

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$2 PER YEAR

Twenty-Seventh Year

GRAND RAPIDS, WEDNESDAY, AUGUST 25, 1909

Number 1353

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GRAND RAPIDS, MICH.

## NOBILITY

True worth is in being, not seeming,  
In doing, each day that goes by,  
Some little good—not in the dreaming  
Of great things to do by and by.  
For, whatever men say in blindness  
And spite of the fancies of youth,  
There's nothing so kingly as kindness,  
Nothing so royal as truth.

We get back our mete as we measure;  
We cannot do wrong and feel right  
Nor can we give pain and gain pleasure,  
For Justice avenges each slight.  
The air for the wing of the sparrow,  
The bush for the robin and wren,  
But always the path that is narrow  
And straight for the children of men.

We cannot make bargains for blisses  
Nor catch them like fishes in nets,  
And sometimes the thing our life misses  
Helps more than the thing which it gets.  
For good lieth not in pursuing  
Nor gaining of great or of small,  
But just in the doing—and doing  
As we would be done by is all.

Through envy, through malice, through hating  
Against the world early and late,  
No jot of our courage abating,  
Our part is to work and to wait;  
And slight is the sting of his trouble  
Whose winnings are less than his worth,  
For he who is honest is noble,  
Whatever his fortunes or birth.

*Alice Cary.*





## "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.

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

## Pure Cider Vinegar

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

**The Williams Bros. Co.**

Manufacturers

Picklers and Preservers

Detroit, Mich.

## Every Cake



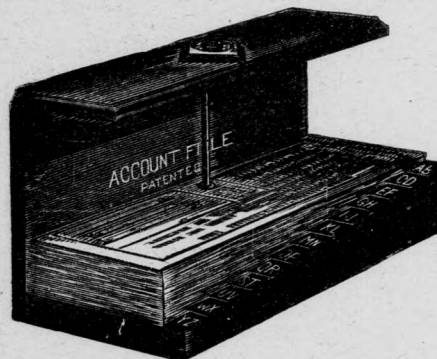
of FLEISCHMANN'S YELLOW LABEL YEAST you sell not only increases your profits, but also gives complete satisfaction to your patrons.

**The Fleischmann Co.,**

of Michigan

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

## Simple Account File



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

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



**TRADESMAN COMPANY, Grand Rapids**

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



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

Ask your jobber's  
Salesman

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



# MICHIGAN TRADESMAN

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Twenty-Seventh Year

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## SPECIAL FEATURES.

Page.	
2.	Gilda Mercatoria.
3.	New York Market.
4.	News of the Business World.
5.	Grocery and Produce Markets.
6.	Summer of Disappointment.
7.	Ask the Taxpayers.
8.	Editorial.
10.	Dovetailer Development.
11.	From the Church.
12.	Butter, Eggs and Provisions.
13.	Most Insidious Disease.
14.	Stewart's Method.
15.	Keeping Two Watches.
16.	Waited Forty Years.
18.	Edward Millerisms.
20.	Mutual Relations.
23.	More Ethics Needed.
24.	Convict Camps.
27.	Wrong Work for Children.
28.	London Mercers.
30.	Woman's World.
32.	Review of the Shoe Market.
34.	Making Most of Life.
36.	Stoves and Hardware.
39.	Our Fruit Interests.
40.	Commercial Travelers.
42.	Drugs.
43.	Drug Price Current.
44.	Grocery Price Current.
46.	Special Price Current.

## TWENTY-SEVENTH YEAR.

The issue of last week completed the twenty-sixth publication year of the Michigan Tradesman. The issue of this week therefore marks the beginning of the twenty-seventh year.

It seems but yesterday that the Tradesman was established, so pleasant and swift fleeting have been the years that have marched along in steady procession since 1883. Few are now in trade who stood behind the counter when the Tradesman was born. Most of the men who were merchants twenty-six years ago have received their final summons and gone to their everlasting reward. Only thirty-seven of the original subscribers have remained on the subscription book without interruption for twenty-six consecutive years.

The same general policy which has been pursued by the Tradesman in the past will be followed in the future. The best and cleanest of commercial and mercantile news will be carefully culled from the field of activity and presented in the most attractive form. The newest thoughts and latest accomplishments in merchandising will be conscientiously chronicled. Through it all the Tradesman will endeavor to lead its readers into an atmosphere of nobler endeavor and broader achievement; to convince its patrons that the jingle of the money till is not all there is to trade and traffic; that there are grander things than chasing dead-beats and making money simply for the sake of making money; that the man who gives way to envy, jealousy and malice not only derives no pleasure from life himself, but depresses and impairs the pleasure of every one with whom he comes in contact, thus conferring a curse instead of a blessing on the world; that generous words and noble deeds mean more to the world than the piling up of profits or the building up of burdens and responsibilities; that a good name is rather to be chosen than great

riches, and that when a man has gone to his final reward he is remembered longer for the sunshine he left in his pathway and the unselfish acts he bestowed on others than for the size of his accumulations or the magnitude of his business.

The Tradesman believes that we are now on the threshold of the most prosperous period the world has ever known. The merchant who does not secure a good foothold during the next half dozen years will probably not gain ascendancy during the present generation. Nothing assists the aspiring merchant more than a good trade journal in which he may repose absolute confidence; and in this work of assistance and inspiration and encouragement the Tradesman hopes to be able to do its part. If it succeeds as well in the future as it has tried to do in the past, it will not have lived in vain.

In this connection the Tradesman craves the opportunity of saying a few words to the thousands of generous patrons who have so faithfully and loyally contributed to the success of the publication. No journal ever had a more critical constituency or one more given to praise or censure, whichever appeared to be deserved. The reader who reserves either praise or censure is not doing his full duty to the editor, because one is as valuable as the other in enabling the hand at the helm to present a publication which shall approach the standard it aims to reach and maintain. If there is one thing more than another which has contributed to the success of the Tradesman, it is its vigorous personality—not only the personality of the editor but the personality of its readers, speaking by and through the editor, because no guiding hand is so strong as when it is cordially and steadfastly upheld by its supporters. A publication without a vigorous personality can never achieve success in its truest sense. It may pile up dollars for the publisher until he is as rich as Croesus, but if perfect understanding, co-operation and sympathy between reader and editor are lacking the publication can not, in the nature of things, be called a success. Mere money and an abundance of brains do not make a trade journal. They may fill the pages full of high sounding phrases and glittering generalities, but the spirit—the soul—is lacking and without that the publication fails to perform the true mission of a trade journal.

To all who have contributed in the least degree to the success of the Tradesman—either as subscribers, advertisers, contributors or critics—heartfelt thanks are herewith extended.

## AN OLD CLERK'S STORY.

A few days ago a venerable gentleman identified with the mercantile interests of a nearby city retired from business.

That is to say, he was in as kindly a manner as possible informed that his services were no longer required.

In commenting upon the matter the old gentleman said: "No, I was not surprised, neither was I grieved. It was the logical thing and I had been living all through the past decade in expectation of that which has just happened."

The gentleman is a native of Oakland county and, brought up on a farm, lived there until his sixteenth year, when he went to Jackson and became a clerk in a general store. That was fifty-six years ago. Two years later he moved to the city where he still lives and accepted a position as clerk and book-keeper in a general store, which at the time was an accessory, so to speak, to a mill—a mill which was operated part of the time as a grist mill and part of the time as a woolen mill, it being equipped with machinery for both purposes.

"Where I made my mistake," said the old gentleman reminiscently, "was when I took my new job. I was given the choice of keeping the books of the entire business, store and all, utilizing a little dusty cubbyhole of an office in the mill as my office and acting as a sort of overseer of the mill or of doing my accounting in the store and acting during spare moments as salesman behind the counter.

"I was young, healthy, somewhat popular among the girls and probably vain; anyway, I was fond of good clothes and liked always to appear neat and clean. I could not satisfy such a temperament handling grain bags, greasy fleeces of wool and remaining always in the mill atmosphere and so I decided in favor of the store, and I have been a clerk and accountant ever since—over fifty years."

"Supposing you had elected to go into the mill. What would have been the difference?" was asked.

"You mustn't get me started for I never know when to stop," said the old man as his eyes lighted with a sort of longing gleam as though eager to go on. "But I'll tell you this much, I wouldn't have worked all my life at a salary that has never reached \$800 a year. I'll tell you also that no boy starting out for himself can make a more serious mistake than to tie himself up to an inordinate fondness for dress and the accompanying conceit that the social end of life is all there is to it. Of course, every young man should keep himself neat and clean when out among

folks and I believe it is a good thing to cultivate moderately a companionable disposition guarded by courtesy, uprightness and discretion as to the future.

"Myself? I thought that away from my desk or the counter the only things worth while were the church socials, the private parties, the winter night dances and sleigh rides—in brief, being one of b'boys. It is a mistake. There's nothing in it. Yes, I learned to play billiards at 25 cents a game, not counting the drinks served now and then; I even went a little way into the mysteries of card playing. Indeed, I did nearly everything except look ahead on my own account.

"But I held my job sixteen years and left it of my own accord to accept a chief clerkship at \$60 a month. That is the only change I ever made. I have been with the firm I have just left twenty-two years. When I made the last change I pulled up as to habits, having married meanwhile. I began saving money and, while I have a comfortable little home free and clear, a little bank balance and a paid-up life insurance policy about to mature, I haven't anywhere near what I would have had had I gone into the mill when I had the opportunity."

## ON THE RUN.

The Pere Marquette announces a reduction in the apple and potato rate from Traverse City to Chicago from 18c to 13c, to take effect Sept. 11. This is equivalent to an admission on the part of the Pere Marquette system that it has been robbing the shippers of Traverse City for several years, and it is to be hoped that this reduction is but one of a long series of reductions that will place Traverse City on an equitable basis with other shipping points of similar character and importance. Discriminated against as few other cities in the United States have been discriminated against, her business men have shown wonderful vitality. How they have been able to keep Traverse City on the map, in view of the manner in which she has been handicapped by the G. R. & I. and Pere Marquette, is more than some people can understand.

The residents of Zoar, Ohio, have decided on a novel method of supplying the people of the community with cider next fall. A 100 barrel cement cistern, built years ago by the Zoar Communistic Society, is to be cleaned out and when apples are ripe will be filled with fresh cider. A pump is to be installed and any one who has the will to work the handle may have a swig. If this fact is generally advertised it is safe to assume that the thirsty tourists from the four winds of heaven will light down on Zoar next October "when the frost is on the pumpkin."



## GILDA MERCATORIA.

## Origin of the "Twelve Great Companies of London."

Written for the Tradesman.

As to the origin of merchant guilds the following is considered an authentic account:

Those men who in the growth of a town became citizens by virtue of possessing town land frequently were also traders; the uncertain state of society in early times naturally caused them to unite for protection of their trade interests in the creation of a gilda mercatoria, which made internal laws akin to those of other guilds, social or religious, and the success of these private interests of the members enlarged the importance of their associations.

Therefore when towns and boroughs obtained confirmation of their municipal life by charter they took care to have it include that the men of the place should also have their guild merchant. In this way the guilds obtained recognition by the state, so that the citizens and the guild became identical and what was guild law frequently became the law of the town.

In the greater cities, such as London and Florence, the separate occupations or crafts early asserted their associating power and independence and the craft-guilds gradually took a place in the organization of the town government.

But in England and the north of Europe, between the ninth and twelfth centuries, the guilds-merchant, having grown rich and tyrannical, excluded the landless men of the handicrafts, so that these uniting among themselves, there arose everywhere by the side of the guild-merchant the craft-guilds, and they existed side by side with the old town or merchant guild.

