence have to revolve with such accelerated velocity.

A crack, a fissure, a broken flange, an unsound fellow, or a weak spoke will send the whole machinery out of gear and render it useless for the race.

Every part of the mechanism must respond in unison, answer to its allotted design in the composition of the whole, or there can not be healthy action.

When God sent man into the world, a living, breathing, sentient creature, he gave him a perfect body, its every chord and muscle attuned in harmony with his natural surroundings.

'Tis man himself that interferes with God's handiwork and skill in the matter of his body. By living wrongly he spoils the beautiful work of an Almighty hand. The delicate mechanism of a costly watch can be destroyed in a moment by bungling with the works and all the skill of the artificer thus rendered useless and vain.

To be successful in life, to work out our mission according to the designs God had in view in our creation, we must be healthy, must be good natured, and live in the sunlight of life.

In a great measure success is a matter of right relation with our fellows. This relation we can not maintain if we are gloomy and taciturn, sour and vinegary towards them.

We must attract, not repel, and to attract it is absolutely necessary to possess the attraction. A sound body, a smiling countenance, a hearty laugh, a warm hand-clasp, cheery words—these are qualities which draw our fellow beings to us as honey draws the flies in summer.

When Cicero became dyspeptic he knew that his usefulness as well as

his power was gone for the time being. To get both back he knew he must get rid of the dyspepsia, so he flung down his quill, cast off his toga and made for Greece, where he entered a gymnasium and underwent two years of rigid treatment. He came back cured to flagellate Catiline before the senate with the iron scourges of his withering invective and to make Antony shiver in his sandals.

Many men of our own day are emulating the example of Cicero by entering gymnasiums and retreats to build up their bodies so as again to be ready for the fray of life and snatch success from the arms of defeat.

The harshness, the bitterness, the jarring that curse the daily intercourse of life arise for the most part from ill health or a lack of correlation in the bodily makeup. The grouching, fidgety, fault-finding individuals look through blue glasses, and the consequence is that everything they see is off color.

The man whose liver is out of order has the jaundice, the jaundice affects the eyesight, and the result is that the vision becomes yellow tinged.

A bundle of tangled nerves can not respond to the music of the Eolian harp of right living. Many great men were handicapped in life by delicate bodies, but they called will and determination to their assistance and triumphed over corporal weakness. Paul was a hunchback, yet became the greatest of preachers. Julius Caesar never planned a battle without an attack of epilepsy. Pascal was an invalid from early manhood. Alexander Pope was a dwarf and the butt of ridicule. Milton was blind, but saw more with the eye of intellect than any other man. Parkman, our greatest historian, suffered all his life, and could not use his eyes for more than five consecutive minutes. Beethoven drew forth matchless and immortal harmonies, but his dull ears could not absorb the ecstatic sounds. These men, however, fought so well against natural drawbacks that they became victors.

Napoleon's physical deterioration, not the delay of Blucher, lost the French Waterloo. The planning was all right, the brain had not lost its cunning, but when the crucial moment arrived the physical machine was out of order and so could not do the work as formerly. It was Napoleon who said that the first requisite of good generalship is good health, and he well demonstrated the remark in his own person.

He who conserves his health to such a standard that he is enabled to endure is sure to win out. He has the stamina to back him in the race, and this gives him the necessary confidence in himself. Such a man inspires confidence. The people depend on him to make good and he seldom or never fails them.

The supremacy of the Greeks as a nation was attributable to their commanding physique. Aeschylus had a body which was the pride of his countrymen and his prowess gave such confidence at the battle of Salamis that there never was any doubt of the issue. The imposing presence of many other great commanders so inspired their men that all fear took wings and victory became assured.

Richard Coeur de Lion was a man of such splendid physique that his followers looked upon him as invincible and eagerly rushed wherever he led. The Saracens used to frighten one another by saying: "King Richard is coming again."

William the Conqueror was another commander of magnificent bodily perfection. His defeat of Harold at Hastings was not brought about so much by numbers as by the superiority of the Norman leader over his Saxon opponent.

Strength ever and always gives confidence and it is confidence that in the end wins the battle of life.

The man who does not believe in himself will never succeed. It is the man who takes a firm grip of himself, who relies on his own ability and says: "I can," that rises superior to every occasion, conquers all difficulties, sweeps them aside as cobwebs and makes of his life a success—a blessing to himself and a benefit to his kind. Madison C. Peters.

Gravity and Water Affect Growth.

Gravity directs the growth of root and shoot from the sprouting seed. It forces organs and organisms to carry a large proportion of their own weight or perish. When plants and animals live in water over 750 times as much of their weight is carried for them as if they were growing in the air. When plants are supported on trellis or grow on trees their mechanical strength, the development of their supporting load tissues, corresponds to the lessened load. "The gardener," says Prof. J. J. Peirce, of Leland Stanford, Jr., University, "who trains his peach trees on the Southern face of a wall, knows well that such trees are mechanically weaker although more prolific than other peach trees growing unsupported in the same inclosure."

The delicate stalks of the blossoms of apple, peach or prune thicken and strengthen as the fruit sets, grows and ripens, the increased pull of gravity stimulating the living stalk to meet the greater strain by greater strength. The force of gravity acts constantly, unchanging from season to season, cycle to cycle, and stimulates the growing plant and animal to develop an adequate skeleton and to attain a balance of parts which will tend to stability.

Water opposes the force of gravity by buoying up and carrying so large a fraction of the weight of the creatures living in ponds, streams and the sea. In addition it has a positive influence of its own. We are used to the directive influence which causes the wild creatures of field and forest to make the runway between den or nest and water hole. Water is the surrounding medium in almost every chemical reaction which takes place outside the living body, and in every chemical reaction within the living body its importance is evident enough. The shape, size, structure and covering of every animal and plant are influenced by the ease with which water may be obtained and held.

All land animals and plants lose water from their bodies by evaporation. Aquatics do not. Land animals and plants get water through limited parts of their bodies. Aquatics take it in all the time through their entire surface. The land animal and plant have a system of distributing water. The aquatics do not need this. So the differences in structure between land and water organisms is due partly to their relations to water. If water is absent life is absent. It is a constant, uniform and unavoidable formative influence in nature.

It shows the innate superiority of the masculine sex that a man can be bald and still be loved.

The Servant Question Solved

There is a solution you may not have thought of in the excellent menu and homelike cooking at

Hotel Livingston
Grand Rapids

Hotel Cody

Grand Rapids, Mich.

W. P. COX, Mgr.

Many improvements have been made in this popular hotel. Hot and cold water have been put in all the rooms.

Twenty new rooms have been added, many with private bath.

The lobby has been enlarged and beautified, and the dining room moved to the ground floor.

The rates remain the same—\$2.00, \$2.50 and \$3.00, American plan. All meals 50c.



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.

Late State Items.

Detroit—A corporation has been formed under the style of the Griswold Motor & Body Co., which will manufacture engines, motors, motor carriages, wagons and trucks, with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in cash.

Jackson—The M. & K. Corset Co. has been incorporated to make corsets, petticoats, dress skirts and other women's wearing apparel, with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed, \$2,627.99 being paid in in cash and \$3,372.01 in property.

Detroit—The Oldberg Manufacturing Co. has been incorporated to make automobiles, gas engines, automobile accessories and other mechanical contrivances, with an authorized capital stock of \$10,000, all of which has been subscribed, \$5,100 being paid in in cash and \$4,900 in property.

Glenwood—E. H. Hitchcock has purchased of Mark Oppenheim, of Dowagiac, the machinery formerly used in the Dowagiac Furniture Co.'s factory and will engage in the manufacture of tablets or cabinets for the handling of phonograph records and a circular desk letter file. Mr. Hitchcock is now a fern shipper.

Ionia—At a recent meeting of the stockholders of the Ionia Gas Light & Coke Co., it was voted to increase the capital stock of the company from \$50,000 to \$75,000 and to sell to local investors enough of this stock to cover the expense of the new gas holder now being erected, the balance of the stock to be held in the treasury.

Detroit—At a meeting of the directors of the Chelsea Stove & Manufacturing Co. a comfortable margin of profit was shown from the operation of the former Glazier plant since the receiver was discharged eight months ago. The directors are much pleased with the showing the plant has made since the reorganization, and complimented Harry L. Stanton, the manager, who went to Chelsea from Lansing to try to bring success out of failure.

Detroit—Local stockholders of the American Lumber Company are receiving circulars explaining a proposed refunding plan and bond issue for the cleaning up of current debts, preparatory to the maturing of \$385,000 of its first \$600,000 bond issue, two years hence. While the company appears to be in good condition and has large timber holdings, mills and a railroad, it suffered along with other industries as a result of the recent financial depression. A stockholders' meeting will be held in East Orange, N. J., July 19.

Menominee—The plant of the Diamond Match Co. has been closed permanently, and the property is now for sale. Manager E. J. Ellenwood, who managed the plants of the company in Menominee; Haywood, Wis.; and Cloquet, Mich., has resigned his position. The Diamond Match Co. has operated a plant here since the old A. W. Clark Co. wound up its

business in the city. Previous to that time, the A. W. Clark Co. and Clark & Baker operated a plant for the manufacture of match blocks. Of late the plant has been employing only a small crew and most of the match timber was brought here from points outside of the city. The plant was closed some time ago. The location is ideal for manufacturing purposes.

In Keeping With the Spirit of the Times.

The new limitation of credit plan or prompt payment plan recently inaugurated by the produce and dairy products dealers will reach a crisis to-morrow evening, immediately after which fully one hundred retail merchants in the city will probably be placed on a cash basis so far as the purchase of goods is concerned from local dealers. When the new movement was inaugurated by the produce men both the wholesale and retail merchants were given an extra month in which to take care of their bills, but current bills were expected to be taken care of by Thursday evening of the week following the week in which the bills were incurred. Most of the retail dealers have fallen in line and accepted the situation cheerfully so far as current bills are concerned, but, as above stated, about one hundred retail dealers are still in arrears on old matters which they have the opportunity of settling either by cash or note on or before to-morrow evening. Those who do not settle by that time will be debarred from buying goods on even a week's credit hereafter. They will be compelled to pay for the goods as they get them or as they are delivered to their stores from the wagon of the jobber.

While some of the wholesale merchants have also fallen under the ban, most of the credit men connected with the wholesale grocery trade approve of the plan of the produce men and say that it ought to succeed because business is getting closer and closer to a cash basis all the while, especially with perishable goods. The wholesale grocer now pays for his rice and his California dried fruits as soon as the goods arrive. In fact, he can not get the goods from the freight house until he secures the bill of lading which is attached to the draft. The same is true of several lines in the produce business. Credits are being narrowed down more and more every year. Goods are being sold on closer margins. Business is being conducted on a smaller expense ratio. Such being the case the retail dealer should curtail his lines of credit to that extent that he can pay for his goods more promptly. Wholesale grocers point to the fact that the American Tobacco Company will not sell a wholesale grocer who does not discount his bills, on the ground that a merchant who can not afford to avail himself of a discount which nets him 12 per cent will not long remain in business. The whole trend of business is toward shorter credits and, while the manufacturer and jobber have gotten into line, the

retailer ought to get busy and restrict the credit of the consumer to that extent that he can keep in step with the manufacturer and jobber.

New Safety Device For Oil Tanks.

Explosiveless oil tanks delight Liverpool. A simple device is constructed on the principle of the miner's lamp, so that when the flame is surrounded by a good conductor the heat is carried off as rapidly as generated and the temperature falls below that necessary for the combustion of the gases to continue on the side of the conductor remote from the flame.