Each member of these guilds took an oath and paid an admission fee and annual dues. Regular business meetings were held and there was an annual guild or festival day. Each guild had its livery, which members were expected to wear at funerals, feasts and public pageants, and there were strict rules for good behavior and life of members. The meetings were held in members' houses or a hired room, or when a guild was rich—as was the case with a majority of the merchant-guilds—in a hall or chapel owned by the organization. Gifts and legacies were made to them and they loaned out of their association resources to poor members or devoted portions thereof to some public or charitable object. Schools and churches were founded and highways, bridges and town walls were repaired by the guilds, which also performed miracle and other plays, produced pageants and provided minstrels for social occasions, as well as in many instances participating importantly in certain municipal proceedings. The observation of Lord Mayor's Day in London owes its origin to this practice of the merchant guilds.

In the course of time there arose a severe struggle for power between the merchant guilds and the craft guilds in England, and the victory of

the crafts is decisively marked by the ordinance of the time of Edward II., which required every citizen to be a member of some trade or "mystery," and by another ordinance during the reign of Edward III. which transferred the right of election of corporate officers (including members of Parliament) from the ward representatives to the trading companies—whose members were also craftsmen. It was at this time that the trading companies of London assumed generally the character of corporations, so that instead of enjoying privileges only on sufferance and by the payment of terms these privileges were confirmed by letters patent. Even Edward III., the reigning King, became a member of the fraternity of Linen Armourers, or Merchant Tailors, and other distinguished persons followed his example. From this time on these associations were commonly termed, "Livery Companies."

In the regulation of trade these companies possessed extensive powers, as, for example, is shown by the answer of Edward III. to a remonstrance against "the merchants called grocers who engrossed all manner of merchandise vendable and who suddenly raised the prices of such merchandise within the realm." The King's answer enacted that "all artificers and people of mysteries shall each choose his own mystery before next Candlemas, and that having so chosen it he shall henceforth use no other."

Such regulations were somewhat of a burden upon those members of the craft guilds who were also merchants and members of that guild because many had to choose and practice jointly. And so it is not strange that, the members gradually becoming rich and influential, the "Twelve Great Livery Companies" steadily lost their industrial character and developed into limited corporations of capitalists.

Following is a list of the "Twelve Great Livery Companies: Mercers, Grocers, Drapers, Fishmongers, Goldsmiths, Skinners, Merchant Tailors, Haberdashers, Salters, Ironmongers, Vintners and Clothworkers. In addition to these there are at present sixty-seven other livery companies in London, many of which, even although they are of less historical interest than the "Twelve," are their equals as to wealth and economic value.

When during the reigns of Edward IV. and George II. the municipal corporation gradually lost control of the companies the taxation of these bodies became a regular source of revenue to the government, and from that time to the present the position of the companies is an habitual, almost conventional, subject of political discussion.

Charles S. Hathaway.

## Danger in Being Too Friendly.

A salesman's desire to extend his acquaintance is laudable, but he must use judgment in the manner in which he does it.

John L. Vance (which is not his name), the head salesman of a large Chicago house, had just returned

the night before from a trip through Kansas. He was seated at his desk dictating when two detectives from the Central station presented themselves for admission.

"Are you Mr. John L. Vance?" they asked.

"I am," was the reply.

"And is this — Michigan avenue?"

"It is."

"I am sorry," said one of the detectives, showing his star, "but we will have to ask you to accompany us to the station. We have had a telegram from the sheriff at McPherson, Kansas, giving us your full name and address, asking us to hold you on charge of fraud."

Mr. Vance was dumbfounded. He had only been in McPherson over night, had failed to sell his man any goods, had paid his hotel bill and left town the following morning. At the police station he convinced the chief that there must be some mistake, and was released upon his promise to return the following morning, at which time further details were expected.

When Vance arrived at his office in the morning there was a night telegram on his desk from a clothing firm at McPherson, which read as follows: "Unless you wire money, will imprison you for obtaining goods under false pretenses." The sender of the telegram Vance had never heard of, nor did the description received from McPherson at the police station during the day fit him. The chief was satisfied of the mistake and dismissed his suspect.

Then Vance began to think. He remembered that on the train as he was nearing McPherson his companion in the smoker had been a dapper young man with whom he had exchanged cards after a few minutes of conversation. It afterwards developed that this man had presented the card and obtained a suit of clothes, asking the dealer to send the bill around to the hotel the following evening. His expense funds were expected, was the man's excuse for not paying cash. He had missed his check in the last town.

The merchant consulted a "rating" book, and as Mr. Vance's firm was well rated the credit was granted. Needless to say, neither the dapper young man nor the suit of clothes were to be found in the hotel the following evening. The register showed that Mr. Vance had left that morning.

D. M. Compton.

## Side Lights on Career of Moses V. Aldrich.

Moses V. Aldrich was one of the strong men of the business community of Grand Rapids twenty-five years ago. He commenced his business career in company with his father-in-law, William B. Ledyard, as a manufacturer of seed separators and milk safes on South Division street, in the rear of St. Andrew's cathedral. Mr. Aldrich was an excellent salesman and there were but few farmers in Western Michigan who failed to purchase either a milk safe or a separator of him. If the farmer lacked funds with which to pay for his purchase Mr. Aldrich had a nice way of persuading him to give a note en-

dorsed by a neighboring farmer. After discontinuing the manufacturing business he opened a private bank in the Ledyard block, on the corner of Monroe and Ottawa streets, and speedily established a very remunerative business.

His good nature and kindly disposition won many friends and the business was continued until the day of his death. Early in his career as a banker he took an exception to an assessment that had been made upon his property by a Supervisor and when he became convinced that he had been imposed upon no more vigorous kicker than he was known in Kent county.

After his first election to the office of Supervisor of the Second Ward the late R. B. Loomis called upon Mr. Aldrich and enquired:

"How much money have you employed in your banking business?"

"Six thousand dollars," Mr. Aldrich replied.

"But you advertise in the newspapers that your banking capital is \$50,000," the Supervisor continued.

"It is and I'll show you of what it consists."

Going to the safe Mr. Aldrich brought forth a package of Government bonds and remarked, "This package is worth \$44,000 par value and you can not legally tax it for one cent."

The Supervisor departed and Mr. Aldrich's assessment was very largely reduced in comparison with the amount levied upon him the preceding year.

Mr. Aldrich engaged in politics and served several terms as Mayor of the city. He was an able, independent and popular official and governed the city wisely.

In the early seventies he aspired to a seat in Congress and but for the treachery of one of the delegates to the congressional convention would have been nominated and elected. He lost the nomination by one vote, and when the contest ended Mr. Aldrich resolved to ferret out and punish the traitor. This he accomplished. The traitor was suddenly reduced from a position of seeming wealth and influence to poverty and compelled to seek menial employment in another state.

Mr. Aldrich took a great interest in the welfare of young men, and many who have achieved success attribute their good fortune to the wise counsel and financial aid of Mr. Aldrich. He was a useful man, whose early death was a calamity to the community.

Arthur S. White.

## Something New In Mantels Fireplace Goods and Tiling

We manufacture and carry in stock at our factory salesroom 180 different designs from which to select. Outfits complete, \$20 and up. Bathroom and vestibule tile floors a specialty.

Grand Rapids Clock & Mantel Co.  
Bell Phone No. 3123 Grand Rapids, Mich.



## NEW YORK MARKET.

## Special Features of the Grocery and Produce Trade.

## Special Correspondence.

New York, Aug. 21—It gives one a feeling of satisfaction to be told almost everywhere that business is good and ever growing better. Some say it gains by the month, others say by the week and still others say that every day shows improvement. Prices are well sustained and in some lines it seems as though the very top had been reached. For instance, bacon is retailing for 25c. Of course this buys an excellent quality, but think of any part of the humble hog selling for as much as porterhouse steak. The only food product that is really and truly cheap is the banana.

Coffee dealers are wondering what the huge crop receipts at Rio and Santos mean. If they keep on there will be a supply which will throw in to the shade the huge crop of 20,000,000 bags three years ago. From July 1 to August 19 the receipts at the two ports aggregate 3,345,000 bags, against 2,113,000 bags at the same time last year and 1,477,000 bags two years ago. In the spot market here there is a fair business going forward and quotations remain practically without change, Rio No. 7 in an invoice way being quoted at 7¼@7¾c. Milds are without change in any particular.

Teas are firm. Orders have come in from many different quarters and the aggregate must be very satisfac-

tory. Japans, perhaps, show more strength than other sorts and prices are firmly sustained.

Refined sugar is in fair movement and quotations are firmly held at a recent advance. Most of the business has been in withdrawals, although some new business has also been recorded.

Rice is in fair movement and quotations are about on a previous level—prime to choice domestic, 6@6½c. Receipts have not been large and the outlook rather favors the seller.

There is a pretty good enquiry for spices and the fall trade is setting in in a fairly satisfactory manner. Prices are well sustained and certainly show no downward tendency.

Molasses is unchanged as to price and the demand is fairly good. Dealers look for an excellent fall and winter trade.

Canned goods seem to be showing steady improvement. This is, perhaps, more marked in corn than other lines. The improvement is in demand and not especially in price. Western corn is offered at 57½@60c f. o. b. factory. Southern, Maine style, 62½c f. o. b. Full standard tomatoes, 3's, are quoted at 67½@70c. Offerings are larger and the market is rather easy. Peas are firm and other goods are about as previously noted.

Top grades of butter are in less ample receipt and quotations show some advance, creamery specials closing at 28½@29c; extras, 28c; firsts, 27@27½c; Western factory, firsts, 21½@22c; seconds, 20@21c.

Cheese is well held at 15@16c for New York State full cream.

Eggs are firm. Best Western, extra firsts, 24@25c; firsts, 22@23c.

## Maxims For the Business Man.

Your signboard must read: "This Road to Wealth With Safety," and it must stand where all can see it.

"Talk is Cheap." Therefore don't hand out too much of it. It makes you and your proposition look cheap.

Every man looks with suspicion upon any plan necessitating his giving you money. He has to be shown.

The truth is mighty and must prevail. Just tell the truth, but tell it as if you yourself believed it, too.

You've got to know your proposition from A to Izard. You've got to know it like a young mother knows baby talk.

A real salesman is one part talk and nine parts judgment, and he uses the nine parts of judgment to tell when to use the one part of talk.

Any territory is good territory to the man who is himself good. The man makes the territory, not the territory the man.

Getting business is a good deal like courting a girl—you must offer the right kind of goods and keep on calling.

Become so saturated with confidence in your own proposition that it exudes from your every pore and shines upon your face.

Work just as hard the day after you have sold \$100,000 worth as you did the day you did it. You may

duplicate your yesterday's achievement.

Enthusiasm is the best shortening for any job; it makes heavy work light.

The lady on the dollar is the only woman who hasn't any sentiment in her makeup.

Have something to say. Say it. Stop talking.

A tactful man can pull the stinger from a bee without getting stung.

A good salesman is as full of bounce as a cat with a small boy and a bull terrier after it.

Stock up your brain so that when the demand comes you will have the goods to offer.

An appeal to reason is oftentimes less effective than an appeal to the pocket.

Hot air can take up a balloon a long ways, but it can't keep it there.

A man who does big things is too busy to talk about them.

Putting off an easy thing makes it hard, and putting off a hard thing makes it impossible.

The short-cut to success is hard work. A pleasant road, too, when you once get acquainted with it.

## Editor of the Mother's Page.

Nice Old Lady—Will you kindly tell me if the lady who writes "The Mother's Page" every week in your paper is in? I want to tell her how much I have enjoyed reading her articles on "The Evening Hour in the Nursery."

Office Boy—That's him over there with the pink shirt, smokin' a pipe.

## Open the Flood-gate of Profits

Profits are waiting at your very doors for you to open and let them in. Scores of your butter-making customers are waiting for you to sell them Dandelion Brand Butter Color.

They want Dandelion Brand—no other. For they know that Dandelion Brand is far and away the best butter color made.

They want it because it makes their butter better in every way—doesn't interfere with the taste and odor—doesn't sour or stale and gives the rich June color that means bigger prices.

Get the profits they're waiting to hand you—ready-made. Build up a Dandelion Brand Butter Color trade—it means a steady stream of profits and satisfied customers.