Although the vapor which arises from the petrol within a tank may be ignited at the mouth of the filling socket, yet if that socket has a fine gauze partition which is provided for inside the safety device the gases within the tank can not be ignited. The gauze is protected by perforated metal shields. The device is placed inside the tank and the cap which is screwed on to the filling hole is fitted with a small safety plug; this is fixed into the socket by means of soft solder, which if the tank should become heated by fire in its vicinity speedily melts, and bursting it releases the internal pressure and so renders impossible an explosion.

In Liverpool a bonfire of wood and shavings saturated with petroleum was lighted under a steel drum containing thirteen gallons of petroleum spirit. The tank was fitted with the safety device. A strong breeze was blowing. The fire burned with great

rapidity. After three or four minutes the safety plug shot into the air and there was a jet or flame from the escaping vapor, but no possible danger of an explosion.

The use of this device is said to be compulsory in Germany, Austria and Hungary. It also has been adopted by several English municipal corporations, while the chief of the London fire brigade requires it to be fitted to all vessels used for storing petroleum whether in the fire stations or in the motor vehicles and engines. The city restrictions as to explosives in the corporation by laws have been modified as a result and insurance companies have offered considerable reductions in fire premiums to those by whom it is employed.

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

Buffalo, July 14—Creamery, fresh, 24@26½c; dairy, fresh, 20@22c; poor to common, 17@19c.

Eggs—Strictly fresh, 22½@23c.

Live Poultry—Fowls, 14c; ducks, 12@14c; geese, 10c; old cox, 10c broilers, 18@21c; turkeys, 12@14c.

Dressed Poultry—Fowls, 15@16c; 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—New, \$2.60@2.65 per bbl. Rea & Witzig.

A man is very apt to meet his old acquaintances at the rummage sale.

You Must Sell Genuine Sardines

To Please Sardine Lovers
"Small Fish in a Can" Won't Do

California
Genuine
Sardines



Are the
Best in the
World

They are caught in Pacific waters along the southern coast of California, and canned in East San Pedro, California. They are **REAL SARDINES**, exactly the same as the imported fish, but fatter and better flavored. We pack them in

OIL AND TASTY SAUCES
Tomato, Mayonnaise—Soused in Spices

BRANDS:

Gold Fish
Sunset
Senorita
LaRouchelle
Mission

**STYLES:**

Ravigote
LeCroix
Boneless

Cannery, San Pedro, California

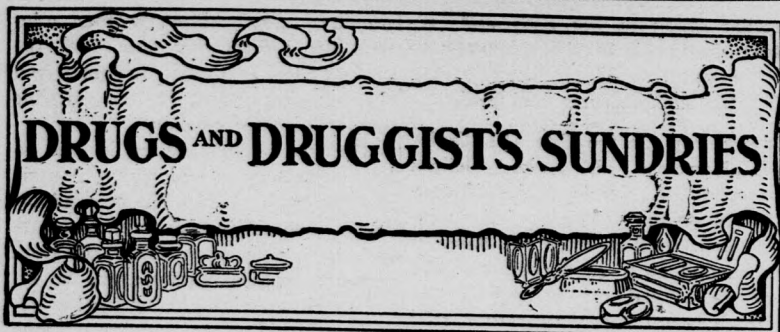
The only cannery of Genuine Sardines in America that is operated twelve months in the year in the same line of business.

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Building Up a Candy Business as a Side Line.

Not many years ago and quite within the memory of many of the readers of the Tradesman a contribution on this topic would have been the subject for as much ridicule as if it had treated on the cutting of hair; but competition with its cutting of prices has driven the pharmacist—even the one who fain would stick to the drug business—to look for his rent and spending money to his numerous side lines.

The candy department is not new—coltsfoot, rock, horehound, licorice and cough drops have always had their places. Stress of circumstances has merely enlarged this as the demand for herbs has lessened.

The secret of building up a good candy business lies in concentration on one particular brand. A smattering of six or seven little specialties will result in killing only small game. Rifle shots are required for elephants.

The selection of a particular line to push is the first problem. Soft, creamy candies do not ship, box or keep well, hence a brand of the firmer goods should be looked for. A line made too near one's own home town will not sell as well as one made farther away and well advertised, while, on the other hand, freight rates on too distant points must be considered. In selecting just what to buy each must look to the demands of his particular trade and then educate it to the better grades.

When buying I would advocate doing so in bulk, in five-pound boxes, not assorted. Get some well made one-half, one and two-pound empty cartons, have them printed in large type with the name of the brand, such as Lowney's, Gunther's, etc., and in addition have your own name and the words, "special assortment of." That is where you'll differ from your competitors. With the bulk goods in your case you can satisfy the most fastidious.

It will surprise you how soon people will be asking for equal parts of their favorite kinds, assorted, and

you are the only one who can give them just what they like. Their friends will hear of it and a good advertising campaign has been commenced.

To introduce a new line the shortest cut is to have a box open to sample form. Give one or two to your customer. While he is enjoying the flavor tell him all the good qualities, get him acquainted with your way of handling them. The slogan of the latest candymakers' convention was, "Boost chocolates, for one is so good it taste like another." The one your customer has in his mouth will probably sell a box on the spot.

Keep your line always before the public. Use an outside sign and one or more inside ones. Feature the candy department on your bill heads. If your tooth brush case is the best in the store give it to your candies for Thanksgiving, Christmas and Easter. People will ask for tooth brushes, but you must tempt them—yes, even dare them—to buy the luxuries. Put nothing but candies in that case. Trim it often and neatly. A large quantity of one special package is better than a few of twenty or more patterns.

Window trims are very essential. Thanksgiving, Christmas and Easter windows sell most goods, but do not confine your efforts to those three displays. One in six weeks would be nearer the right proportion. Price your packages—let the sidewalk customer buy what he wants and know how much it is.

A suggestion well worth trying was brought to my notice a few days ago, that of keeping the candies in a refrigerator and serving them ice cold, featuring the coldness of the product. It certainly does add to the pleasure of eating those with a soft filling and, I am told, increases the sales greatly.

Back of the whole business lies the man. Have confidence in the goods you handle or pitch them out. Talk quality to your clerks—also profits. Get them enthused and they will boost the sales by their interest and enthusiasm more than ten thousand dollar advertisements in magazines or papers could ever hope to do.

W. C. Scott.

Formulas For Weed Exterminators.

A bulletin issued by one of the agricultural experiment stations gives the following information concerning the use of chemical as weed exterminators: Common salt may be used for the purpose. (1) By cutting off the larger plants at the summit of the

root a few inches beneath the ground and throwing into the cavity so made a large handful. If this is thoroughly and carefully done it may prove very effective indeed. (2) By sowing salt freely about over the weedy spots after surface cutting the growth. This method might kill some weeds, but can not prove satisfactory in general. (3) By proceeding as before, but turning in stock to feed where the salt was strewn. This method would probably benefit the stock, but will generally fail to kill the perennial weeds. (4) By pouring cold or hot brine upon the cut ends of weeds or their roots. In this case if the soil was quite loose and the method thoroughly carried out, it might prove very effective indeed. Salt will certainly kill vegetation, but it must be used in great quantity, and would therefore be applicable to very limited areas.

Lime used profusely has often met with partial success as a weed exterminator. Its use on weeds growing in soils known to be lacking in that element would serve a double purpose, as the weeds would be of a nature to be most badly affected by its use, while the land would be thereby improved for crops needing it. The use of coal oil or kerosene as a weed exterminator can not be recommended, as it will prove too costly, and at the same time only effective when poured liberally upon small areas of soil. Sulphuric acid will kill any weed; yet, strong as it is, it must be applied directly to each individual

root stock whose eradication is desired, thus rendering the process a tedious and costly one. The sulphates of metals, like sulphate of zinc, sulphate of copper, etc., might be used in the same way and prove efficacious, but the cost is to be considered. Experience and experiment have conclusively proved that any extended use of chemicals as weed killers is always attended by more expense and labor than the results can possibly compensate for.

In addition to the opinion quoted in the foregoing we print (for what they are worth) the following formulas, taken from an English horticultural formulary:

Arsenic 2 pounds
 Caustic soda 1 3/4 pounds
 Water 12 gallons

Boil until dissolved. Cool and add:
 Crude carbolic acid 1/4 pint
 Common ink 1 qt.

For use dilute with 25 gallons of water. (This is exceedingly poisonous.)

Weed Destroyer for Lawns.
 Green vitriol 2 lbs.
 Crude sulphate of ammonia .. 56 lbs.
 Fine sand or sandy soil to...100 lbs.

Non-Poisonous Weed Killer.
 Alum 7 lbs.
 Green vitriol 7 lbs.
 Water 6 gals.

For use, dilute with 4 gallons of water.

If a man were only as patient in business as he is in fishing, what couldn't he accomplish?

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

Aceticum 60@ 8	Copalba 1 75@1 85
Benzoicum, Ger. 70@ 75	Cubebae 2 25@2 35
Boracie 12@ 12	Erigeron 2 35@2 50
Carbolicum 16@ 23	Evechthitos 1 00@1 10
Citricum 48@ 55	Gaultheria 2 50@4 00
Hydrochlor 3@ 10	Geranium 75@ 75
Nitrosum 8@ 10	Gossypii Sem gal 70@ 75
Oxalicum 14@ 15	Hedoma 2 50@2 75
Phosphorium, dil. 15@ 15	Junipera 40@21 20
Sulphuricum 14@ 41	Lavendula 90@23 60
Tannicum 75@ 85	Limons 1 15@1 25
Tartaricum 38@ 40	Mentha Piper 1 75@1 90
Ammonia 12@ 14	Menta Verid 2 80@3 00
Aqua, 18 deg. 40@ 6	Morhuale, gal. 1 60@1 85
Aqua, 20 deg. 60@ 8	Myrica 3 00@3 50
Carbonas 13@ 15	Olive 1 00@1 00
Chloridum 12@ 14	Pisces Liquida 10@ 12
Black 2 00@2 25	Pisces Liquida, gal. 4@ 40
Brown 80@1 00	Ricina 94@1 00
Red 45@ 50	Rosae oz. 6 50@7 00
Yellow 2 50@3 00	Rosmarini 1 00@1 00
Bacca 30@ 35	Sabina 90@1 00
Juniperus 10@ 12	Santal 45@ 50
Xanthoxylum 30@ 35	Sassafras 85@ 90
Balsamum 65@ 75	Sinapi, ess. oz. 6@ 65
Copalba 2 75@2 85	Succini 40@ 45
Peru 85@ 90	Thyme 40@ 50
Terabin, Canada 40@ 45	Thyme, opt. 51@ 60
Tolutan 40@ 45	Theobromas 15@ 20
Cortex 18@ 18	Tigill 1 10@1 20
Abies, Canadian. 18@ 18	Potassium 15@ 18
Cassia 20@ 20	Bi-Carb 15@ 18
Cinchona Flava 18@ 18	Bichromate 13@ 15
Buonymus atro. 20@ 20	Bromide 25@ 30
Myrica Cerifera 15@ 15	Carb 12@ 15
Prunus Virgin. 15@ 15	Chlorate 12@ 14
Quillaja, gr'd. 24@ 24	Cyanide 30@ 40
Sassafras, po 25 24@ 24	Iodide 2 50@2 60
Ulmus 20@ 20	Potassa, Bitart pr 30@ 32
Extractum 24@ 30	Potassa Nitras opt 7@ 10
Glycyrrhiza, Gla. 28@ 30	Potassa Nitras 4@ 8
Glycyrrhiza, po. 28@ 30	Prussiate 23@ 26
Haematox 11@ 12	Sulphate po 15@ 18
Haematox, 1s 13@ 14	Radix 20@ 25
Haematox, 1/2s 14@ 15	Aconitum 20@ 25
Haematox, 1/4s 16@ 17	Althae 30@ 35
Ferru 15@ 15	Althae 30@ 35
Carbonate Precip. 15@ 15	Anchusa 10@ 12
Citrate and Quina 15@ 15	Arum po 20@ 25
Citrate Soluble 15@ 15	Calamus 20@ 25
Ferrocyanidum S 15@ 15	Gentiana po 15 12@ 15
Solut. Chloride 15@ 15	Glycyrrhiza, po 15 12@ 15
Sulphate, com'l. 2@ 2	Hellebore, Alba 12@ 15
Sulphate, com'l. by 7@ 7	Hydrastis, Canada 12@ 15
Sulphate, pure 7@ 7	Hydrastis, Can. 12@ 15
Flora 20@ 25	Insula, po 12@ 15
Arnica 20@ 25	Ipecac, po 2 00@2 10
Anthemis 50@ 60	Iris dio 35@ 40
Matricaria 30@ 35	Isana, pr. 65@ 70
Folia 50@ 60	Maranta, 1/2s 15@ 18
Barosma 50@ 60	Podophyllum po 75@ 100
Cassia Acutifol. 15@ 20	Rhei 100@1 25
Tinnevely 25@ 30	Rhei, cut 1 75@1 00
Cassia, Acutifol. 25@ 30	Rhei, pv. 75@1 00
Salvia officinalis, 18@ 20	Sanguinari, po 18@ 25
1/2s and 1/4s 8@ 10	Scilla, po 45 45@ 50
Uva Ursi 8@ 10	Senega 50@ 55
Gummi 65@ 65	Serpentaria 50@ 55
Acacia, 1st pkd. 45@ 45	Smlax, M 4@ 48
Acacia, 2nd pkd. 45@ 45	Smlax, off's H. 45@ 50
Acacia, 3rd pkd. 45@ 45	Spigella 45@ 50
Acacia, sifted sts. 45@ 45	Symplocarpus 25@ 25
Acacia, po 45@ 45	Valeriana Eng. 15@ 20
Aloe, Barb 22@ 25	Valeriana, Ger. 15@ 20
Aloe, Cape 22@ 25	Zingiber a 12@ 18
Aloe, Socotri 45@ 45	Zingiber j 25@ 28
Ammoniac 55@ 60	Semen 13@ 15
Asafoetida 60@ 65	Anisum po 20 13@ 15
Benzoinum 50@ 55	Anlim (gravel's) 4@ 6
Catechu, 1s 13@ 13	Bird, 1s 7@ 8
Catechu, 1/2s 13@ 13	Cannabis Sativa 70@ 90
Catechu, 1/4s 13@ 13	Cardamon 70@ 90
Comphorae 60@ 65	Carul po 15 15@ 18
Euphorbium 40@ 40	Chenopodium 25@ 30
Galbanum 10@ 10	Coriandrum 12@ 14
Gamboge, po. 1 25@ 35	Cydontium 75@ 100
Gauaiacum po 35 25@ 35	Dipterix Odorate 2 50@2 75
Kino, po 45c 25@ 35	Foeniculum 7@ 9
Mastic 75@ 75	Foenugreek, po. 7@ 9
Myrrh, po 50 75@ 75	Lini, gr'd. bbl. 2 1/2 3@ 6
Opium 65@ 75	Lobelia 75@ 80
Shellac 45@ 55	Pharlaris Cana'n 9@ 10
Shellac, bleached 60@ 65	Rapa 5@ 6
Tragacanth 70@ 1 00	Sinapis Alba 8@ 10
Herba 45@ 60	Sinapis Nigra 9@ 10
Absinthium 45@ 60	Spiritus 2 00@2 50
Eupatorium oz pk 20@ 20	Frumentum W. D. 2 2 00@2 50
Lobelia, oz pk 20@ 20	Frumentum 1 25@1 50
Majorium oz. pk 20@ 20	Juniperis Co. 1 75@2 50
Mentha Pip. oz pk 25@ 25	Juniperis Co O T 1 65@2 10
Mentha Ver. oz pk 25@ 25	Saccharum N B 1 90@2 10
Rue, oz pk 25@ 25	Sut Vini Galli 1 75@6 50
Tanacetum, V. 25@ 25	Vini Alba 1 25@2 00
Thymus V. oz pk 25@ 25	Vini Oporto 1 25@2 00
Magnesia 55@ 60	Sponges 1 25@1 50
Calcined, Pat. 18@ 20	Extra yellow sheeps' 1 25@1 50
Carbonate, Pat. 18@ 20	wool carriage 1 25@1 50
Carbonate, K-M. 18@ 20	Florida sheeps' wool 3 00@3 50
Carbonate 18@ 20	carriage 1 25@1 50
Oleum 4 90@5 00	Grass sheeps' wool, 1 25@1 50
Absinthium 4 90@5 00	carriage 1 25@1 50
Amygdalae Dulc. 75@ 85	Hard, slate use. 1 00@1 00
Amygdalae, Ama 8 00@8 25	Nassau sheeps' wool 3 50@3 75
Anisi 1 90@1 90	carriage 3 50@3 75
Aurant Cortex 2 75@2 75	Velvet extra sheeps' 2 00@2 00
Bergamili 5 5@5 5	wool carriage 2 00@2 00
Cajuputi 1 25@1 25	Yellow Reef, for 1 40@1 40
Caryophilli 1 25@1 25	slate use 1 40@1 40
Cedar 1 25@1 25	Syrups 50@ 50
Chenopadii 3 00@4 00	Acacia 50@ 50
Cinnamoni 1 25@1 25	Aurant Cortex 50@ 50
Citum Mae 80@ 90	Ferri Iod 50@ 50
Citronella 60@ 70	Ipecac 50@ 50
	Rhei Arom 50@ 50
	Sinapis Off's 50@ 50
	Senega 50@ 50

Lupulin 40@ 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	Oils bbl. gal.
Magnesia, Sulph. 3@ 5	Sanguis Drac's 40@ 50	Lard, extra 35@ 90
Magnesia, Sulph. bbl 1 1/2@ 1 1/2	Sapo, G 15@ 15	Lard, No. 1 60@ 65
Mannia S. F. 60@ 70	Sapo, M 10@ 12	Linseed, pure raw 56@ 60
Menthol 3 00@3 25	Sapo, W 13 1/2@ 16	Linseed, boiled 57@ 60
Morphia, SP&W 2 90@3 1	Seidlitz Mixture 20@ 22	Neat's-foot, w str 65@ 70
Morphia, SNYQ 2 90@3 15	Sinapis 18@ 18	Spts. Turpentine Market
Morphia, Mal. 2 90@3 15	Sinapis, opt. 30@ 30	Whale, winter 70@ 76
Moschus Canton 40@ 40	Snuff, Maccaboy 51@ 51	Paints bbl. L
Myristica, No. 1 25@ 25	De Voes 51@ 51	Green, Paris 21@ 26
Nux Vomica po 15 10@ 10	Snuff, S'h DeVos 51@ 51	Green, Peninsular 13@ 16
Os Sepia 35@ 40	Soda, Boras 6@ 10	Lead, red 7 1/2@ 8
Pepsin Saac, H & 1 00@1 00	Soda, Boras, po. 6@ 10	Lead, white 7 1/2@ 8
P D Co 1 00@1 00	Soda et Pot's Tart 25@ 28	Ochre, yel Ber. 1 1/2@ 2
Pisces Liq N N 1/2 2 00@2 00	Soda, Carb 1 1/2@ 2	Ochre, yel Mars 1 1/2@ 2
Pisces Liq qts 2 00@2 00	Soda, Bi-Carb 3@ 5	Putty, comm'l 2 1/2@ 2 1/2
Pisces Liq pints 2 00@2 00	Soda, Ash 3 1/2@ 4	Putty, strict pr 2 1/2@ 2 1/2
Pil Hydrang po 80 2 00@2 00	Spts. Sulphas 2@ 2	Red Venetian 1 1/2@ 2
Piper Alba po 35 13@ 13	Spts. Cologne 2@ 2	Shaker Prep'd 1 25@1 35
Piper Nigra po 22 13@ 13	Spts. Ether Co. 50@ 55	Vermillion, Eng. 75@ 80
Pix Burgum 2@ 2	Spts. Myrcia 2@ 2	Vermillion Prime 13@ 15
Plumbi Acet 12@ 15	Spts. Vini Rect bbl 2@ 2	Whiting Gilders' 95@ 95
Pulvis Ip'cet Opil 1 30@1 50	Spts. Vini Rect 1/2 b 2@ 2	Whit'g Paris Am'r 25@ 25
Pyrethrum, bxs. H 25@ 25	Spts. Vini R't 10 gl 2@ 2	Whit'g Paris Eng. 25@ 25
P D Co doz. 25@ 25	Strychnia, Crys'l 1 10@1 30	Whiting, white S'n 1 40@1 40
Pyrethrum, pv. 20@ 25	Sulphur Subl 2 1/2@ 3 1/2	Varnishes 1 60@1 70
Quassia 8@ 10	Sulphur, Roll 2 1/2@ 3 1/2	Extra Turp 1 60@1 70
Quina, N. Y. 17@ 27	Tamarinds 8@ 10	No. 1 Turp Coach 10@1 20
Quina, S. Ger. 17@ 27	Terebenth Venice 28@ 30	
Quina, S P & W 17@ 27	Thebromae 48@ 50	

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Walrus Soda Fountains

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and furnish prices that are right for
the goods furnished. * * *

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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

	A	Col
Ammonia	1	1
Axle Grease	1	1
	B	
Baked Beans	1	1
Bath Brick	1	1
Bluing	1	1
Brooms	1	1
Brushes	1	1
Butter Color	1	1
	C	
Candles	1	1
Canned Goods	1	1
Carbon Oils	1	1
Catsup	1	1
Cereals	1	1
Cheese	1	1
Chewing Gum	1	1
Chicory	1	1
Chocolate	1	1
Clothes Lines	1	1
Cocoa	1	1
Cocoa-nut	1	1
Cocoa Shells	1	1
Coffee	1	1
Confections	11	1
Crackers	1	1
Cream Tartar	1	1
	D	
Dried Fruits	1	1
	F	
Farinaceous Goods	1	1
Feed	1	1
Fish and Oysters	10	1
Fishing Tackle	1	1
Flavoring Extracts	1	1
Flour	1	1
Fresh Meats	1	1
	G	
Gelatine	1	1
Grain Bags	1	1
Grains	1	1
	H	
Herbs	1	1
Hides and Pelts	10	1
	I	
Jelly	1	1
	L	
Licorice	1	1
	M	
Matches	1	1
Meat Extracts	1	1
Mince Meat	1	1
Molasses	1	1
Mustard	1	1
	N	
Nuts	11	1
	O	
Olives	1	1
	P	
Pipes	1	1
Pickles	1	1
Playing Cards	1	1
Potash	1	1
Provisions	1	1
	R	
Rice	7	1
	S	
Salad Dressing	7	1
Saleratus	7	1
Salt Soda	7	1
Salt	7	1
Salt Fish	7	1
Seeds	7	1
Shoe Blacking	7	1
Snuff	8	1
Soap	8	1
Soda	8	1
Soups	9	1
Spices	8	1
Starch	8	1
Syrups	8	1
	T	
Tea	8	1
Tobacco	9	1
Twine	9	1
	V	
Vinegar	9	1
	W	
Wicking	8	1
Woodenware	9	1
Wrapping Paper	10	1
	Y	
Yeast Cakes	10	1