Dandelion Brand Butter Color Is  
Endorsed by All Authorities

**Dandelion Brand**  
PURELY



Dandelion Brand Is the Safe and  
Sure Vegetable Butter Color

**Butter Color**  
VEGETABLE

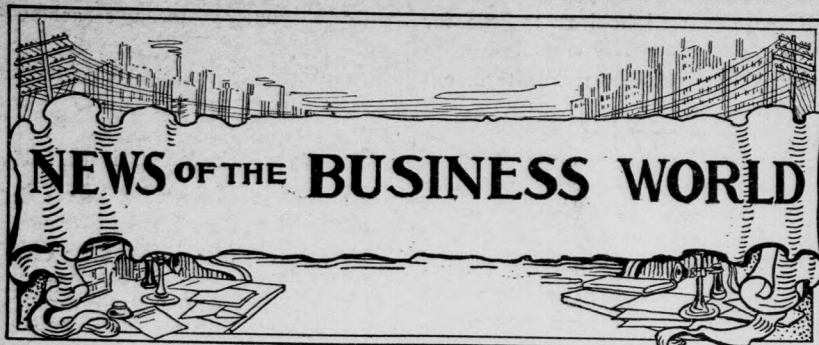
We guarantee that Dandelion Brand Butter Color is purely vegetable and that the use of same for coloring butter is permitted under all food laws—State and National.

WELLS & RICHARDSON CO.

BURLINGTON, VERMONT

Manufacturers of Dandelion Brand Butter Color





**Movements of Merchants.**

Marengo—Chas. Jacoby will open a new grocery store at Tokio about Sept. 1.

Hubbell—John B. Hodges will soon move his meat market into his new concrete building.

Plainwell—The creditors of the Plainwell Shoe Co. have received a first dividend of 15 per cent.

Gilford—A drug store has been opened in the Kintner building by Mr. Rogers, formerly of Akron.

Boyer City—L. M. Swem has opened a grocery store at the corner of Pleasant avenue and Division street.

Cadillac—Charles H. Bird has potato warehouses at Yuma, Lake City and Beulah and will operate at all three points.

Nunica—William Barbrith, general dealer, has filed a bankruptcy petition. His liabilities are set at \$4,600, with assets of \$3,200.

Charlotte—C. L. Coy, a local dry goods man, has been notified that he drew 160 acres in the recent Idaho reservation drawing.

Muskegon—D. D. Eagan has sold his confectionery stock to Wm. Fee-ney, who will continue the business at the same location.

Coldwater—C. J. Stulting has sold his bakery to G. F. Lower, of Marshall, who will continue the business at the same location.

Port Huron—Fred W. George, a local banker, recently walked from here to Mackinaw City, a distance of 280 miles, in nine days.

Albion—The Economical cash grocery stock has been sold to E. A. Salisbury, who was formerly in the grocery business in Flint.

Manton—Joseph Mayer has sold his general merchandise stock to Baun & Caline, of Greenburg, Wis., for \$10,750 without inventory.

Middleville—Stephen J. Whited, of Three Rivers, has bought the bakery of N. J. Williams and will continue the business at the same location.

Battle Creek—Mrs. Geo. Forrester has purchased the millinery business of Miss Alma Butler, West Main street, and will hereafter have charge of the store.

Berrien Springs—Norman Slater, formerly of St. Joseph, has purchased the feed store recently reopened here by William D. Jones and will continue the business.

Delton—After kicking his family out of doors, selling his grocery stock and meat market for \$200, and creating a row which roused all Delton, George Stanley, who has been in business here for many years, got into his buggy and disappeared.

Fenton—C. B. Abbey, who has been proprietor of a general store here, has shipped his goods to Turner, where he owns a building and will open for business.

Shepherd—E. A. Murphy has sold a half interest in his elevator business to Louis Mulvay, of Houston, Texas. The new firm will be known as Murphy & Mulvay.

Midland—F. Imerman has traded his farm for the bakery and confectionery stock formerly owned by Bert F. Smith and will continue the business at its present location.

Bay City—J. Cavanaugh has closed his grocery store at the corner of Broadway and Lafayette avenues. Paul Schrader is moving a stock of groceries into the same building.

Charlotte—Sherman Brothers, bakers and confectioners, sold their stock and business to Alton Zeis and Fred Wood, the latter of Hastings, who took possession immediately.

Monroe—Geo. Rammler has sold his grocery and meat stock to Rudolph Plotz and Ernest Ott, who will continue the business at the same location under the style of Plotz & Ott.

Bronson—P. A. Buck has established a flour and feed store in his building recently occupied by a saloon. Saloon stores are rapidly filling up with business of other kinds.

Armada—G. H. Hebblewhite has sold his stock of clothing and shoes to Fred R. Williams and H. R. Hathaway, who will continue the business under the firm name of Williams & Hathaway.

Flint—The Edwin Sterner Co. has merged its plumbing and steam-fitting business into a stock company with an authorized capital stock of \$30,000, all of which has been subscribed and paid in in cash.

Gladwin—J. W. Spooner has bought the grocery stock of M. H. Wright and will conduct the same in the future. Mr. Wright is an old business man in this place, having conducted a grocery store many years.

Big Rapids—Theo. Bidwell has purchased from Charles Williams his stock of stationery and curtains, Mr. Williams having decided to drop these two lines and continue only his wall paper and paint business.

Kent City—Fonger & Fuller have removed the hardware stock recently purchased of Walter Broman to their own store building, where they have a full line of dry goods, groceries, furniture, etc. This firm has erected a large warehouse and is prepared to buy fruit and produce of all kinds.

Perry—E. B. Davis is closing out his stock of general merchandise and will go West to ascertain if a change of climate will not prove beneficial to his health. Mr. Davis' store has been a landmark here ever since the village started.

Detroit—The Detroit Sand & Gravel Co. has filed articles of incorporation with a capital stock of \$25,000; \$15,000 is subscribed, William T. Chipchase, Byron S. Aldrich and Albert W. Munsel each holding fifty shares of stock.

Owosso—Claud Nutson, of this city, and Miles C. Lathrop, of Ellwell, have formed a copartnership to engage in the grocery business in the store building formerly occupied by F. G. Oatman, who has retired from the grocery business.

Muskegon—Henry A. Wolff has assumed the local management of the South Bend Baking Co., which is entering this city with its line of baked goods. The store room at 26 Jefferson street is being fitted up as a salesroom and headquarters.

Saranac—Burnham, Stoepel & Co. bid in the W. A. Covert Dry Goods Co. stock at \$10,500. The purchaser will conduct the store under the new name of the Saranac Dry Goods Co. and has retained Miss Grace Brown as manager. Miss Brown is not a stranger to the people of Saranac and vicinity, having been connected with this store for the past four years.

Middleton—Messrs. Slocum, Ealy and Hudson have purchased the interest of F. E. Kelsey in the Bank of Middleton. On the same day these same gentlemen purchased the Bank of Butternut and will assume its entire business on Sept. 1. Mr. Slocum is one of the original owners of the Bank of Middleton and well known throughout the State. Mr. Hudson is the present Cashier and Mr. Ealy is Cashier of the State Savings Bank of Caro. He also has a controlling interest in banks in the following towns in this State: Reese, Munger, Fairgrove, Akron, Millington, Silverwood, Clifford, West Branch and East Tawas. The banks of Middleton and Butternut will be under the management of Mr. Hudson.

**Manufacturing Matters.**

Kalamazoo—The Kalamazoo Paper Box Co. has increased its capital stock from \$35,000 to \$60,000.

Howard City—A. W. Messenger has sold his woolen and feed mill and business to George Cooper.

Petoskey—The Thomas Quinlan & Sons Co., Ltd., has increased its capital stock from \$50,000 to \$100,000.

Kalamazoo—A final dividend of between 9 and 10 per cent. has been paid to the creditors of the Dunkley Co.

Muir—Frank and Walter Burling will continue the flour milling business of their late father, Seymour S. Burling.

Cadillac—A. B. Dibble has resigned his position as bookkeeper for the St. Johns Table Co. to accept a similar position with the Lake Superior Iron and Chemical Co., of Elk Rapids.

Lake Odessa—G. W. Brummeler has sold his interest in the milling

firm of L. H. Heaton & Co. to his partner, who will continue the business under the style of the Lake Odessa Milling Co.

Detroit—The Detroit Curtain Co., organized to manufacture and paint theatrical curtains and scenery, has an authorized capital stock of \$1,000, all of which has been subscribed, \$500 being paid in in cash.

Shelby—The Oceana Barrel Co. has been incorporated for the manufacture and sale of barrels, boxes and packages used in handling general produce, with an authorized capital stock of \$15,000, \$10,000 being subscribed and paid in in cash.

Muskegon—A new corporation has been organized under the style of the E. C. B. Judd Co. for the manufacture and sale of water closet furnishings, with an authorized capital stock of \$15,000, \$10,200 being subscribed and \$1,500 paid in in cash.

Detroit—A corporation has been organized under the style of the Detroit Metal Parts Co. for the manufacture and sale of novelties, machinery, etc., with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Ann Arbor—The Come-Packt Furniture Co. is the name of a new corporation organized for the manufacture and sale of mail order furniture, with an authorized capital stock of \$100,000, \$70,000 being subscribed, \$1,775 paid in in cash and \$68,225 in property.

Muskegon—The North American Boiler Co. has been incorporated for the manufacture and sale of steam boilers, engines and tanks, with an authorized capital stock of \$25,000, all of which has been subscribed, \$1,500 being paid in in cash and \$3,500 in property.

Detroit—The Wolverine Film Co., organized for the purpose of manufacturing and handling moving picture films and machines, has filed articles of incorporation, with a capital stock \$10,000. J. E. Thomas owns half the stock and George F. Kerney, Charles S. Perry and William F. Eiting hold equal shares of the remainder.

Kalamazoo—The controversy between the partners in the Upjohn Co. has been settled by the purchase of the interests of the brothers antagonistic to Dr. W. E. Upjohn. A new corporation has been organized under the same style with a capital stock of \$600,000, of which \$360,000 is common and \$240,000 preferred, all subscribed and paid in.

**Those Dear, Delightful Swedes.**

"Ay tank Ay go across the street and get the tailor to mend my vaist," drawled a Swedish foreman, showing his employer a very ragged vest.

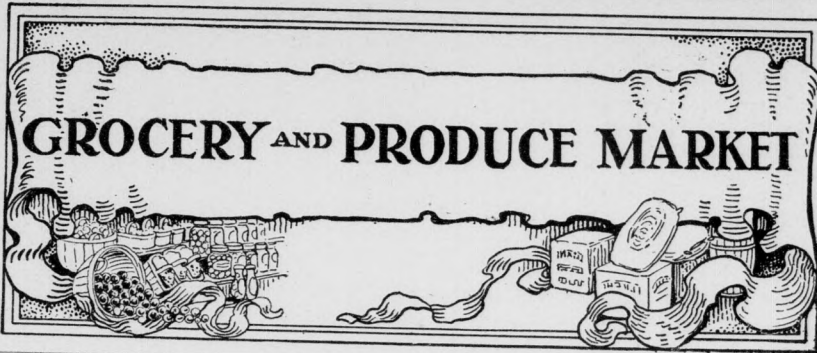
"All right, John."

In a few minutes the Swede returned with his vest untouched.

"Aren't you going to have it mended?" asked the boss.

"Ay tank not in that shop," replied the Swede. "Ay ask him what he charge an' he say, 'Two dollar.' Then Ay ask him, 'Will you take the vaist in part payment?' an' he wouldn't do it."





### The Produce Market.

Apples—50¢@75¢ per bu. for Duchess and Red Astrachans.

Beans—String and wax command 50¢ per bu.

Beets—70¢ per bu.

Blackberries—\$1.25 per 16 qt. crate.