1	2
ARCTIC AMMONIA 12 oz. ovals 2 doz. box. 75 AXLE GREASE Frazer's 1lb. wood boxes, 4 doz. 3 00 1lb. tin boxes, 3 doz. 2 35 3 1/2 lb. tin boxes, 2 doz. 4 25 10lb. pails, per doz. 6 00 15lb. pails, per doz. 7 20 25lb. pails, per doz. 12 00 BAKED BEANS 1lb. can, per doz. 90 2lb. can, per doz. 1 40 3lb. can, per doz. 1 80 BATH BRICK American 75 English 85 BLUING Arctic 6 oz. ovals 3 doz. box 40 16 oz. round 2 doz. box 75 Sawyer's Pepper Box Per Gross. No. 3, 3 doz. wood bxs 4 00 No. 5, 3 doz. wood bxs 7 00 Sawyer Crystal Bag Blue 4 00 BROOMS No. 1 Carpet, 4 sew 2 75 No. 2 Carpet, 4 sew 2 40 No. 3 Carpet, 3 sew 2 25 No. 4 Carpet, 3 sew 2 10 Parlor Gem 2 40 Common Whisk 2 00 Fancy Whisk 1 25 Warehouse 3 00 BRUSHES Scrub Solid Back 8 in. 75 Solid Back, 11 in. 95 Pointed Ends 85 Stove No. 3 90 No. 2 1 25 No. 1 1 75 Shoe No. 8 1 00 No. 7 1 30 No. 4 1 70 No. 3 1 90 BUTTER COLOR W. & Co.'s 25c size 2 00 W. & Co.'s 50c size 4 00 CANDLES Paraffine, 6s 10 Paraffine, 12s 10 Wickling 20 CANNED GOODS Apples 3lb. Standards 1 00 Gallon 2 75 Blackberries 2lb. 1 25 Standards gallons 50 Beans Baked 85 Red Kidney 85 String 70 Wax 75 Blueberries Standard 1 35 Gallon 6 25 Brook Trout 2lb. cans, spiced 1 90 Clams Little Neck, 1lb. 1 00 Little Neck, 2lb. 1 25 Clam Bouillon Burnham's 1/2 pt. 1 90 Burnham's pts. 3 60 Burnham's qts. 7 20 Cherries Red Standards 1 40 White 1 40 Corn Fair 75 Good 1 00 Fancy 1 45 French Peas Sur Extra Fine 22 Extra Fine 19 Fine 15 Moyen 11 Gooseberries Standard 1 75 Hominy Standard 85 Lobster 1/2 lb. 2 25 1 lb. 4 25 Picnic Tails 2 75 Mackerel Mustard, 1lb. 1 80 Mustard, 2lb. 2 80 Springdale 1 80 Soused, 1 1/2 lb. 1 80 Soused, 2lb. 2 75 Tomato, 1lb. 1 50 Tomato, 2lb. 2 80 Mushrooms Hotels 24 Butters 28 Oysters Cove, 1lb. 85 Cove, 2lb. 1 60 Cove, 1lb. Oval 1 20 Plums Plums 1 00 Pears Marrowfat 90 Early June 95 Early June Sifted 1 15 Peaches Pie 90 No. 10 size can pie 3 00 Pineapple Grated 85 Sliced 95 Pumpkin Fair 85 Good 90 Fancy 1 00 Gallon 2 50 Raspberries Standard 90 Salmon Col'a River, talls 1 95 Col'a River, flats 2 25 Red Alaska 1 35 Pink Alaska 90 Sardines Domestic, 1/4s 3 1/4 Domestic, 1/2s 3 1/2 Domestic, 3/4s 3 1/2 California, 1/4s 1 11 California, 1/2s 1 17 French, 1/4s 7 14 French, 1/2s 18 Shrimps Standard 90 Succotash Fair 85 Good 1 00 Fancy 1 25 Strawberries Standard 1 25 Fancy 1 40 Tomatoes Good 95 Fair 85 Fancy 1 40 Gallons 2 50 CARBON OILS Barrels Perfection 10 1/2 Water White 10 D. S. Gasoline 13 1/2 Gas Machine 24 Deodor'd Nap'a 29 Cylinder 34 1/2 Engine 16 Black, winter 8 1/2 CEREALS Breakfast Foods Bordeau Flakes, 36 lb. 2 50 Cream of Wheat 36 lb. 4 50 Egg-O-See, 36 pkgs. 2 85 Excella Flakes, 36 lb. 4 50 Excella, large pkgs. 4 50 Force, 36 lb. 4 50 Grape Nuts, 2 doz. 2 70 Malta Ceres, 24 lb. 2 40 Malta Vita, 36 lb. 2 85 Maple-Flake, 36 lb. 4 05 Pillsbury's Vitos, 3 dz. 4 25 Ralston Health Food 36 lb. 4 50 Sunlight Flakes, 36 lb. 2 85 Sunlight Flakes, 20 lb. 4 00 Vigor, 36 pkgs. 2 75 Voigt Cream Flakes 4 50 Zest, 20 lb. 4 10 Zest, 36 small pkgs. 2 75 Rolled Oats Rolled Avena, bbls. 6 75 Steel Cut, 100 lb. sks. 3 30 Monarch, bbl. 6 05 Monarch, 90 lb. sacks 3 10 Quaker, 20 Family 4 60 Bulk 24 2 lb. packages 3 50 Columbia, 25 pts. 4 15 Snider's pints 2 25 Snider's 1/2 pints 1 35 CHEESE Acme 14 1/2 Gem 15 Jersey 15 Riverside 12 1/2 Springdale 14 1/2 Warner's 15 Brick 16 Leiden 15 Limburger 16 Pineapple 40 Sap Sago 20 Swiss, domestic 16	

3	4	5
CHEWING GUM American Flag Spruce 55 Beeman's Pepsin 55 Adams Pepsin 55 Best Pepsin 55 Best Pepsin, 5 boxes 2 00 Black Jack 55 Largest Gum Made 55 Sen Sen 55 Sen Sen Breath Perf 1 00 Long Tom 55 Yucatan 55 Hop to it 55 Spearmint 55 CHICORY Bulk 5 Red 7 Eagle 7 Frank's 7 Schener's 6 CHOCOLATE Walter Baker & Co.'s German Sweet 24 Premium 31 Caracas 31 Walter M. Lowney Co. Premium, 1/4s 32 Premium, 1/2s 32 COCOA Baker's 39 Cleveland 41 Colonial, 1/4s 35 Colonial, 1/2s 33 Epps 42 Huyler 45 Lowney, 1/4s 36 Lowney, 1/2s 36 Lowney, 1s 40 Van Houten, 1/4s 12 Van Houten, 1/2s 20 Van Houten, 1s 40 Webb 30 Wilbur, 1/4s 39 Wilbur, 1/2s 40 COCOANUT Dunham's 1/4s & 1/2s 26 1/2 Dunham's 1/4s 27 Dunham's 1/2s 28 Bulk 12 COFFEE Rio 10 Fair 14 1/2 Choice 16 1/2 Fancy 20 Santos 12 Fair 14 1/2 Choice 16 1/2 Fancy 19 Maracalbo 16 Choice 19 Mexican 16 1/2 Fancy 19 Guatemala 15 Choice 15 Java 12 African 17 O. G. 25 P. G. 31 Mocha 21 Arabian 21 New York Basis Arbuckle 17 50 Dilworth 14 75 Jersey 15 00 Lion 14 50 McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Extract Holland, 1/2 gro boxes 95 Felix, 1/2 gross 1 15 Hummel's foil, 1/2 gro. 85 Hummel's tin, 1/2 gro. 1 43 CRACKERS National Biscuit Company Brand Butter Seymour, Round 6 1/2 N. B. C., Square 6 Soda N. B. C., Square 6 1/2 Select Soda 8 1/2 Saratoga Flakes 13 Zephyrette 13 Oyster N. B. C., Round 6 Gem 6 Faust, Shell 7 1/2 Sweet Goods Animals 10 Atlantic, Assorted 10 Brittle 11 Cadet 8 Cartwheels 8 Cavalier Cake 14 Chocolate Drops 16 Currant Fruit Biscuit 10 Cracknels 16 Coffee Cake, pl. or iced 10 Cocoanut Taffy Bar 12 Cocoanut Bar 10 Cocoanut Drops 12 Cocoanut Honey Cake 12 Cocoanut Hon. Fingers 12 Cocoanut Hon. Jumbles 12 Cocoanut Macaroons 18 Currant Cookies Iced 10 Dandelion 10 Dinner Biscuit 20 Dixie Sugar Cookies 20 Family Snaps 20 Family Cookies 20 Fancy Ginger Wafer 12 Fig Cake Assorted 12 Frosted Cream 8 Frosted Honey Cake 12 Fluted Cocoanut Bar 10 Ginger Gems 8 Ginger Gems, Iced 9 Graham Crackers 8 Ginger Nuts 10 Ginger Snaps N. B. C. 7 Ginger Snaps Square 8 Hippodrome Bar 10 Honey Cake, N. B. C. 12 Honey Fingers, As. Ice 12 Honey Jumbles 12 Honey Jumbles, Iced 12 Honey Flake 12 1/2 Honey Lassies 10 Household Cookies 8 Household Cookies Iced 8 Iced Honey Crumpets 10 Imperial 8 Jersey Lunch 8 Kream Klips 20 Laddie 8 Lemon 8 Lemon Biscuit Square 10 Lemon Fruit Square 12 1/2 Lemon Wafer 16 Mary Ann 8 Marshmallow Walnuts 16 Molasses Cakes 8 Molasses Cakes, Iced 9 Mottled Square 9 Newton 9 Oatmeal Crackers 12 Orange Gems 8 Penny Cakes, Assorted 8 Peanut Gems 8 Pretzels, Hand Md. 8 Pretzettes, Hand Md. 8 Pretzettes, Mac. Md. 7 1/2 Raisin Cookies 8 Revere, Assorted 14 Rosalie 8 Rube 8 Scalloped Gems 10 Scotch Cookies 10 Snow Creams 16 Sugar Fingers 12 Sugar Gems 12 Sultana Fruit Biscuit 16 Sunside Jumbles 10 Spiced Gingers 9 Spiced Gingers Iced 10 Sugar Cakes 8 Sugar Cakes, Iced 9 Sugar Squares, large or small 8 Superba 8 Sponge Lady Fingers 25 Sugar Crimp 8 Vanilla Wafers 16 Victors 12 Waverly 10 In-er Seal Goods Per doz. Albert Biscuit 1 00 Animals 1 00 Arrowroot Biscuit 1 00 Baronet Biscuit 1 00 Butter Wafers 1 00 Cheese Sandwich 1 00 Chocolate Wafers 1 00 Cocoanut Dainties 1 00 Faust Oyster 1 00 Fig Newton 1 00 Five O'clock Tea 1 00 Protana 1 00 Ginger Snaps, N. B. C. 1 00 Graham Crackers 1 00 Holland Snap 1 00 Marshmallow Dainties 1 00 Oatmeal Crackers 1 00 Old Time Sugar Cook. 1 00 Oval Salt Biscuit 1 00 Oysterettes 1 00 Peanut Wafers 1 00 Pretzettes, Hd. Md. 1 00 Royal Toast 1 00 Saltine 1 00 Saratoga Flakes 1 50 Social Tea Biscuit 1 00 Soda, N. B. C. 1 00 Soda, Select 1 00 Sugar Clusters 1 00 Sultana Fruit Biscuit 1 50 Unedda Biscuit 1 00 Unedda Jinjer Wayfer 1 00 Unedda Lunch Biscuit 1 00 Vanilla Wafers 1 00 Water Thin 1 00 Zu Zu Ginger Snaps 50 Zwieback 1 00 In Special Tin Packages. Per doz. Festino 2 50 Nabisco 2 50 Nabisco 2 50 Champagne Wafer 2 50 Sorbetto 1 00 Nabisco 1 00 Festino 1 50 Bent's Water Crackers 1 40 Holland Rusk 36 packages 2 90 40 packages 3 20 60 packages 4 75 CREAM TARTAR Barrels or drums 25 Boxes 25 Square cans 25 Fancy canister 25	DRIED FRUITS Apples Sundried 7 Evaporated 7 1/2 Apricots California 10 @ 12 Citron Corsican 17 Currants Imp'd 1 lb. pkg. 8 Imported bulk 7 1/2 Peach Lemon American 13 Orange American 13 Raisins Cluster, 5 crown 1 75 Loose Muscatels 3 cr. 5 1/2 Loose Muscatels, 4 cr. 6 1/2 L. M. Seeded 1 lb. 6 1/2 California Prunes 100-125 2lb. boxes 4 90-100 25lb. boxes 4 1/2 80-90 25lb. boxes 6 70-80 25lb. boxes 6 1/2 60-70 25lb. boxes 7 50-60 25lb. boxes 7 1/2 40-50 25lb. boxes 8 30-40 25lb. boxes 8 1/2 1/2c less in 50lb. cases FARINACEOUS GOODS Beans Dried Lima 5 1/2 Med. Hand Pk'd 3 50 Brown Holland 3 50 Farina 24 1 lb. packages 1 50 Bulk, per 100 lbs. 8 50 Hominy Flake, 50 lb. sack 1 00 Pearl, 100 lb. sack 2 45 Pearl, 200 lb. sack 4 80 Maccaroni and Vermicelli Domestic, 10 lb. box 60 Imported, 25 lb. box 2 50 Pearl Barley Common 3 00 Chester 3 00 Empire 3 85 Peas Green, Wisconsin, bu. 3 30 Green, Scotch, bu. 2 30 Split, lb. 04 Sage East India 5 German, sacks 5 German, broken pkg. 5 Tapoca Flake, 110 lb. sacks 6 Pearl, 130 lb. sacks 4 Pearl, 24 lb. pkgs. 7 1/2 FLAVORING EXTRACTS Foote & Jenks Coleman Brand Lemon No. 2 Terpeness 75 No. 3 Terpeness 1 75 No. 8 Terpeness 3 00 Vanilla No. 2 High Class 1 20 No. 4 High Class 3 00 No. 8 High Class 4 00 Jaxon Brand Vanilla 2 oz. Full Measure 2 10 4 oz. Full Measure 4 00 8 oz. Full Measure 8 00 Lemon 2 oz. Full Measure 1 25 4 oz. Full Measure 2 40 8 oz. Full Measure 4 50 Jennings D. C. Brand Terpeness Ext. Lemon Dox. No. 2 Panel 75 No. 4 Panel 1 50 No. 6 Panel 2 00 Taper Panel 1 50 2 oz. Full Measure 1 25 4 oz. Full Measure 2 00 Jennings D. C. Brand Extract Vanilla Dox. No. 2 Panel 1 25 No. 4 Panel 3 00 No. 6 Panel 3 50 Taper Panel 2 00 1 oz. Full Measure 90 2 oz. Full Measure 1 80 4 oz. Full Measure 3 50 No. 2 Assorted Flavors 1 00 GRAIN BAGS Amoskeag, 100 in bale 19 Amoskeag, less than bi 19 1/2 GRAIN AND FLOUR Wheat Old 1 37 New 1 17 Winter Wheat Flour Local Brands Patents 7 60 Seconds Patents 7 40 Straight 6 90 Second Straight 6 50 Clear 5 90 Flour in barrels, 25c per barrel additional. Worden Grocer Co.'s Brand Quaker, paper 7 00 Quaker, cloth 7 20 Wykes & Co. Eclipse 6 90 Kansas Hard Wheat Flour Judson Grocer Co. Fanchon, 1/2s cloth 7 60 Grand Rapids Grain & Milling Co. Brands Wizard, Flour 6 50 Wizard, Graham 6 50 Wizard, Corn Meal 4 50 Wizard Buckwheat 6 00 Rye 4 80	