Butter—The past week has witnessed a very active trade in creamery at an advance of 1½¢ per pound. Practically all the receipts are selling on arrival. The receipts are lighter than usual at this season and the consumptive demand is very good. The market on everything in prints and solids is firm and healthy. Local dealers hold factory creamery at 29¢ for tubs and 29½¢ for prints. Dairy ranges from 15¢ for packing stock to 19¢ for No. 1.

Cabbage—Home grown, 50¢ per doz.

Cantaloupes—Indiana Gems, 60¢ per crate; Michigan Osage, \$1.25 per crate.

Carrots—75¢ per bu.

Cauliflower—\$1.25 per doz.

Celery—Home grown, 18¢ per bunch.

Crab Apples—75¢ per bu. for early varieties.

Cucumbers—20¢ per doz. for home grown hot house; 75¢ per bu. for garden grown.

Eggs—Except for the enormous demand from the resort regions, the market would have sagged under the influence of heavy offerings during such warm weather. It is too warm to allow goods being held any length of time, as the shrinkage would be too heavy; and it has caused dealers to be more anxious to keep stock moving and supplies on a fresh basis than would be the case under cooler conditions. The slight decline has not increased the demand to any extent as yet, but surface indications are that the present range is not likely to be cut for a while at least. Until after harvest is over, eggs will not be marketed freely by farmers, and the increased help at home will consume a larger proportion than at any other season of the year. The market is healthy and unchanged. Local dealers pay 21¢ f. o. b., holding selected candled at 23¢@24¢.

Egg Plant—75¢ per doz.

Green Corn—12¢ per doz.

Green Onions—15¢ for Silver Skins.

Green Peas—\$1 per bu. for Telephones.

Green Peppers—75¢ per bu.

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

Lemons—The market is still strong on the basis of \$4.50 per box for both Messinas and Californias.

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

Onions—Home grown are now in market, commanding \$1 per 70 lb. sack. Spanish are in fair demand at \$1.60 per crate.

Oranges—Mediterranean Sweets are moving freely on the basis of \$3@3.25. Late Valencias command \$3.35@3.65.

Parsley—25¢ per doz. bunches.

Peaches—Hale's Early (white clings) command \$1.25. Early Crane's (yellow freestone) fetch \$1.50. Receipts are not heavy, but are ample to meet both the shipping and consumptive demand.

Pears—\$1.25 per bu. for Sugar and Clapp's Favorite.

Pickling Stock—Cucumbers, 20¢ per 100; white onions, \$2.25 per bu.

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

Plums—\$1.50 per bu. for Burbanks, Bradshaws or Gueis.

Potatoes—Home grown fetch 60¢ per bu. or \$1.65 per bbl.

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

Radishes—15¢ per doz. bunches.

Squash—Crookneck commands \$1 per bu.

Sweet Potatoes—\$1.50 per bu. for New Jersey stock.

Tomatoes—\$1 per bu.

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

Watermelons—Indiana and Missouri are both in strong demand on the basis of \$2.25 per bbl.

Whortleberries—Scarce and not extra as to quality, selling at \$1.50@1.75 per 16 qt. crate.

Wm. F. Barth, for many years engaged in the retail drug business at 668 Wealthy avenue, has leased the store at 253 South Division street and will open for business with an entirely new stock of drugs and sundries. The Hazeltine & Perkins Drug Co. furnished the stock.

George Van Every is erecting a two-story three store brick building on Lake avenue, near School street. He will occupy one of the stores with a grocery stock and another as a meat market, renting the third store to a druggist or dry goods dealer.

George Collins, of Hastings, has taken the position of home salesman for the Grand Rapids Supply Co. and will remove with his family to this city. For the past year he has been employed in New York City.

### The Grocery Market.

Sugar—All of the refiners joined last Thursday in advancing quotations 10 points, since which time the market has been strong and active. The demand for refined sugars to supply the heavy consuming demand during September will soon begin, and as the stocks of sugar in the hands of the trade are rather less than they were at this time last year the demand will be very heavy. This, with the strength of the raw sugar market, will undoubtedly lead to higher prices in refined sugars, and while so far refiners have been able to hold the market in check, it appears to be only a question of a short time when they will be forced to advance.

Tea—Japan sales have been fairly active with prices well maintained. The new crops are showing good quality. Nibs are very scarce. Formosa prices are steadier and high grades continue rather scarce. Ceylons remain firm, with demand steady.

Coffee—The market for Rio and Santos grades has continued very quiet during the week, both as regards spot and options. The fact that supplies are running low outside of the holdings of large importers suggests in some quarters that the country will soon take hold, but, on the other hand, the heavy receipts at primary ports keep buyers indifferent. The pressure of the new crop movement, it is argued, should carry prices lower, allowing for temporary reactions. The estimates of the crop furnished by the valorization interests are taken with a grain of salt in well informed circles, even though the ultra-large predictions are likewise discredited.

Canned Goods—There has been no particular change in tomatoes. The movement is slow, but there is no pressure to sell and prices remain as previously quoted. Corn is firm, owing to the unfavorable outlook for the season's pack, due to reduced acreage and bad weather. Peas are firm, but at present the market is quiet. Apricots are firm and higher. Other California fruits are quiet, but steady. Southern fruits are dull, but, owing to the short crop, peaches are firm, with an upward tendency. Gallon apples are firm under light offerings, but buyers are holding off. Opening prices on the new pack of sockeye salmon are expected to be made sometime during the coming week, but as, according to all reports, the pack has fallen far short of the average for a big year, it is thought that the figures named may be comparatively high. Alaska salmon packers may also announce prices on the 1909 pack this week. In spot salmon there is little doing at present, but as stocks are small and mainly controlled by second hands, there is reluctance to make concessions.

Rice—The market is without particular change. Advices from New Orleans report the usual daily rains, which, it was said, were damaging new rice. The market there was said to be steady, with rough rice sold up as fast as it arrived.

Dried Fruits—Apricots show no change and no special demand. New crop fruit has arrived and proves not

to be as good as was expected. Raisins are easy and the market is decidedly in the buyer's favor. The demand is light. Lemon and orange peel have advanced ½¢. Other dried fruits are dull and unchanged. Prunes are unchanged on the basis described last week. The demand is light. On account of the active demand peaches have advanced ½¢ on the coast, and the advance seems to be fairly general.

Syrup and Molasses—Corn is 2¢ per bu. higher, but glucose has not been marked up. Compound syrup is unchanged and in moderate demand for the season. Sugar syrup shows no change and is active for export, but not so much so for home consumption. Molasses is in fair demand at unchanged prices.

Cheese—A further advance of ¼¢ has taken place and the market is strong. The receipts are very light; in fact, the make is lighter than usual for the season. The consumptive demand continues active notwithstanding the high prices. A continued light supply and firm market are expected.

Fish—Cod, hake and haddock are quiet on spot, but show some activity for future delivery. Prices are unchanged. Salmon is in fair demand, conditions throughout being unchanged. Prices on Alaska and Sockeye fish have not yet been named. Domestic sardines still rule at very low prices, though packers still refuse to sell below \$2 for quarter oils f. o. b. One offer of \$1.95 for 5,000 cases was turned down by one packer during the week. Imported sardines are firm and unchanged. The demand for mackerel during the week has been good. Prices for Norway mackerel have been steadily maintained on last week's basis. Other grades of mackerel are not cutting much figure because of scarcity. Shore mackerel are especially scarce, only a few fish being landed.

Provisions—The consumptive demand is fairly seasonable. Pure lard is firm at an advance of ¼¢, but compound lard is unchanged. Barrel pork, canned meats and dried beef are unchanged and steady.

### His Minutes Are Long Ones.

Kalamazoo, Aug. 24—"Will Be Back in Five Minutes," stated a sign in the window of Charles Daniels' grocery store, but after a wait of as many hours the proprietor failed to put in an appearance and his friends began to worry. Mrs. Daniels, who with her young son was visiting relatives in Otsego, was summoned and an investigation of the store disclosed that Charles had taken \$200 from the till.

Mrs. Daniels states that her husband left in about the same manner about ten years ago and was discovered several months later in Los Angeles, Cal., where he was living with a relative. However, she says he was troubled with heart disease and fears he may have wandered away while ill.

Carl Hoppage has opened a grocery store at Smyrna. The Worden Grocer Co. furnished the stock.



## SUMMER OF DISAPPOINTMENT

## How Man Proposes and Fate Disposes Sometimes.

Written for the Tradesman.

It isn't a pretty name—Snoozer—and not at all attractive. Even when it is stated in parentheses that it was given to one old codger whose gray hair was mingled with the brown by another codger, not nearly so old, whose brown was mingled with the gray the "nomen" had little that was pleasing. When, however, it was made the part of a greeting, accompanied with a handshake or without it, there was always a heartiness attending it which made it delightful to him who gave as well as to him who received it, and prevented its use aside from these particular two.

There is an idea abroad that sentiment in the human masculine does not exist beyond a certain line. Apparently yes; really no. So when May that year went away without doing her part of the yearly house-keeping and June indignantly found fault with her for her remissness a letter came to codger, the younger, announcing that a summer of gloom was before him and that, as long as misery loves company, he, the elder, had decided to pitch his tent within sight and sound of the other's chimney, so that when occasion and inclination were in harmony they two could be miserable together.

Then followed a tale of woe, condensed and to the point which will bear repeating: A future President of the United States of America was about to be born into the world; would the letter writer's own dear mother come to be with her in her hour of trial? The yes in big capitals settled the question of Old Snoozer's summer, and, thrown thus upon a cold and heartless world, with the reluctance of a martyr he pitched his tent across the street from his companion in misery and the summer of Old Snoozer's disappointment began.

Contrary to his expectation the sun rose clear and beautiful upon the city encamped among the leaves, where the shade is plentiful and the big inland sea not too far off wafts its cooling winds to lay their refreshing, ripple-dipped palms on grateful sweat-beaded foreheads. Old Snoozer had closed his blinds, but the ambitious sun, eager to begin to be disagreeable, forced itself into the chamber where the old man slept and, prying his eyes open with the brightest sunbeam its quiver contained, started him good and early upon the warmest day that June had so far furnished.

His opening misery was the unquestioned fact that he was alone but that again after the passing of a good many years he could do as he pleased without let or hindrance—one of the greatest miseries mankind can have, if he is only wise enough to know it. At that very minute he would have been glad to hear a certain sweet voice, that the years had sanctified, coming up the stairway, saying as that particular voice could say it, "Bubulums!"—the idea of calling that old rooster Bubulums!—"the cakes and coffee are almost ready;

better be coming down." Then when the truth came home to him that there were no cakes and coffee such as "She" knew how to make and no sweet voice—hers—near enough to be heard, and this was the first morning of the first day of the long, lonesome, tiresome summer, he didn't care a snap about the future President of the United States; and he didn't want his own way; and "mother" might have all the drawers in the bureau and the chiffonier too if she wanted them; and why should he hang his nightshirt on that particular nail in the closet, and what if she did make him—yes, make him and who had a better right?—put away his necktie and collar, and wouldn't let him leave his slippers right where he stepped out of them; and he wished he hadn't let her go; and—and—and—the sun became brighter and hotter in spite of blind and shade and, after he got ready, grouchy and growling he went down to breakfast.

The motherly matron whose rooms Old Snoozer had engaged suggested that the back yard was shaded by apple trees and that a hammock on the shady side of the house in the morning wasn't a bad place to while away the hours and that if her bookshelves had anything to entertain he had only to seek and find and use if he so desired. He seemed to think he did and with book in hand he got into the hammock; but not having been securely put up, it gave way and the fall bumped him hard enough to keep him out of the hammock for the rest of the summer and drive him with a "just as I expected" back into the house. There hot and lonely and thinking of the good time wife and daughter were, at that very minute, having together he, the old hypochondriac that he was, was settling down into a period of gloom, when below his window outside came up a cheery "Hello, Unc! What you doing? Come on out and I'll give you the ride of your life!" and looking out, there at the curb stood an automobile, fretting with impatience for "Unc" to hurry up and get out away from the city streets, where the grass was growing green and the wind, heavy with the breath of blossoms, was blowing sweet and cool.

Sore from his recent fall Old Snoozer came limping down the steps, when the chauffeur, the other snoozer's son, a stalwart in length and limb, came bounding up the front walk.

"This never's going to do and you a cripple!" was his exclamation and before Old Snoozer had a chance to know what was coming, up into those stout young arms he was gathered and, as carefully as a mother carries her baby, the old man was borne from veranda to the curb, seated in the car, and a moment later was whirling away faster than that white-haired sinner had ridden in years. There was a difference of forty years between them, the young fellow and the old one, but the difference was hardly realized by either as they drank in together the glory of the glad June day. It is the condition which will always exist between ex-

tremes when the one is sixty years young and the other twenty years old, for the average in such instances is always the same and when equals meet equals the result is the best attainable.

After the fifth decade age rarely changes its habits and Old Snoozer's summer of disappointment did not bleach his hair to any perceptible extent nor pull down the corners of his mouth alarmingly. The only period of the day that had any terrors for him or rather the only time he had for indulging in them was from ten to twelve, and the finger on the sundial never quite touched ten without the perfume of a freshly lighted cigar rising on violet wings and floating in through Old Snoozer's window. It was a summons he never neglected. Down went paper or pen or book or whatever engaged him and down under the apple trees he proceeded to find in the hammock, stretched out at his ease, the young giant who thought he'd come over just to see how "Unc Bob" was; and I believe that I am not betraying the confidence of either in saying that the hours so spent were to them the brightest spots of the summer and that the two look back upon them even now with the greatest satisfaction. What they found to talk about is neither here nor there; but it is safe to assume that the sunset sky of the one who was nearer it lost nothing of its transcendent brightness and that the future to the young eyes there looking into it had a splendor that was all its own, undimmed by any doubt and unflecked by any fear that Old Snoozer could utter or cared to utter.

After all the city in summer gets to be a tiresome place to those not to the manner born and in spite of trafficking street with its attractive windows and in spite of library and newspapers it was easy to see that time was getting to be a burdensome article on Unc Bob's hands. He wanted to be within sight and sound of "her" in the first place. He began to have an intense longing to have on his knee a little curly pate and listen to a lot of talk—floods of it—rom baby lips just learning to say something that sounded like "ma, ma." He was in fact getting to that point where the automobile and the generous hospitality behind it were losing ground when contrasted with home and the wife and the homelings. In fact, Old Snoozer began to believe that his summer wandering was a mistake when in came the youngster, with the breath of the summer morning and what was better, far better than that, the uncontrollable spirit of youth throbbing through his veins, to say that the time had come for a change. The folks are going North in the morning; it would take about a week to get the house by the lake in trim and then "Unc Bob" was going to come up and bunk with them. "See?"

So the dawning disappointment was changed into a day of delight. There was a trip by rail varied by a steamboat ride across the arm of the big inland sea; and long before the

steamer touched the dock, "Hello, Unc!" went sounding its good cheer through the twilight that even then was drawing its purpled-hemmed curtains across the sunset-stained window facing the western sky. The rest was short and sharp. There were hustling from steamer to rickety landing, a rapid transfer from there to the waiting rowboat and then, with an old fellow in the bow and a young one at the oars, the skiff went sliding through a pathway of countless stars. "For every wave, with dimpled cheek,

That leaped upon the air  
Had caught a star in its embrace  
And held it trembling there."

Shortly after there were a grating of a keel on the gravel that paved the bay-brim, the disposing of a much needed supper, the pulling up-stairs to bed of some weary limbs and a sinking to sleep, listening to a night-song sung by the sighing pines and the wavelets along the shore.

To say that the sun was merciful next morning is hardly in accordance with the facts, for the windows, its only entrance, were on the north side and a thick dark shade had much to do with the quiet that went on long after sunrise; but the slumber, star-guarded and wind-watched, did come to an end at last when "Breakfast is ready when you are," came up the stairs and the slumberers up there so far heeded the call as to turn over and yawn and go again to sleep! After a while there was a waking-up which had come to stay, and then, with the delayed morning meal disposed of, there were empty hammocks on the wandering veranda, buried in leaves, and roads through the woods,

"Winding away as old roads will" and last, but by no means least, the island-dotted bay, stretching to the south as far as eye can see and covered by the whitecaps which the wind, due north, is driving towards the northern shore. There is but one word that covers it—the white-capped bay, the tree-bordered shore, the leaf-hidden cottages that hug and follow its windings, the bough-barred paths through the woods of pine and birch, of elm and maple with an occasional hemlock to darken the shade and to keep things cool—and he who pronounces it, breathing the breath of the morning, Ne-ah-ta-wanta, knows, as no one else can, that only a half of the charming story is told even then.

It is candidly conceded that there was no watching the sunrise from the cottage—that cottage—on the shore of that constantly breeze-swept bay. It is insisted that after get-up there was much to be done with only two to do it, and it is a matter of record that of that work Old Snoozer did his share. The five-mile walk was made a ten and he must walk it or be carried—and he walked! There was a bathing beach and eleven o'clock was the bathing hour. Would he don his bathing suit and bathrobe and proceed to the beach with violence or without it? He went without it! He must dive into the water or jump. Did he prefer compulsion? There was no compulsion



and he jumped! Didn't care to sail? Oh, yes, he did; and for hours the two were sailing in the little schooner before the wind or zig-zaging against it, both growing brown with tan and both coming home with an appetite that the commissary department of the cottage declared to be as alarming as it was satisfactory.

So the summer of disappointment ended without a disappointment, confirming what was stated at the outset that man proposes and fate disposes sometimes.

Richard Malcolm Strong.

### Don't Forget the Word "Agent."

It may save you money and trouble and worry, sometime, if you will consider for a moment a few suggestions regarding the form of commercial papers which almost any one is called upon to handle occasionally.

Most of the business of the world is conducted by agents of some kind, whatever their destination—clerk, salesman, agent, representative, cashier, secretary or collector. In the larger businesses, using modern methods, this agent of whatever title is restricted by forms and environment in behalf of both customer and employer. Money paid him is receipted for on his employer's blanks, showing in the receipt form that the money was paid to the person in his capacity as agent and for the benefit of the firm which he represents. Yet thousands of business men have not taken this precaution.

John J. Blanke, writing in regard to a purchase by mail, or payment of a debt of some kind, simply signs his name at the bottom of the sheet. Perhaps you write out a check or buy a draft or postal money order, payable to "John J. Blanke" and forward it.

There is a risk there. Blanke may take such a check, deposit to his individual banking account and assert that it was a personal matter only. Probably a court would sustain him in it, too. Make all such paper payable to "John J. Blanke, Agent"—or cashier or collector, whatever his title in the business. That form "nails" both him and his house. A reputable bank would not receive such a paper for deposit to his personal account unless the implied concern for which he was agent should indorse it over to him. Or if it did, the bank itself would have to show cause for the act. In paying cash over in person to such an agent, save in the ordinary cash sales places where one gets his goods in his hand at the same time, care should be taken about receipts. Ordinarily a person receiving money in an amount making a receipt worth while does not look upon making out the receipt as an imposition. That's double easy. But as to the form of the receipt, ask this business agent to add to his own signature that of his house. Most often the name of his employer or the firm will be printed on the blank, but in tens of thousands of cases where the agent has greater opportunity and temptation to take advantage of you only improvised plain paper is used.

### ASK THE TAXPAYERS

#### As To the Hydro-Electric Power Proposition.

Written for the Tradesman.

Grand Rapids, bound to have, as it has always had, a permanent problem before it so long as a rational, feasible settlement is postponed, should now be interested in the current local proposition to abandon both power canals, substituting for the ditches on the east and west sides of the river a central hydro-electric power plant.

This proposition, so far as it goes, is in keeping with modern power development, but, as a whole, it is not broad enough to meet conditions certain to exist within the next two decades, and any improvement of the river, certainly any so-called local advance, should contemplate facts as they will be in the year A. D. 1930. Anything less would be short sighted and foolhardy.

The pioneers of 70 years ago could not foresee, when they built the east side canal the tremendous scientific and mechanical progress of the present, and even forty years ago, when the late Hon. Wm. T. Powers built the west side canal, the wildest imagination did not and could not foresee the electrical problem that is in evidence to-day—the water power renaissance that is assured thereby.

Those gentlemen who are directly interested in the hydro-electric power proposition, as manufacturers, investors, loyal citizens and city officials, must, in all fairness to themselves and to the community, take into consideration two essential facts; and they are facts which fit vitally into the purely material aspect of the matter. First there is the provision of permanent protection of the aggregate interests of the community against losses caused by inundation and next is the establishment of a constant, uniform flow of water each year through, which shall guarantee at all times as great a maximum of water power, and so electrical power, as possible.

These two results are, physically, very easily and surely possible. The only potential bar to obtaining them is of a purely financial character. It is solely a question of money or, rather, of business foresight and faith on the part of investors. And, from the view point of good business practice, the question is simply this:

Is it better to invest half a million or a million dollars in a project which is incomplete, and inadequate, and certain, fifteen or twenty years hence, to be replaced by a larger and more comprehensive project which shall fully meet all demands that can be made upon it?

Or, is it wisest to make the larger investment now and so not only provide at once protection against floods and the steadfast maximum of power, but place the proposed investment upon a footing where it can successfully meet the united competition of the scores of other hydro-electric power enterprises which are certain to develop within a radius of a hundred miles of Grand Rapids?

In this aspect of the case there is

yet another and very important factor which is of keenest interest to the city as a whole; one that is, seemingly, solely an esthetic subject; but which, carried to its last analysis, has an intensely practical or financial character.

No city of approximately 150,000 population and having a river equal to our own in its utilitarian and its artistic possibilities as one of its corporate assets can afford to fritter away such a possession in a thoughtless manner. Millions of dollars will be expended, eventually, in the beautification of the city and in the provision of bridges, boulevards, parks and public buildings; and by individuals, in the erection of stately building and in the creation of healthful and beautiful surroundings. Already the city has provided in outline a plan for such a development. And this plan, necessarily, contemplates Grand River as by far the most valuable feature of that project.

Grand Rapids has already paid, as an individual, a tremendous fine or penalty for short sighted and ill considered handling of its best asset, in the annihilation of what might have been to-day beautiful and unique island parks in the very heart of the city by the encroachments made upon the original shore lines of the river. And no better example of failure to appreciate the future of our city is required than that which is furnished by the recently built and really artistic bridge at Bridge street. Within a quarter of a century, in all probability, the people of Grand Rapids will demand and will be willing to duplicate their recent expenditure for that structure, in order to put in a new central arch of longer span and five or six feet above the present grade of the bridge.

This surely will be done if the final decision by our city authorities and by the investors interested places the proposed dam for the intended hydro-electric power plant just above the Pearl street bridge. As to this latter proposition, too, good business practice assures thereby an increase of the maximum of power desired; it also assures the creation of a pool of slack water from Pearl street to the Soldiers' Home at least and the presence of motor boating facilities such as are afforded to but very few inland cities in the United States.

The city authorities are hesitating, it is said, over the cost of "scalping" the river bed and the provision of a flood wall, in place of raising Front street as has been contemplated. And it is said, also, that the original plan which involved only the putting in of a tail race 100 feet wide from the dam to Bridge street, leaving the dam where it is, is not looked upon with favor even though it would be much less expensive than the other and later plan submitted.

Judged from proceedings in this matter thus far, the project is one which is of interest solely to those investors who own the east side and west side canals. They are the only citizens who are taking an intensely active part in the proceedings. True, the members of the Common Council

are appealed to and the Mayor, and the Board of Public Works are acquainted with the situation; but, after all, their participation is more or less of a perfunctory character with economy as the chief consideration.

If the city authorities are so wary and so wedded to the Cheap John policy and if the promoters of the hydro-electric power project are sincere in their public spirit and loyalty to the best interests of the city, why do they not join hands in an effort to place the entire matter frankly before the people of Grand Rapids—give it to them in every detail and ask for a verdict, and not only that, but give them all sides of the argument, even though it be at some considerable expense, so that their decision may be intelligently rendered?