6	7	8	9	10	11
Spring Wheat Flour Roy Baker's Brand Golden Horn, family. 6 50 Golden Horn, bakers. 6 40 Duluth Imperial. 6 60 Wisconsin Rye. 4 80 Judson Grocer Co.'s Brand Ceresota, 1/2s. 7 40 Ceresota, 1/4s. 7 30 Ceresota, 1/8s. 7 20 Lemon & Wheeler's Brand Wingold, 1/2s. 7 25 Wingold, 1/4s. 7 15 Wingold, 1/8s. 7 05 Worden Grocer Co.'s Brand Laurel, 1/2s cloth. 7 20 Laurel, 1/4s cloth. 7 10 Laurel, 1/8s cloth. 7 00 Laurel, 1/2s paper. 7 00 Voigt Milling Co.'s Brand Voigt's Crescent. 7 20 Voigt's Flourlight whole wheat flour. 7 20 Voigt's Hygienic Graham. 6 00 Voigt's Royal. 7 00 Wykes & Co. Sleepy Eye, 1/2s cloth. 7 00 Sleepy Eye, 1/4s cloth. 6 80 Sleepy Eye, 1/8s cloth. 6 60 Sleepy Eye, 1/2s paper. 6 80 Sleepy Eye, 1/4s paper. 6 80 Meal Boiled. 4 30 Golden Granulated. 4 40 St. Car Feed screened. 32 00 No. 1 Corn and Oats. 31 00 Corn, cracked. 31 00 Corn Meal, coarse. 31 00 Winter Wheat Bran. 24 00 Middlings. 23 00 Buffalo Gluten Feed. 33 00 Dairy Feeds Wykes & Co. O P Linseed Meal. 34 00 O P Laxo-Cake-Meal. 31 50 Cottonseed Meal. 33 00 Gluten Feed. 29 00 Malt Sprouts. 25 00 Brewers' Grains. 28 00 Hammond Dairy Feed. 25 00 Alfalfa Meal. 26 00 Oats Michigan carlots. 61 Less than carlots. 62 Corn Carlots. 80 Less than carlots. 81 Hay Carlots. 12 Less than carlots. 13 HERBS Sage. 15 Hops. 15 Laurel. 15 Senna Leaves. 25 HORSE RADISH Per doz. 90 JELLY 5 lb. pails, per doz. 2 25 15 lb. pails, per pail. 55 30 lb. pails, per pail. 98 LICORICE Pure. 30 Calabria. 25 Sicily. 14 Root. 11 MATCHES C. D. Crittenden Co. Noiseless Tip. 4 50 @ 4 75 MOLASSES New Orleans Fancy Open Kettle. 40 Choice. 35 Good. 22 Fair. 20 Half barrels 2c extra MINCE MEAT Per case. 2 90 MUSTARD 1/2 lb., 6 lb. box. 18 OLIVES Bulk, 1 gal. kegs 1 40 @ 1 50 Bulk, 2 gal. kegs 1 35 @ 1 45 Bulk, 5 gal. kegs 1 25 @ 1 40 Manzanilla, 3 oz. 75 Queen, pints. 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 3 oz. 1 45 PIPES Clay, No. 216 per box 1 25 Clay, T. D., full count. 60 Cob. 90 PICKLES Medium Barrels, 1,200 count. 6 00 Half bbls., 600 count. 3 50 Small Half bbls., 1,200 count. 4 50 PLAYING CARDS No. 90 Steamboat. 85 No. 15, Rival, assorted. 1 25 No. 20, Rover, enam'd. 1 50 No. 572, Special. 1 75 No. 98 Golf, satin fin. 2 00 No. 808 Bicycle. 2 00 No. 622 Tour'n't whist. 2 25 POTASH Babbitt's. 4 00 PROVISIONS Barreled Pork Mess, 100 lbs. 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 Dry Salt Meats S. P. Bellies. 12 Bellies. 12 Extra Shorts Clear. 11 1/4	Lard Pure in tiers. 12 Compound Lard. 8 1/2 80 lb. tubs. advance. 7 1/2 50 lb. tubs. advance. 7 1/4 20 lb. pails. advance. 7 1/4 10 lb. pails. advance. 7 1/4 5 lb. pails. advance. 7 1/4 8 lb. pails. advance. 7 1/4 Smoked Meats Hams, 12 lb. average. 12 1/2 Hams, 14 lb. average. 12 1/2 Hams, 16 lb. average. 12 1/2 Hams, 18 lb. average. 12 1/2 Skinned Hams. 13 1/2 Ham, dried beef sets. 18 California Hams. 9 Picnic Boiled Hams. 14 Boiled Ham. 20 Berlin Ham, pressed. 10 Minced Ham. 10 Bacon. 12 1/2 @ 13 Sausages Bologna. 4 Liver. 7 Frankfort. 9 Pork. 9 Veal. 7 Tongue. 7 Headcheese. 7 Leaf Boneless. 12 00 Rump, new. 13 0 Pig's Feet 1/2 bbls. 1 00 1/4 bbls., 40 lbs. 1 80 1/2 bbls. 3 80 1 bbl. 8 00 Tripe Kits, 15 lbs. 80 1/2 bbls., 40 lbs. 1 60 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 30 Beef, rounds, set. 25 Beef, middles, set. 70 Sheep, per bundle. 90 Uncolored Butterine Solid dairy. 10 @ 12 Country Rolls. 10 1/2 @ 16 1/2 Canned Meats Corned beef, 2 lb. 2 50 Corned beef, 1 lb. 1 50 Roast beef, 2 lb. 2 50 Roast beef, 1 lb. 1 50 Potted ham, 1/2s. 50 Deviled ham, 1/2s. 50 Deviled ham, 1/4s. 50 Potted tongue, 1/2s. 50 Potted tongue, 1/4s. 50 RICE Fancy. 7 @ 7 1/2 Japan. 5 1/2 @ 6 1/2 Broken. 5 1/2 @ 6 1/2 SALAD DRESSING Columbia, 1/2 pint. 2 25 Columbia, 1 pint. 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box. 3 10 Arm and Hammer. 3 10 Deland's. 3 00 Dwight's Cow. 3 15 L. P. 3 00 Wyandotte, 100 1/2s. 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100 lbs. cs. 1 00 Lump, bbls. 80 Lump, 145 lb. kegs. 95 SALT Common Grades 100 3 lb. sacks. 2 25 60 5 lb. sacks. 2 15 28 10 1/2 lb. sacks. 2 05 56 lb. sacks. 32 28 lb. sacks. 17 Warsaw 56 lb. dairy in drill bags. 40 28 lb. dairy in drill bags. 20 Solar Rock 56 lb. sacks. 24 Common Granulated, fine. 80 Medium, fine. 85 SALT FISH Cod Large whole. 7 Small whole. 6 1/2 Strips or bricks. 7 1/2 @ 10 1/2 Pollock. 5 Halibut Strips. 14 Chunks. 15 Holland Herring Pollock. 4 White Hp. bbls. 8 50 @ 9 50 White Hp. 1/2 bbls. 4 50 @ 5 25 White Hoop mchs. 60 @ 75 Norwegian Round, 100 lbs. 3 75 Round, 40 lbs. 1 90 Scaled. 13 Trout No. 1, 100 lbs. 7 50 No. 1, 40 lbs. 3 25 No. 1, 10 lbs. 90 No. 1, 8 lbs. 75 Mackerel Mess, 100 lbs. 14 50 Mess, 40 lbs. 6 20 Mess, 10 lbs. 1 65 Mess, 8 lbs. 1 35 No. 1, 100 lbs. 13 00 No. 1, 40 lbs. 5 60 No. 1, 10 lbs. 1 50 No. 1, 8 lbs. 1 25 Whitefish No. 1, No. 2 Fam 100 lbs. 9 75 @ 9 80 50 lbs. 5 25 @ 5 30	SEEDS 10 lbs. 1 12 55 8 lbs. 92 48 Anise 10 Canary, Smyrna 4 1/2 Caraway 10 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 10 Poppy 9 SHOE BLACKING Handy Box, large 3 dz. 2 50 Handy Box, small. 1 25 Bixby's Royal Polish. 85 Miller's Crown Polish. 85 SNUFF Scotch, in bladders. 37 Maccaboy, in jars. 35 French Rappie in jars. 43 SOAP J. S. Kirk & Co. American Family. 4 00 Dusky Diamond. 50 80z. 2 80 Dusky D'nd, 100 6oz. 3 80 Jap Rose, 50 bars. 3 60 Savon Imperial. 3 00 White Russian. 3 15 Dome, oval bars. 3 00 Satinet, oval. 2 70 Snowberry, 100 cakes. 4 00 Proctor & Gamble Co. Lenox. 3 00 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star. 3 00 Lautz Bros. & Co. Acme, 70 bars. 4 00 Acme, 30 bars. 4 00 Acme, 25 bars. 4 00 Acme, 100 cakes. 3 25 Big Master, 70 bars. 2 80 Marcellis, 100 cakes. 5 80 Marcellis, 100 cakes 5c. 4 00 Marcellis, 100 ck toll. 4 00 Marcellis, 1/2bx toilet. 2 10 A. B. Wrisley Good Cheer. 4 00 Old Country. 3 40 Soap Powders Snow Boy. 4 00 Gold Dust, 24 large. 4 50 Gold Dust, 100-5c. 4 00 Kirkoline, 24 4lb. 3 80 Pearline. 3 75 Soapine. 4 16 Babbitt's 1776. 3 75 Roseine. 3 50 Armour's. 3 70 Wisdom. 3 80 Soap Compounds Johnson's Fine. 5 10 Johnson's XXX. 4 25 Nine O'clock. 3 25 Rub-No-More. 3 75 Scouring Enoch Morgan's Sons. Sapollo, gross lots. 9 00 Sapollo, half gro. lots. 4 50 Sapollo, single boxes. 2 25 Sapollo, hand. 2 25 Scourine Manufacturing Co. Scourine, 50 cakes. 1 80 Scourine, 100 cakes. 3 80 SODA Boxes. 5 1/4 Kegs, English. 4 1/4 SPICES Whole Spices Allspice. 10 Cassia, China in mats. 12 Cassia, Canton. 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 28 Cassia, Saigon, in rolls. 55 Cloves, Amboyina. 22 Cloves, Zanzibar. 16 Mace. 55 Nutmegs, 75-80. 35 Nutmegs, 105-10. 35 Nutmegs, 115-20. 35 Pepper, Singapore, blk. 20 Pepper, Singap. white. 20 Pepper, shot. 17 Pure Ground in Bulk Allspice. 14 Cassia, Batavia. 28 Cassia, Saigon. 28 Cloves, Zanzibar. 24 Ginger, African. 15 Ginger, Cochin. 25 Ginger, Jamaica. 25 Mace. 65 Mustard. 18 Pepper, Singapore, blk. 17 Pepper, Singap. white. 28 Pepper, Cayenne. 20 Sage. 20 STARCH Corn Kingsford, 40 lbs. 7 1/4 Muzzy, 20 lbs. 5 1/4 Muzzy, 40 lbs. 5 1/4 Gloss Kingsford. 7 1/4 Silver Gloss, 40 lbs. 7 1/4 Silver Gloss, 16 3lbs. 6 1/4 Silver Gloss, 12 6lbs. 8 1/4 Muzzy 48 lb. packages. 