Charles S. Hathaway.

#### Doings in Other Live Cities of Michigan.

Written for the Tradesman.

Cassopolis is investigating the sewer systems of other cities with a view to installing a model system at home.

On account of the fifth annual Southern Michigan State Fair, held at Benton Harbor Sept. 7-10, the schools of that city will not open this fall until Sept. 13.

Albion is planning to transform Huron street from Porter street to the intersection of the Lake Shore tracks into a boulevard with flower beds and grass plots.

The Village Council of Potterville has said: "Let there be light at \$75 per arc," and the private concern has signed the contract.

The good roads proposition, which was defeated in Calhoun county at the last election, will be re-submitted to voters in the spring. Secretary Gibson, of the Industrial Association, Battle Creek, will lead in a campaign of education among the farmers during the fall and winter with a view to getting a different result next time.

Boyne City—"Busy Boyne"—hopes to secure the free delivery of mails this year.

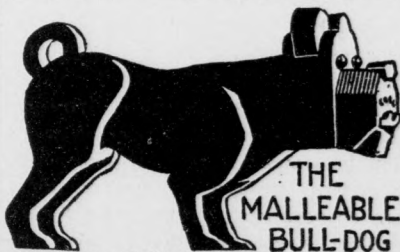
Jackson is pleased over the notices posted at the Michigan Central shops that from now on the men will work a full ten hour day. The men have been on a seven hour schedule since June.

Almond Griffen.

#### Called the Turn.

Man—Well, my little man, what are you going to be when you grow up?

Boy—Oh, I suppose I'll be one of those fresh guys that are always asking little boys foolish questions.



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E. A. STOWE, Editor.

August 25, 1909.

### THERE IS A WAY.

Retail merchants all over the country are much interested in the recently enacted Corporation Tax Law which subjects all corporations to closest scrutiny by the Federal Government, and destroys the heretofore impenetrable screen behind which has been hidden the chief evil in the management of corporations.

And this interest is magnified by the views of Attorney General Wickersham—who framed the Corporation Tax Law—as set forth in his recent address at Paducah, Ky., before the Bar Association of that State. In this address, after showing how corporations in the early history of the country had to struggle to establish their rights and how, after years of contention, the inter state rights of state-created corporations were confirmed, there developed, also, another principle in law which has been sustained—that though state-created corporations have interstate rights, they also have inter-state limitations; and that each state has sovereign authority not only over the corporations it has created, but over foreign corporations (organized in other states) engaged in business within its borders.

Mr. Wickersham advises that the only limitations upon the powers of a state, to exclude foreign corporations entirely from doing business within its territory, or to prescribe such conditions as it may deem proper for the carrying on by them of such business, are:

1. That foreign corporations shall not be deprived of property without due process of law, nor shall the state deny to them the equal protection of the law.
2. Such regulations shall not amount to an interference with interstate commerce or with other business of a Federal character.

In this view of the case Attorney General Wickersham's conclusion is that the states have the absolute right to control foreign, as well as their own corporations, although he doubts whether they have sufficient power to exercise effective control. He recommends that each state should "enact that no foreign corporation should be licensed to do business within a state

if 50 per cent. of its capital stock or upwards was owned or held by any other corporation, domestic or foreign; and that if, at any time after obtaining such a license, more than 50 per cent. of the capital stock of such corporation should be acquired by another corporation, the license should be ipso facto vacated."

There isn't a retail merchant anywhere who has given attention to this matter who will not agree with Mr. Wickersham, who adds to his assertion that the right exists and that the power to exercise that right may be acquired, that the complications which would arise from this method of control "would inevitably increase the demand for Federal legislation authorizing the organization of corporations under National law for the conduct of inter-state business."

Then the Interstate Commerce Commission would have clear sailing and then the abuses as to freight classifications, freight rates, rebates and all the rest of the dirty mess could be handled effectually.

### IMPROVED CONDITIONS.

Each day shows a smaller quota of sunlight and each day, from the seaside, the mountainside, the countryside and the lakeside, thousands of citizens are hurrying back to their homes in the cities large and small, and the summer lapse in business is at an end. The retail merchant, especially, hails the change with pleasure.

But why should he?

The average retail merchant enjoys a vacation with zest as great as does his patron and, moreover, nearly all retail merchants who have their eyes upon the spirit of the times and their interest centered upon the general welfare of merchandising are members of an association, either local, state or National, organized for the promotion of the particular department of merchandising with which, respectively, they are identified.

The summer months are, as a rule, the season when such associations hold their annual meetings. Best of all, these meetings are of value not only to those who participate therein, but to the country at large.

"What good is there," asks a doubter, "in a membership in such an association?"

The answer to this is that there is absolutely no good whatever in such a relationship except the member who possesses it makes it of value. And this must be a dual value. It must be worth something to himself and something to his associates.

Mercantile associations, in order to bestow benefits upon the departments of business they represent, must be made up of men who are broad minded, fair and sincere in their views and who have or can acquire a spirit of comradeship, each for the other. These members must realize that every associate looks to him for the bestowal of the best there is in him as a business man and as a social factor, in behalf of the welfare of the association as a whole and so the mercantile welfare of each individual member.

In these days of great combinations

of mercantile and industrial interests, the retailer who fails to realize his duty toward the local or state or National organization of retail merchants in his line makes a mistake. The theory of association has become a condition and there is no getting away from the fact.

And so, if you are delighted that the silly summer season is over, if you are pleased that your regular trade are home again and that business is back in its old channel, just recall the fact that you enjoyed attending the meeting of your association wherever it was held, that it proved a good outing and valuable experience and that you are proud of the fact that you were able to be present.

### TROUBLE IN MEXICO.

There now seems some prospect that the long period of political peace enjoyed by Mexico, lasting over thirty years, is nearing an end. This long term of peace, during which the neighboring republic has advanced rapidly in all forms of material development, has been the result of the practical elimination of all opposition to the one-man power which has been represented by the Diaz administration. President Diaz has succeeded himself in the presidency practically without opposition term after term, and if there has existed any opposition it has been so thoroughly suppressed that it has given no serious concern.

During the past few years it has become apparent, however, that the long reign of Diaz is drawing to a close. The president, or more properly speaking dictator, himself realizes this, and it is said that he is not adverse to retiring in another year or two. It was even announced that he would retire after his present term, but he has apparently been persuaded to run for another term. Not satisfied with retaining Diaz in power, however, the members of his administration have been scheming to perpetuate themselves in power even after their old leader retires, hence they are seeking to force the election of Ramon Corral as Vice President, with the understanding that he will eventually succeed Diaz in the presidency.

Now, while Mexicans generally are content to have Diaz rule them without opposition or question, they are not prepared to permit his entourage to dictate his successor and thereby perpetuate the existing administration clique in power indefinitely. Accordingly, some of the leading politicians of the more northerly States of Mexico have determined to run General Bernado Reyes in opposition to Corral for the vice presidency. This programme the administrationists are violently opposing, calling the action of the "Reyistas" unprincipled sedition and revolution. They even threaten to use the national army in putting down the followers of Reyes.

Whether the Reyes party proves successful at the coming election or not an opening wedge will have been driven that must eventually overthrow the existing one-man power in Mexico. However beneficial to the

country, there can be no real free and representative government in the neighboring republic until the people are free to choose their rulers untrammelled by those in power. The custom of self-perpetuation in power has been the bane of the whole of Latin America and Mexico seems not to have escaped the general tendency. Diaz has been wise enough to be conciliatory, and his great services have secured him an undisturbed reign. There is small prospect that the same power will be permitted to his successor, and any attempt to compel the elimination of all opposition is sure to lead to trouble.

### STEREOTYPED SENTENCE.

A child recently came home from the bakery where she had been sent to buy cookies with the joking words of the proprietor: "Do you like cookies, little girl? Well, that's right."

A few days later she returned from the same errand. "Mamma, that man said just exactly the same to me he did the other day." Evidently the joke was getting a little stale. The third time it became nauseating and the cookies seemed somehow to be less appetizing, and when the time came for another purchase she said, "Mamma, can't I go some other place?"

Few of us are entirely free from mannerism in some form; but we can at least guard our speech to avoid such noticeable repetitions that even a child wearies of them. The trouble is in the main habit and can be remedied more easily than many habits of more pronounced character. Do not always remark, "This is a fine day," although the weather topic is a most important one. If your patron is a farmer speak of this as fine weather for corn. If you are talking to a railroad man ask if this is not pretty fair weather for excursions. Or if you are catering to the mother of a family speak of it as "fine picnic weather," the time when "it is good to be a barefoot boy."

It is not so much lack of ideas or paucity of speech as simply habit. You get into the way of greeting every one in the same manner. It reflects upon your service in showing goods. A bright sprightly greeting puts every one in good humor and opens the way to a brisk trade. Study variation and it will increase almost of itself. The set phrase deadens interest and may lead you to the point of ridicule.

A New York City department store advertises a sale of furs at cut prices. The idea of selling furs in the hottest month of the year seems so ridiculous that the announcement created much interest among shoppers and bargain hunters. That probably explains the unseasonable sale. The store manager knows that he can get more free advertising for a fur sale in August than in any other month in the year. It will draw a crowd of shoppers curious to know what it means, and many of them will buy furs at winter prices and pay storage on them until frost comes in the fall.

He who honestly seeks to save another finds himself.



**HOW TO DETECT RABIES.**

While investigation shows that we are in no more danger from mad dogs during "dog days" than at other portions of the year, the fact brought out by specialists recently that rabies is much more prevalent than is popularly supposed points to the importance of a more complete understanding of the nature of the disease. A few years ago some suspicious cases aroused professional enquiry in Washington, D. C., from which it was discovered that within seven years nearly one hundred animals died within the precincts of our National capital, while residents were blissfully ignorant of its existence in the vicinity; and only when there was a human victim was an investigation made. The facts show that while the majority of people think they know how a mad dog would act, many of the theories and rules which have been handed down for generations are utterly unreliable.

It is a common saying that if a dog drinks freely it is not mad. Really, at no time during the attack is there any special dread of water; and during the progress of the disease dogs manifest extreme thirst and often drink freely. They do not froth at the mouth until the paralysis has so affected the jaw that they are unable to swallow the saliva. The tail is wagged and carried as usual until weakness causes it to drop.

There are two distinct forms of rabies, with many intermediate modifications. Specialists assert that two cases are rarely parallel, and as the dominant symptoms are those which might occur from meningitis, epilepsy, neuralgia, toothache, kidney trouble, or any one of the numerous other ailments, it is a most difficult disease to diagnose.

One of the first symptoms is a change in manner; this may take the form of irritability, sullenness, extreme nervousness, and often toward the master of increased affection. A perverted appetite is one of the most constant symptoms; there are a refusal of food and a manifest desire to chew something, and all sorts of indigestible material are swallowed. There is a tendency to stray away, perhaps returning after several hours weak, dejected and haggard. The victim often snaps or springs at imaginary enemies, the disease working directly upon the brain. There is a change in the voice: the bark is hoarse. Difficulty in swallowing is an early symptom, caused by paralysis. This may be mistaken for a bone in the throat; and any attempt on the part of the owner to dislodge such obstruction is attended with the greatest risk, as a break in the skin of the hand in contact with the saliva would be apt to inoculate the person thus attempting to relieve the dog. Spasmodic symptoms increase in frequency and violence, and death usually follows in four or five days, though the sufferer may last twice as long.

The dumb form is just as virulent, but perhaps less often recognized. There is the restlessness of the more violent form, depression, a tendency

to lick things, and at an early stage paralysis renders the animal unable to close the lower jaw. The croupy cough is seldom heard, and there is an absence of the combination of bark and howl so common in the violent form. The disease progresses most rapidly, usually terminating in two or three days.

That the public need a more thorough understanding of the nature of the disease is proved by the fact that in so many localities it prevails without being suspected until a human victim calls forth expert investigation. Bouley has most earnestly cautioned to "Distrust when a dog shows signs of illness; every sick dog should, as a rule, be suspected; most particularly distrust a dog when it becomes dull, morose, and seeks for solitude, which appears not to know where to rest, which is always on the move, prowling, snapping at the air, and suddenly barking at nothing when all around is perfectly still, whose countenance is somber, and only assumes its animated expression by brief starts; beware of the dog that seeks and scrapes incessantly and exhibits aggressive movements against phantoms; and, finally, beware, above all, of the dog which has become too fond of you, and is continually endeavoring to lick the hands or face." D. E. Salmon warns against "the dog which appears to have a bone in its throat, and further beware of this animal when he has wandered from home and returns covered with dirt, exhausted and miserable."

On the other hand, the owner of a favorite dog will frequently find that though it may have several of the symptoms of rabies it will in a few days recover. If you value your dog, take no chances for yourself or any one else. Confine it securely, and await development. If it is rabies, confirming symptoms will appear in a day or two. If the dog recovers, you may rest assured that it did not have rabies. But do not accept a rally between paroxysms for improvement. Keep your distance until it is well.

The danger rests in the saliva; and that is harmless except as it comes in contact with a break in the skin. But so virulent is it that no sane person will care to take any chances of inoculation.

**THE ONLY DREADNAUGHT.**

The round world and they that dwell therein have been much exercised about the building of Dreadnaughts, the interest centering in the contest between England and Germany. It has been for a long time a mere "I go you one better" until everybody is curious to see which will give up first. The idea of England's being scared at a German invasion is simply absurd. Scare is not a part of the Anglo Saxon make-up and we who consider the Saxon blood in us as our choicest inheritance can not contemplate the assertion with composure. There, too, it is not so much a question of scare as it is one of being equal to the emergency, and that is one which all recorded time has tried vainly to answer. Dreadnaught versus dread-

naught is only a modification of a very old idea. Fist against fist, sword against sword, blade against mail, cannon ball against plate-armor tells the whole story, a story that will be repeated in the future as it has been in the past until men learn—and they are beginning to learn—that the only dreadnaught lies not in violence but in its opposite. "Kindness is better than violence. God is love."

Nations are simply aggregations of the individual and men like other animals fight and fight only when they do not understand one another, a statement which all history strengthens. Feudalism dotted Europe with castles and the barons glared at one another from turret and tower and dared one another to come on—dreadnaught vs. dreadnaught—they did not know one another; but when Peter the Hermit preached the first crusade and those same barons fought side by side for the rescue of the Holy Sepulcher, then it was that Richard, the lion-hearted, and Saladin clasped hands as brothers and the object of the crusades was accomplished—the advancement of the world's civilization.

Our national quarrel of '61 illustrates the idea fairly well. There they stood, the North and the South, with Mason and Dixon's Line between them, every man on either side confident that every man on the other side was his inveterate enemy and that he himself was more than a match for any dozen of them. The world knows now, the united North and South believe now, that the Civil War was a mistake, due to the fact that the two sections did not understand each other, and dreadnaught against dreadnaught—Monitor vs. Merrimac—Anglo-Saxon against Anglo Saxon, they fought to the bitter end; but not until brother died in the arms of his brother whom his bullet may have killed did each side find out that that brother was no craven, but the same noble-hearted man whom as a boy he had played with and learned to pray with, both kneeling at the same mother's knee. We understand now, the North and the South, the Roundhead and the Cavalier, Dreadnaught against Dreadnaught, and "Hand to hand, boys, and heart to heart boys," stand together at the tombs of Grant and Lee, whose marble shafts are redolent of the garlands our reverent hands have twined. Brother will never again fight with brother, because now both have found out what the only dreadnaught is, the loving kindness that knows no fear.

Knowingly or unknowingly, the lesson of the Crusades and that of the Civil War in the United States is obtaining more and more. The nations of the earth are beginning to understand one another. In spite of iron-clads and dreadnaughts they are beginning to get acquainted with the spirit that constructs and controls them, and each is finding the real man that he respects, admires and loves. So a hundred molders of public thought in England have visited Germany, who has most affably re-

ceived them. So the professors of Europe and those of the United States have exchanged platforms. So the individuals of all nations are meeting and becoming acquainted and so preparing the way for that Golden Age which when it comes—and come it must—will govern the world not by violence but by the only dreadnaught—the spirit that is the life of the Golden Rule.

**AN ATTRACTIVE BOX.**

For attracting the feminine eye make a collection of your remnants in laces and embroideries, each piece marked to bargain prices. There was never a time when fashion offered greater inducements to the bargain hunters who realize that the dainty things in neckwear add half to the dress. A small bit of lace gathered into a butterfly bow and a bit of ribbon of a becoming color added makes a most attractive addition to the finishing of the neck.

A box adjoining should contain ribbon remnants in all widths. See to it that some of your really choice bits get into this, and that all the standard colors are represented. But do not make the mistake of clipping from your well filled bolts and marking prices in accordance; for while you may delude one or two the story will soon leak out that your remnants are nothing but small pieces at regular prices and then good bye to remnant sales.

While the woman with plenty of money may find in these no attraction, the one with a scant purse—and there are always plenty of them—will be delighted to exercise her time and ingenuity in combining laces and ribbons, that at regular prices she could not afford, into fancy jabots, handkerchiefs and lingerie. She will perceive at a glance that certain pieces, although different, are of the same kind of lace or embroidery and may be tastefully combined. She will pick out material for the daintiest ties in a few minutes; and more than one Christmas present may be as a result of this shopping stowed away to await the holiday season.

Better this remnant box for people who want the bits than selling the last in the bolt at reduction to those who do not want it but take the extra length thinking to accommodate you.

Mrs. Russell Sage never had occasion to display her business ability during the life of her money-making husband and many people are surprised at the good judgment and well planned method with which she disburses the millions that he left. She has recently purchased the base ball grounds at Cedarhurst, L. I., on which she will erect forty-four dwelling houses for working people, which will be leased or sold on easy terms. The houses will be two stories high, well arranged and furnished with all modern improvements. Mrs. Sage made a trial venture of the kind about a year ago, when she built similar houses. They were in such demand as to be all taken before they were completed.

All the slaves of lust are proud of their collars branded "Liberty."



## DOVETAILER DEVELOPMENT.

## It Was Accomplished By a Grand Rapids Man.

One machine found in every furniture factory is the dovetailer. If the visitor to the factory, whether in this country or in foreign lands, will examine the machine usually the name of Alexander Dodds, Grand Rapids, Mich., will be found inscribed thereon as maker. The Alexander Dodds dovetailer is one of the standard furniture factory machines all over the world, and yet it is a comparatively modern invention. It dates back only a matter of a quarter of a century.

Examine the end of a drawer and you will see how cleverly the sides are attached to the fronts without the use of nails. With this construction the drawer may be pulled apart sideways, but it will never come apart by a straight pull from the front. This is the dovetail joint and its principle is almost as old as furnituremaking. The early artisans did their dovetailing slowly and laboriously by hand. The first machine devised for saving labor was a single spindle affair invented by a Battle Creek man named Bolt. It was a crude invention, but a great improvement over the old hand method even although difficulty was often met with to make the dovetails cut one at a time fit. Alexander Dodds, who a quarter of a century ago was running a small machine shop here, conceived the "gang" dovetailer with enough spindles to cut as many "tails" as might be needed at a single operation. This was a great improvement over the single spindle machine, but it was not yet perfect. The spindle boring into the end of the drawer front left a round end which the side when fitted into place did not cover. The Phoenix Furniture Co. had a contract for furniture to be shipped to England, and a man named Morris was sent over to supervise the construction. He would not accept the work with these round ends showing as holes in the drawer and he offered a suggestion as to how to remedy this defect. The suggestion was laid before Mr. Dodds and he brought out the perfected dovetailer. He has added improvements from time to time, but the machine is not far different from the one he made a quarter of a century ago for the Phoenix. The machine is made up to twenty-five spindles, but the smaller sizes are in greater demand.

Group photographs of associations, clubs and trades have become familiar in recent years. One of the largest of these groups locally is that of the membership of the Board of Trade issued three or four years ago. The Credit Men's Association has been similarly pictured and grouped and so have the lawyers, the doctors and various other organizations and callings. The furniture trade has two such groups, one of the manufacturers issued two years ago and the other of the furniture salesmen put out this season. These pictures will be found framed and hung in most of the furniture offices in town and are really very interesting. In addition to these groups Berkey & Gay have a

third, of which no duplicate will be found anywhere. This group is of the buyers. Three years ago every buyer who visited the Berkey & Gay show room was sent over to the factory gallery to be "mugged." About 400 buyers were taken and the pictures, made up into two large groups, numbered, indexed and framed, adorn the company's salesroom, and no other feature attracts so much attention.

The piano is a musical instrument and it is also a piece of furniture—at least it is entitled to rank as such. It may not be used to sleep in or to eat dinner on, but it has become, nevertheless, one of the essentials to the well furnished home. The furniture manufacturers change their designs periodically and this is one difference between furniture and pianos. The piano designs remain the same season after season, with fashions making little difference in their lines. It is true there are pianos of the Colonial type and some that take on other "periods," but these departures from the conventional are suggestive rather than real, they "look like" it instead of being it in fact. Pianos true to period in design can be purchased, but usually they are made to order and are high priced accordingly. The ordinary run of instrument is made for the ordinary run of homes and to harmonize with almost anything else in the room. The man who is financially able to carry out a period idea in his furnishings can usually pay more for his piano if he wants that to conform in design with the other things. This means he will pay \$800 or \$1,000 for his instrument, where the man satisfied with the conventional will pay \$400 or \$500.

The prediction is made that with the return of prosperity to the furniture trade the Grand Rapids semi-annual exposition will grow smaller in the number of outside lines shown. An exhibit at the opening is no more than a form of advertising. When business is so dull that a manufacturer can not find a market for his product in his usual field he sends samples to the opening in the hope of finding a market in more distant fields. This applies especially to the smaller concerns. With the revival in business the need to seek a wider territory does not exist. The manufacturer can sell his wares nearer home. The expensive exposition advertising is cut out as unnecessary.

In the early day when the fire fighting method was by hand pump George G. Whitworth, of Berkey & Gay, used to "run with the machine" with the rest of the West Side boys. Partly for this reason and partly because he is a good all around talker Mr. Whitworth was invited to deliver the memorial address last week for the International Association of Fire Engineers. In this address he broke away from the traditional methods. He gave the fire chiefs a first class sermon, rich in thought and abounding in suggestion, and they liked it. They declared it was the best address of the kind they had ever heard.

This convention, by the way, was one of the most interesting that has ever been held in Grand Rapids. It was made up of picked men, of men who had started in the ranks and won promotion to chief by meritorious service covering up to fifty years. In book learning the convention perhaps would not stand high, but in bravery, presence of mind and efficiency it could hardly be surpassed. In the crowd were, of course, some big chiefs of very small towns, men who are at the head of volunteer departments or have only three or four men under them, but the predominant tone was of long service and honors won on merit. Politics plays a very small part in the conduct of the fire departments of the country. Here the merit system prevails to a greater degree probably than in any other branch of municipal activity.

The two important topics at the convention were automobile apparatus and fire prevention. The auto apparatus seemed to be regarded as the coming thing for fighting fires. In its present form it is hardly sufficient for heavy service, but for skirmish duty or as "light artillery" it is far superior to horses, and by its quickness in reaching a fire will often make the heavier apparatus unnecessary. The big steam engines will still be needed for the business and factory districts, but for the residence districts and the outskirts the auto apparatus is strongly favored. At the tests last week an auto engine made a run of over three miles, turned eight corners and had a stream in six and a half minutes from the start.