5 16 5lb. packages. 4 1/4 12 6lb. packages. 6 50lb. boxes. 4 SYRUPS Corn Barrels. 31 Half barrels. 33 20lb. cans 1/2 dz. in ca. 2 10 10lb. cans 1/2 dz. in ca. 1 95 5lb. cans 1/2 dz. in ca. 1 10 1/2lb. cans 1/2 dz. in ca. 1 15	Pure Cane Fair. 16 Good. 20 Choice. 25 TEA Japan Sundried, medium. 24 Sundried, choice. 32 Sundried, fancy. 36 Regular, medium. 24 Regular, choice. 32 Regular, fancy. 36 Basket-fired, medium. 31 Basket-fired, choice. 38 Basket-fired, fancy. 43 Nibs. 22 @ 24 Siftings. 9 @ 11 Fannings. 12 @ 14 Gunpowder Moyune, medium. 30 Moyune, choice. 32 Moyune, fancy. 40 Pingsuey, medium. 30 Pingsuey, choice. 30 Pingsuey, fancy. 40 Young Hyson Choice. 30 Fancy. 36 Oolong Formosa, fancy. 42 Amoy, medium. 25 Amoy, choice. 32 English Breakfast Medium. 20 Choice. 30 Fancy. 40 India Ceylon, choice. 32 Fancy. 42 TOBACCO Fine Cut Cadillac. 54 Sweet Loma. 34 Hiawatha, 5lb. pails. 55 Telegram. 30 Pay Car. 33 Prairie Rose. 49 Protection. 40 Sweet Burley. 41 Tiger. 41 Plug Red Cross. 31 Palo. 35 Hiawatha. 41 Kyo. 41 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. I. 33 Piper Hedsick. 69 Boot Jack. 86 Honey Dip Twist. 40 Black Standard. 40 Cadillac. 40 Forge. 34 Nickel Twist. 52 Mill. 32 Great Navy. 36 Smoking Sweet Core. 34 Flat Car. 32 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 Kilm Dried. 21 Duke's Mixture. 40 Duke's Cameo. 43 Myrtle Navy. 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails. 40 Cream. 38 Corn Cake, 2 1/2 oz. 26 Corn Cake, 1lb. 22 Plow Boy, 1 1/2 oz. 39 Plow Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 36 Peerless, 1 1/2 oz. 36 Air Brake. 36 Cant Hook. 30 Country Club. 32-34 Forex-XXXX. 30 Good Indian. 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam. 24 Sweet Marie. 32 Royal Smoke. 42 TWINE Cotton, 3 ply. 20 Cotton, 4 ply. 20 Jute, 2 ply. 14 Hemp, 6 ply. 13 Flax, medium N. 24 Wool, 1 lb. balls. 8 VINEGAR State Seal. 12 Oakland apple cider. 14 Barrels free. WICKING No. 0 per gross. 30 No. 1 per gross. 40 No. 2 per gross. 50 No. 3 per gross. 75 WOODENWARE Baskets Bushels, wide band. 1 10 Market. 40 Splint, large. 3 50 Splint, medium. 3 00 Splint, small. 2 75 Willow, Clothes, large. 8 25 Willow, Clothes, med. 7 25 Willow, Clothes, small. 6 25	Bradley Putter Boxes 2lb. size, 24 in case. 72 3lb. size, 16 in case. 68 5lb. size, 12 in case. 63 10lb. size, 6 in case. 60 Butter Plates No. 1 Oval, 250 in crate. 35 No. 2 Oval, 250 in crate. 40 No. 3 Oval, 250 in crate. 45 No. 5 Oval, 250 in crate. 60 Churns Barrel, 5 gal., each. 2 40 Barrel, 10 gal., each. 2 55 Clothes Pins Round head, 5 gross bx. 55 Round head, cartons. 70 Egg Crates and Fillers Humpty Dumpty, 12 dz. 20 No. 1 complete. 20 No. 2 complete. 28 Case No. 2 fillers 15 sets. 1 35 Case, mediums, 12 sets. 1 15 Faucets Cork lined, 3 in. 70 Cork lined, 9 in. 80 Cork lined, 10 in. 90 Mop Sticks Trojan spring. 90 Eclipse patent spring. 90 No. 1 common. 90 No. 2 pat. brush holder. 90 12lb. cotton mop heads. 40 Ideal No. 7. 85 Pails 2-hoop Standard. 2 15 3-hoop Standard. 2 25 2-wire, Cable. 2 25 3-wire, Cable. 2 45 Cedar, all red, brass. 1 25 Paper, Eureka. 2 25 Fibre. 2 70 Toothpicks Hardwood. 2 50 Softwood. 2 75 Banquet. 1 50 Ideal. 1 50 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 60 Rat, wood. 80 Rat, spring. 75 Tubs 20-in. Standard, No. 1. 8 75 18-in. Standard, No. 2. 7 75 16-in. Standard, No. 3. 6 75 20-in. Cable, No. 1. 9 25 18-in. Cable, No. 2. 8 25 16-in. Cable, No. 3. 7 25 No. 1 Fibre. 10 25 No. 2 Fibre. 9 25 No. 3 Fibre. 8 25 Washboards Bronze Globe. 2 50 Dewey. 1 75 Double Acme. 2 75 Single Acme. 2 25 Double Peerless. 4 25 Single Peerless. 3 60 Northern Queen. 3 50 Double Duplex. 3 00 Good Luck. 2 75 Universal. 3 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 13 in. Butter. 1 25 15 in. Butter. 2 25 17 in. Butter. 3 75 19 in. Butter. 5 00 Assorted, 13 15-17. 3 25 Assorted, 15-17-19. 3 25 WRAPPING PAPER Common straw. 1 1/4 Fibre Manila, white. 2 1/4 Fibre Manila, colored. 4 No. 1 Manila. 4 Cream Manila. 3 Butcher's Manila. 2 1/4 Wax Butter, short c't 13 Wax Butter, full count 20 Wax Butter, rolls. 19 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Whitefish, Jumbo. 18 Whitefish, No. 1. 12 1/2 Trout. 12 Halibut. 10 Herring. 7 Bluefish. 14 1/2 Live Lobster. 29 Boiled Lobster. 29 Cod. 11 Haddock. 8 Pickerel. 11 1/2 Pike. 8 1/2 Perch. 5 1/2 Smoked, White. 12 1/2 Chinook Salmon. 17 Mackerel. 17 Finnan Haddie. 17 Roe Shad. 17 Shad Roe, each. 50 Speckled Bass. 9 HIDES AND PELTS Hides Green No. 1. 9 1/2 Green No. 2. 8 1/2 Cured No. 1. 11 Cured No. 2. 10 Calfskin, green, No. 1. 12 Calfskin, green, No. 2. 10 1/2 Calfskin, cured, No. 1. 13 Calfskin, cured, No. 2. 11 1/2 Pelts Old Wool. 30 Lambs. 15 @ 25 Shearlings. 10 @ 15 Tallow No. 1. 5 No. 2. 4 Wool Unwashed, med. 27 Unwashed, fine. 22 CONFECTIONS Stick Candy Standard. 7 1/4 Standard H. H. 7 1/4 Standard Twist. 8 Cases Jumbo, 32 lb. 7 1/4 Extra H. H. 10 Boston Cream. 12 Big stick, 30 lb. case. 8 Mixed Candy Grocers. 6 1/4 Competition. 7 Special. 8 Conserve. 8 1/2 Royal. 13 1/2 Ribbon. 19 Broken. 19 Cut Loaf. 8 1/4 Leader. 8 Kindergarten. 10 French Cream. 9 Star. 11 Hand Made Cream. 16 Premio Cream mixed. 14 Paris Cream Bon Bons. 10 Fancy—in Pails Gypsy Hearts. 14 Coco Bon Bons. 14 Fudge Squares. 12 Peanut Squares. 9 Sugared Peanuts. 12 Salted Peanuts. 12 Starlight Kisses. 11 San Blas Goodies. 12 Lozenges, plain. 10 Lozenges, printed. 12 Champion Chocolate. 12 Eclipse Chocolates. 14 Eureka Chocolates. 15 Quintette Chocolates. 15 Champion Gum Drops. 10 Moss Drops. 10 Lemon Sours. 10 Imperials. 10 Ital. Cream Opera. 1 Ital. Cream Bon Bons. 12 Golden Waffles. 12 Red Rose Gum Drops. 10 Auto Bubbles. 12 Fancy—in 5lb. Boxes Old Fashioned Mocha. 50 Kisses, 10lb. bx. 1 30 Orange Jellies. 50 Lemon Sours. 50 Old Fashioned Hore- pound drops. 60 Peppermint Drops. 60 Champion Choc. Drops. 60 H. M. Choc. Drops. 10 H. M. Choc. Lt. and Dark No. 12. 1 10 Bitter Sweets, as'd. 1 20 Brilliant Gums, Crys. 60 A. A. Licorice Drops. 90 Lozenges, plain. 60 Lozenges, printed. 60 Imperials. 60 Mottos. 60 Cream Bar. 60 G. M. Peanut Bar. 60 Hand Made Crms. 80 @ 90 Cream Wafers. 60 String Rock. 60 Wintergreen Berries. 60 Old Time Assorted. 2 75 Buster Brown Good. 3 50 Up-to-date Ass't. 7 50 Ten Strike No. 1. 60 Ten Strike No. 2. 60 Ten Strike, Summer as- sortment. 6 75 Scientific Ass't. 18 00 Pop Corn Cracker Jack. 25 Giggles, 5c pkg. cs. 3 50 Pop Corn Balls. 20s. 1 60 Azulikit 100s. 2 25 Oh My 100s. 3 50 Cough Drops Putnam Menthol. 1 00 Smith Bros. 1 25 NUTS—Whole Almonds, Tarragona. 16 Almonds, Drake. 15 Almonds, California sft. shell. 12 @ 13 Brazils. 12 @ 13 Filberts. 13 @ 14 Cal. No. 1. 12 Walnuts, soft shell. 15 @ 16 Walnuts, Marbot. 13 Table nuts, fancy. 13 @ 14 Pecans, Med. 13 Pecans, ex. large. 14 Pecans, Jumbos. 16 Hickory Nuts per bu. Ohio new. 10 Cocoanuts. 10 Chestnuts, New York State, per bu. 10 Shelled Spanish Peanuts. 7 @ 7 1/4 Pecan Halves. 58 Walnut Halves. 30 @ 32 Filbert Meats. 27 Alicante Almonds. 24 Jordan Almonds. 24 Peanuts Fancy H. P. Suns. 5 1/2 @ 6 Roasted. 6 1/2 @ 7 Choice, H. P. Jum- bo. 6 1/4	

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 .10

CIGARS

Johnson Cigar Co.'s Brand



S. C. W., 1,000 lots 31
El Portana 33
Evening Press 32
Exemplar 32
Worden Grocer Co. brand
Ben Hur
Perfection 35
Perfection Extras 35
Londres 35
Londres Grand 35
Standard 35
Puritans 35
Panatellas, Finas 35
Panatellas, Bock 35
Jockey Club 35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
35 1/2 lb. pkg. per case 2 60
38 1/4 lb. pkg. per case 2 60
18 1/2 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass 7 1/2 @ 9 1/2
Hindquarters 8 @ 10 1/2
Loins 9 @ 14
Rounds 7 @ 8 1/2
Chucks 6 @ 7 1/2
Plates 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..

Jute

60ft. 75
72ft. 90
90ft. 1 05
120ft. 1 50

Cotton Victor

50ft. 1 10
60ft. 1 25
70ft. 1 60

Cotton Windsor

50ft. 1 30
60ft. 1 44
70ft. 1 80
80ft. 2 00

Cotton Braided

40ft. 95
60ft. 1 35
80ft. 1 65

Galvanized Wire

No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
Tip Top, M & J, 1 lb.
Royal Java
Royal Java and Mocha...
Java and Mocha Blend...
Boston Combination

Distributed by Judson
Grocer Co., Grand Rapids:
Lee, Cady & Smart, De-
troit; Symons Bros. & Co.,
Saginaw; Brown, Davis &
Warner, Jackson; Gods-
mark, Durand & Co., Bat-
tle Creek; Fleibach Co.,
Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/2 to 1 in. 6
1 1/4 to 2 in. 7
1 1/2 to 2 in. 9
1 3/4 to 2 in. 11
2 in. 15
3 in. 20

Cotton Lines

No. 1, 10 feet 5
No. 2, 15 feet 7
No. 3, 15 feet 9
No. 4, 15 feet 10
No. 5, 15 feet 11
No. 6, 15 feet 12
No. 7, 15 feet 15
No. 8, 15 feet 18
No. 9, 15 feet 20

Linen Lines

Small 20
Medium 26
Large 34

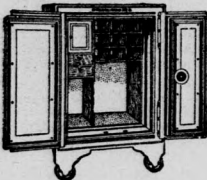
Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's, 1 doz. Large .. 1 80
Cox's, 1 doz. Small .. 1 00
Knox's Sparkling, doz. 1 25
Knox's Sparkling, gr. 14 00
Nelson's 1 50
Knox's Acidu'd. doz. .. 1 25
Oxford 75
Plymouth Rock 1 25

SAFES



Full line of fire and 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 76
Halford, small 2 26

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

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

FIRE AND BURGLAR PROOF

SAFES

Grand Rapids

Safe Co.

Tradesman Building

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich

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

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 words. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale—Implement store in most hustling town in Michigan. On account of age and poor health I must get out. Address Implements, care Tradesman. 813

For Sale—Well established, clean drug stock, invoicing about \$3,500 in live town 650 inhabitants. Only drug store in town. Reason for selling, other business. Rent reasonable or will sell building. Address 812, care Tradesman. 812

For Sale—A sixty-six dollar advertisement writing course in the International Correspondence Schools for twenty dollars. Good as new. Address H. L. Green, P. O. Box 12, Marion, Ind. 814

Dustless sweeping compound. Send 25c for recipe; make one hundred pounds for 50c. Parks Co., Odin, Ill. 803

Patents, trademarks, copyrights, reliable service, reasonable terms. Advice free. Washington connection. Bomhardt & Co., 163 Randolph St., Chicago. 802

Profitable wood working electric light outfits for automobiles, motor-boats, houses, stores. Everybody wants them. Instructions, illustrated booklet, 10 cents. Address The Lintern Car Signal Co., Cleveland, Ohio. 801

Manager for general store, groceries, shoes, furnishings, hardware. Must be capable to handle stock \$15,000 and show results. Address 800, care Tradesman. 800

For Sale—Well established livery in thriving interior Michigan town of 3,500 population. Good business. Owner can not give it attention. Particulars of P. O. Box 127, Alma, Mich. 799

Free Farms—Government farms free; 350,000 acres in Arkansas for homesteading; where located, kind of land and how secured shown in our 1909 circular send postpaid for 25c. Glass & Co., Harrison, Ark. 798

Wanted—Dry goods and groceries for best 320 acres wheat and corn land in Central Kansas. Simon Hayes, Laird, Kan. 797

A chance to buy at a price. Modern stock dry goods in live manufacturing city of 6,000. Railroad center and heart of rich farming community. Must sell to settle an estate. Attention paid to sales people. Fox Bros., Niles, Mich. 796

I will tell you of a profitable business, one in which the profits are large and the chances of success exceptional. I also know of many good openings for retail stores which I will be glad to tell you of, if you will write me to-day. Edward B. Moon, 14 W. Lake St., Chicago. 795

Bakery, fine business, must be sold, very cheap. 229 Western ave., Muskegon, Mich. 811

For Sale—\$2,500 stock of groceries, flour and feed in the best business town in Oklahoma. Business established on cash basis. The best location in town. Write Box 244, for particulars. Okmulgee, Okla. 810

For Sale—Country store, well-located in one of the best farming sections in Central Michigan. Business well established. Good reason for selling. Invoice about \$3,000. Address F. S. Loree & Co., R. F. D. 5, St. Johns, Mich. 809

Wanted—Best prices paid for coffee sacks, flour sacks, sugar sacks, etc. Address William Ross & Co., 57 S. Water St., Chicago. 808

Manufacturer or wholesaler, desiring live, intelligent business-getting representation, Mississippi and Louisiana with New Orleans office, to communicate with D. D. Ewing, New Orleans, La. 807

For Sale—Jewelry, soda fountain, confectionery and cigars, 5 and 10 cent business in town 1,000 population. Good farming country in Northern Michigan. Only store of the kind in the county, doing good business. Reason for selling, other business. Address No. 806, care Tradesman. 806

Build a \$5,000 business in two years. Let us start you in the collection business. No capital needed; big field. We teach secrets of collecting money; refer business to you. Write to-day for free pointers and new plans. American Collection Service, 145 State St., Detroit Mich. 805

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

An established enterprise offers an unusual opportunity to investors with from \$1 to \$500. Money invested will pay big dividends and by our co-operative plan can be returned in full in a few days without forfeiting the stock held. The National Home Journal, St. Louis, Mo. 804

Department store for sale in Southern Minnesota town of 6,000. Stock \$30,000. Can be reduced to \$20,000. Doing large business. Owner going into wholesale business. Splendid opportunity. Time will be given on part to reliable party. Address D. P. Whyte, care Finch, Van Slyck & McConville, St. Paul, Minn. 815

We make it our business to advise and assist our clients in selling their patents. Benjamin & Bassett, Patent Attorneys, 204 Dearborn St., Chicago, Ill. 793

For Sale—First-class shoe business, established 23 years. Southern Michigan town of 7,000 population. Clean stock, invoices about \$5,500. Owner must sell quick on account of health. Address Shoe Man, care tradesman. 792

Well drilling machinery. Modern in every particular. Effective, durable, convenient. Absolutely unequaled. Loomis Machine Works, Box K, Tiffin, Ohio. 791

For Sale or Exchange—For stock general merchandise or choice farm lands, three story solid brick building, good condition. Box C, Cass City, Mich. 790

For Sale—About two carloads of electric street car ties, white oak, 7 feet long. Charles H. Landon, Branch, Mich. 774

Wanted—To buy general stock in good location. State terms, etc., first letter. Address 786, care Tradesman. 786

For Sale—Corner business block and wood yard. Good established flour, feed and wood business, also feed mill. Address The Feed Supply House, Mankato, Minn. 785

Wanted—Haberdasher, boot and shoe dealer or manufacturing confectioner to rent store in the best location in best town in South. Neither of above in city. City 16,000, 54 factories, weekly payroll, \$30,000. Xavier Taylor, New Bern, North Carolina. 784

For Sale—One of the best paying business schools in the State. For information address Box 252, Petoskey, Mich. 783

For Sale—Two paying hotel properties Southern Iowa. Both profitable. Lewis A. Brown, Albert Lea, Minn. 781

Improved farm Iowa corn belt, \$27.50 per acre. Write immediately if interested. Lewis A. Brown, Albert Lea, Minn. 782

Bakery—Doing good business; only one in town of 900. Price \$450. N. J. Williams, Middleville, Mich. 780

For Rent—First floor and basement of five-story fire proof building, 66x132. Steam heat. Good opening for dry goods, clothing or furniture. G. E. & R. J. Hawthorne, Elgin, Ill. 779

For Sale—Retail meat market, including buildings, first-class trade. Good reasons. Isaac Kouw & Co., Holland, Mich. 778

Wanted—A fine opening for a furniture and undertaking establishment at Manchester, Iowa. Write Tirrill & Pierce, 116 Franklin St., Manchester, Iowa. 777

For Sale—\$3,000 stock of groceries, flour and feed in the best business town in Oklahoma; business established on a cash basis; the best location in town. Write Box 361, for particulars, Okmulgee, Okla. 775

To Trade—160 acre farm ½ mile from town. About 25 acres in rye, 10 to potatoes, 15 corn and other crops. Well-watered. Large buildings, for a stock of general merchandise in good location. Address No. 773, care Michigan Tradesman. 773

For Sale—Entire stock, consisting of shoes, dry goods, men's furnishings, etc. Established business in best location in city. Stock now being reduced. Retirement of present owner on account of health. Netzorg's Dept. Store, Battle Creek, Mich. 765

For Sale—General repair and jobbing shop, iron and wood, good business. Good town. P. O. Box 344, Woodstock, Ill. 764

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

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

For Sale—Stock of general merchandise, invoicing about \$10,000, at a bargain. Situated in the best part of Wisconsin. Address Box K, Markesan, Wis. 794

Wanted—A registered pharmacist to purchase half interest in drug store, invoices \$3,000. Address No. 763, care Tradesman. 763

To Rent—Fireproof building, with basement, 42x100, steam heated; good opening for general store. W. H. Stebbins, Hastings, Mich. 747

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

I pay cash for stocks or part stocks of merchandise. Must be cheap. H. Kauffer, Milwaukee, Wis. 771

Wanted—Stock general merchandise, clothing or shoes. Give particulars as to size and condition in first letter. W. F. Whipple, Macomb, Ill. 769

For Sale—Practically new stock dry goods, groceries, Central Michigan town, invoices about \$1,800. Doing good business. Address No. 767, Tradesman. 767

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

For Sale—200,000,000 feet original growth yellow pine timber and 99,000 acres of land on west coast of Florida. Apply to Southern Investment Co., Richmond, Va. 761

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

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

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

HELP WANTED.

Wanted—Clerk for general store. Must be sober and industrious and have some previous experience. References required. Address Store, care Tradesman. 242

SITUATIONS WANTED.

Wanted—Situation by a carpet layer with 11 years' experience. Must be steady work. Address Louis J. Fuller, 32 North 7th St., Zanesville, Ohio. 787

Want Ads. continued on next page.

TRADESMAN ITEMIZED LEDGERS

SIZE—8 1/2 x 14.
THREE COLUMNS.

2 Quires, 160 pages... \$2 00
3 Quires, 240 pages..... 3 50
4 Quires, 320 pages..... 3 00
5 Quires, 400 pages..... 3 50
6 Quires, 480 pages..... 4 00

INVOICE RECORD OR BILL BOOK

50 double pages, registers 2,880
invoices..... \$2 00

Tradesman Company
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 letters from thousands of people who have bought, sold or exchanged properties as the direct result of advertising in this paper.

OUR OLD WORLD COUSINS.

When old Higgins was staggering home the other night he made up his mind that if his wife had put out the light and gone to bed and left him to stumble through the dark he'd "lick 'er." Later when he saw a light in the window he concluded if she was up at that time of night burning up the oil he'd "lick 'er;" finally, as with difficulty he found his way through the gate, he muttered, "I guess I'll 'lick 'er' any how." The state of Higgins' mind in regard to his wife seems to be the same as that which our Old World cousins entertain towards us. We are not able in any way to please them. They find fault with us on every possible pretext and while there is little likelihood of our receiving the threatened licking, the fact that such a feeling exists hurts.

In commercial lines there had to be antagonism. "Each one for himself and the devil for us all" is the law that has existed since time began and we are not responsible for it. To be worthy of our parentage we had to do our best, and we started in right here at home. We had to be farmers at first. Here was the land, limitless and fertile, and here we were young and vigorous and resourceful. Our Old World cousins wanted and still want our wheat and corn. We early found out that the demand could not be supplied with a one-share plow, a sickle and a hand-rake. That accounts for the astonishing machines that plant and harvest our crops that only the square mile can measure; and that accounts, too, for the success that has come to us in other directions. We found we could make things and we made them. We found we could do things and we did them, and in the making and the doing we learned to our great delight that all that make up the world's best might be ours if we would have it so. Of course that was exactly what we would have and we set about having it right away. Nothing was allowed to hinder us. The boys were sent abroad to school and college until we could have schools and colleges of our own. We found out to our astonishment and everybody else's that women had minds that were trainable and we set up colleges for women; and so when we found out by actual test that "Tis the mind that makes the body rich," we went in for that kind of riches, and with the "level best" idea, which has always been our motto, we seem to be getting there.

The result is that our Old World cousins who used to make fun of us because we were uncouth and unaccomplished are now finding fault with us because we are that no longer. They call us brassy and presuming. They keep saying to us that "Fools rush in where angels fear to tread," that it is a good thing for a shoemaker to stick to his last, and they are more than complaining at what they are pleased to call "the American invasion." The trouble is we not only rush in and shoemake but we "make good" after we get there. Think of the presumption of Amba-

sador and Mrs. Whitelaw Reid's giving a dinner and a dance in honor of the King and the Queen and Princess Victoria, and think of the English papers speaking of the affair as "one of the most brilliant outside of royal courts and probably unsurpassed for splendor and the prominence of its guests." Isn't it making good with a vengeance when a Yankee upstart asks the King and Queen of England and their little girl to come on over and have some dinner and they come?

With the social life of the country thus safely and satisfactorily disposed of other matters in the making good business may be considered.

For a while nobody—no woman, anyway—had a gown fit to wear unless Worth or Paquin or some other Parisian classical dressmaker made it. Today "a big Chicago dressmaker rejoicing in the name of Weeks has established himself in the Boulevard Haussman; and he says he can give pointers" in his art to the dressmaking palm-bearers. The city on the Seine has all along considered herself as standing for all that the French word lingerie implies, and lo! a New York house with a woman manager is successfully competing with the Old World firms, and now, as if to add insult to injury, another New York woman has successfully introduced a new system of beautifying the fair faces of the French women. In the classic language of the West, "Doesn't that jar you?"

These instances lead easily to the most perplexing feature of the whole American outlook—the American woman, young or old. In the eyes of our oversea cousins she is a monstrosity and they don't know what to do with her. After selling to her for "a good round sum" a husband, the noblest in the land, what does the creature do but talk and act as if the title was her very own, and instead of meekly submitting to her liege lord whom she has promised to obey she candidly admits that she did so promise but with mental reservations and those she intends to carry out to the very letter. She is no Moses, and on that account does not expect to "inherit the earth;" she is no Job and does not, therefore, intend to personify his leading virtue. She is simply a first-class American woman with her veins full of good red blood, descended from the ancestor who "fired the shot heard round the world," and like that ancestor is determined to make good whatever she undertakes—a "whatever" which in this instance means everything.

The fact is our folks over on the other side are forced to admit that while we brag we make good, and it does not seem to make any difference what we brag about we are always right there with the goods and that the goods are always "all wool and a yard wide."

THE BACKWARD SWING.

As much as to say, "This thing has gone far enough," the colleges of the country are declaring that while a sane mind in a sound body is especially desirable, there is no need of

making a specialty of mind or body at the expense of the other and that is exactly what the college is doing. When it comes to this, that 58 per cent. of the entering class at Harvard had not met all the requirements, that Yale had fallen 57 per cent. below standard, that at Columbia seventy-five out of 145 freshmen had been conditioned, that at New York University thirty-six out of forty-one admitted students had been weighed in the balance and found wanting, it is easy to infer that "there are others" and that something must be done about it.

The fault seems to center in the fact that the college candidates are deficient in preparation, and that for the sake of securing an enlarged enrollment the deficiency is tolerated on the condition that it be removed later on. It is readily conceded that there can be little objection to this, provided the conditioned student is considered as the exception that confirms the rule, but when the prepared student is the exception, as in the instances already given, it does look as if it were time for the educational pendulum to start in on the backward swing.

Whether the delinquency of the college candidate is due to the excessive demands of the college faculty or to other conditions, peculiar to every institution, is a matter which each faculty must and will settle according to its own standard, but the question widens when it includes the preparatory school, for that takes in every high school in the country and so becomes a matter of the greatest concern to every community throughout the land; and it is here in the preparatory school that the deficiency begins.

With no desire and certainly no intention of putting high school athletics on the black list, it is much to be regretted that high school mismanagement has too often led to this undesired result. The sound-body idea has there been carried to the extreme as in years gone by when the same mind was encouraged to look with scorn if not contempt upon a vigorous body. The boy with the ball has been receiving popular favor for years, while the boy with the book is considered as a "grind" and of no account whatever. The result is as natural as it is inevitable. The scholar has been forced to the back seat and made to sit down. His English, unless it smacks of the ball field, is antiquated. His mathematics is confined to curves and so falls below the up-to-date standard. His classics and his sciences are overshadowed by the doings of the high school team, and neglected and unappreciated he meets his college entrance examinations unprepared and so increases the deficiency rate per cent. of college delinquency.

Where lies the remedy? In the refusal of the college to receive unprepared students. Let it once be understood that no student will be allowed to enter college classes until he has passed the required examinations and the problem is solved. According to

the present regime the high school principal is controlled by the superintendent, the superintendent by the board of education, the board by the parents, the parents by the boys and the boys by their fondness for popular sports and a correspondingly lessening love of books and study. Hence come the failure to keep up with classes, the cutting of recitations irregular attendance and, finally, the delinquency that the college faculties deplore. The athlete has outstripped the scholar and the result is disastrous, as it was intended to be.

Another intended benefit which has not "made good" is the "accredited" school—a school from which the student passes to the college or university without examination. It is an arrangement which has proved and is proving a loophole for many a delinquent to gain an entrance he should not be allowed to enter, and through that same loophole many an incompetent has sneaked to find, if the college is true to itself, that he has been unceremoniously dropped from its list—a result which in many instances can be traced directly to the preponderance of the sporting element in the accredited school from which such graduates have come.

It has been asserted with more or less insistence that the requirements of the college are too high. They are much too high if athletics is to retain the prominence in the course of study which its devotees claim for it; but if book and ball are made equal claimants for academic honors, each having the same time, attention and interest allotted to it, not only will the college cease its complaints, but the delinquency complained of, amounting almost to degeneracy, will cease to increase if it does not wholly disappear.

One way for a boy to avoid even the appearance of evil is to daub the cat's face with jam.

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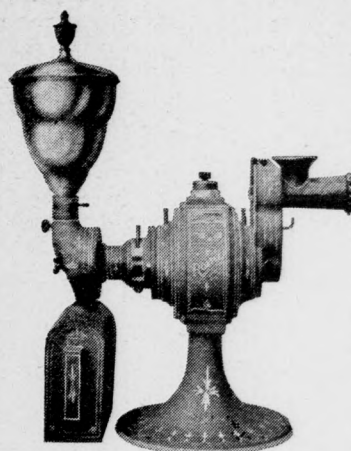
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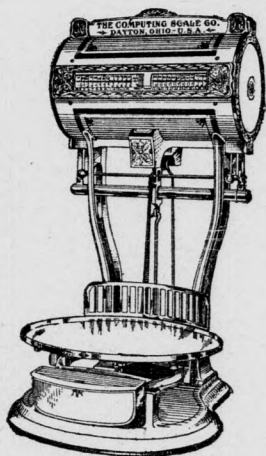
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