Two of the speakers during the convention dwelt upon the fire waste. In six European countries the annual fire loss is only 30 cents per capita. In this country it is \$3.02. In this country last year the fire loss was \$215,000,000 and the cost of fire departments, water works and insurance was as much more. This waste capitalized at 5 per cent. will exceed the total capital of all the banks, building and loan associations and fire insurance companies in the country. Europe's comparative freedom from loss is due to good fire and building laws and their rigid enforcement, and the necessity for similar laws and similar enforcement was dwelt upon.

The state fire marshal system, adopted in some states, was recommended for all. This system provides for a state fire marshal and deputies who shall ascertain the cause of every fire and make investigations when circumstances seem suspicious. The local chief may find it a delicate matter to investigate a fire or be met by local influence, but a state fire marshal will have a free hand.

## The Successful Merchant's Creed.

I believe it my duty to purchase only such goods as will be desirable for my customers.

I believe that such goods should be purchased only in such quantities as can be disposed of in a reasonable time.

I believe it is my duty to look to the honest value of the goods I sell and never to misrepresent.

I believe in making only promises that I can keep and in keeping them at all costs and under all conditions.

I believe in having one price and only one to all customers.

I believe in treating all customers with the same courtesy, rich and poor alike.

I believe above all in advertising, for by advertising I may achieve success and prosperity.

The man who lacks friends usually lacks in friendliness.

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

TO REACH YOUR PATRONS AND FRIENDS  
USE A MICHIGAN STATE TELEPHONE

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

**WORDEN GROCER COMPANY**  
**The Prompt Shippers**

**Grand Rapids, Mich.**



## FROM THE CHURCH

## We Always Get That Which We Put Into It.

Written for the Tradesman.

It is a great pity that, for two thousand and nine years come next Christmas, Christ and His church haven't been amounting to anything; but it is a fact, they have not. The churches are only so many club houses, the ministers have to preach what the men who are running the churches will let them; the rich men, who pay high pew rent, motor to church with their families for mother and the girls Sunday morning to show good clothes and make a free church of their club house for the poor folks Sunday morning; but the whole thing doesn't amount to a row of pins, and hasn't for lo! all these many years. Men don't go to church because they don't want to. They work hard all the week and want to sleep and rest Sunday morning, and it's no more than right that they should. A good many of them are too broad in their views to be narrowed down to a creed. This denomination business is mostly fol de rol. What difference does it make whether we have Sunday on the first day of the week or the seventh, or whether we do or do not have an apostolic succession? Any man can get more good out of the study of the Bible in an hour's study than he can by going to church; and then, if he does go and hasn't the "rocks" and is a stranger, nobody takes any

notice of him or even speaks to him. Therefore. Hence Consequently.

The reader may add the other innumerable reasons he has doubtless heard with the many others he can think of. They are as numerous as "the leaves of Vallambrosa," the only one in the bunch at all satisfactory being that asserting that "men do not go to church because they don't want to," and this, followed up with a "Why don't they want to?" is best answered by "Because," which means, if it means anything, "I don't know."

It is safe to assume then that there is very little religion behind any of these good-for-nothing reasons, and with that conceded the whole matter comes down to a mere question of policy, settled by individual inclination. With that for a fact then he who goes through the church door will be sure to get what he goes after; or, like any other business venture, he will get out of it all that he puts in—that and nothing more. Is the church a club house? Then he who goes through its door does so for the costly church pew he finds there and for the sake of meeting the class that occupy those costly seats and he listens to the costly sermons, the text of which he, as a church-goer, is supposed to select or at the least to suggest, with certain ideas as to its treatment.

The question of needed rest is not one to be carelessly put aside, and if that is his object in going through the church door, the majority—and a large one—of men will commend such action—it is no place to rest; but with

all ideas of religion removed it is pertinent to ask whether the zealous business man, the man who puts in his money and his time and his energy and his everything, for the sake of getting out all there is in it—is even discreet to go to bed late Saturday night because he can sleep all day Sunday. As a business man does he encourages such habits in his men and are such men the men whose promotion is rapid?

A man "can get more good out of an hour's study of the Bible than by going to church;" but do men generally do that? Does the man who made the statement do it? Did he ever do it—a full hour, by himself—in his life? "I can call spirits from the vasty deep, but will they come?" Then, too, how much more good will he get in that hour, the average man, when it is compared with what he would get with the help of the earnestness and the scholarship and the inspiration of the pulpit?

Another reason for non-church going which comes to most men's minds about sermontime—Was Pope the author of it?—lies in the desire of getting outdoors and communing with nature up to Nature's God. This accounts for a great deal of the Sunday fishing and hunting and ball-playing. One gets such clearer ideas of the "Parent of Good" with a big fish at the end of his line or a big bet at the end of the game!

The man who goes to church to see how many of the congregation are going to speak to him probably gets the most satisfaction of all. To

the soul bowed down with sorrow and overwhelmed with the multifarious cares of the world, it must be a moment of comforting joy to have the minister rush down from the pulpit, seize him by the hand, tell him how glad he is to see him and hopes he will come again, and this comforting joy is all the greater when the congregation, one by one, give him a similar reception after the minister gets through. One feels more as if he was somebody when the leaders of the church greet him in that hearty fashion! It is all right. He simply gets what he went after through church door and of course he goes home "justified."

This is all very amusing and it would be more so if it were less absurd. The church is God's house and men—humanity—go there to see Him about their souls, exactly as on secular days they go to men's offices for the transaction of secular business. Think of calling on a busy man at his office and of getting into a comfortable seat and going to sleep! Think of being so taken up with the design of the wall paper and the office furniture and the cut of the business man's garments as to forget the business that brought one there! The fact is we get from the church what we put into it and no more, and he who puts into it his whole soul and goes through the church door with the one idea of keeping that soul alive will get what he goes after—"the peace that passeth all understanding."

R. M. Streeter.

## The Sale of

## Post Toasties

is Guaranteed!

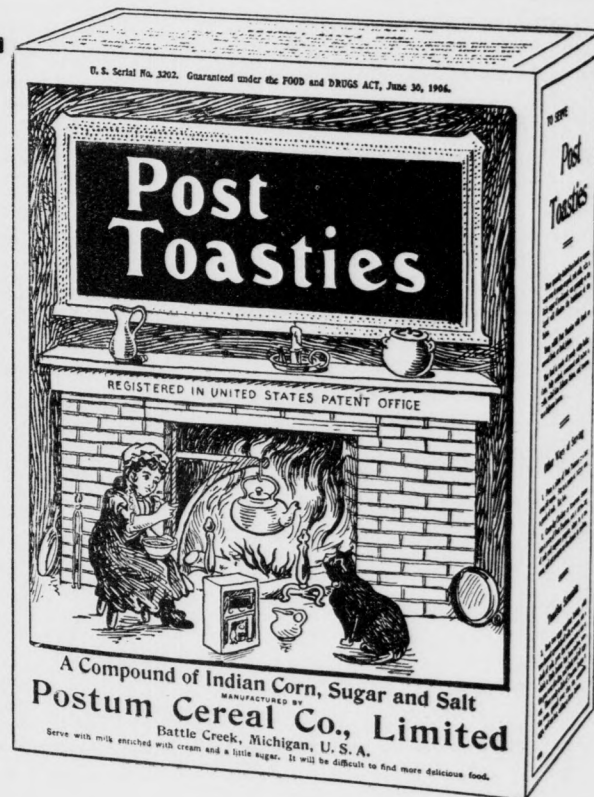
Merit and heavy, continuous advertising moves them quickly from grocers' shelves to the tables of consumers.

Pleased customers are steady buyers, and Post Toasties have a flavour that pleases particular folks.

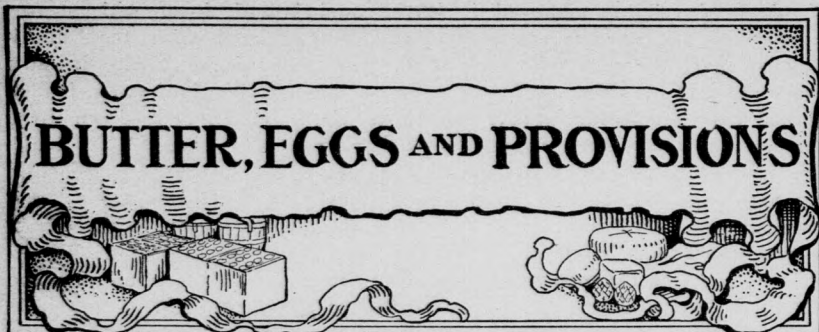
"The Taste Lingers"

Grocers who like a quick seller, good profit and guaranteed sale keep well stocked.

POSTUM CEREAL COMPANY, Limited, Battle Creek, Mich.







## BUTTER, EGGS AND PROVISIONS

### Observations of a Gotham Egg Man.

There are no new developments in the statistical position of the egg market to report this week. Production seems to be holding up fairly well for the season, but it is quite evident that in all the large consuming districts of the east the consumptive demand is slack and below the normal. This is the natural result of the high cost of reserve stock which has forced prices up to the usual winter basis in the summer.

So far as the territory east of Chicago is concerned there are few indications that any reduction is, as yet, being made in the stock of storage accumulations. Boston has lately reported a slight reduction but at this point it is quite evident that as many fresh gathered eggs are accumulating as would offset the withdrawals from storage. Of course this is not favorable to the general outlook. Last year we reduced our total accumulations in New York by about 17,000 cases in July and about 47,000 cases in August; we now have more storage eggs than at any time last year and there is every probability that our stock at the close of August will show no material reduction from its highest point.

Last year there was a very favorable wind up of the spring and summer accumulations of eggs—which were stored at a cost of 4@5c per doz., lower than this year—and we could have sold a larger reserve stock than there was to sell. And during the last three or four months of the unloading season last year the prices for storage eggs were high enough to make a profit over even the high cost of this year's accumulations. This fact should not be forgotten in considering the chances of the present situation. Up to the first part of November last year, however, prices were on a moderate scale and we had a fairly free consumptive movement; the chances are that up to that time this year our consumptive output will continue to fall behind last year; but from the middle of November onward we had very high prices last year and if prices in January and February had been no higher than in late November and December a still larger quantity could have been moved. So that even if we go into November with a larger reserve stock than last year it is possible that the markets will absorb the surplus at a modest profit; much depends upon the scale of fall production and especially upon the character of the winter weather after the first of December.

At present the situation has not been favorable for speculative buying

of storage eggs. Early in August, when the receipts here fell below consumptive demand, there was considerable buying and a number of cars went out of first hands at a cost of 24½@25c for early packings, charges paid to January 1. But of late there has been very little interest. Dealers who have storage eggs on hand from previous purchase have been disposed to use them in their trade as freely as possible and take their chances to renew their stock on the later markets. The prices charged to retailers for the locally candled eggs range from 28c to 31c, as a rule, according to grade. These prices permit the profitable working out of some of the storage eggs in jobbers' hands, but they are pretty high to warrant the expectation of any free movement.—N. Y. Produce Review.

### Some Amusing Advertisements.

The following is a collection of amusing advertisements which have appeared at different times in the English publication known as Nicholson's Magazine:

For Sale—Baby carriage slightly used. Going out of business.

No person having once tried one of these coffins will ever use any other.

Wanted—A furnished room for single gentleman looking both ways and well ventilated.

Wanted—A young man to take care of a pair of mules of a Christian disposition.

Wanted—A labourer and a boy; with grazing for two goats; both Protestants.

Wanted—A competent person to undertake the sale of a new medicine that will prove highly lucrative to the undertaker.

Wanted—A boy to open oysters fifteen years old.

Lost—Near Tipperary, on or about Tuesday morning last, a large pig. Had no marks on his ears except a short tail, and a slight limp in one leg.

Personal—If this should meet the eye of John Smith, and he will send present address to old home, he will hear something to his advantage. His wife is dead.

Personal—Edward Jones has opened a shoe store on Front street. Mr. Jones guarantees that anyone can have a fit in his store.

### Explanation Coming.

"Did you write this report on my lecture, 'The Curse of Whisky'?"

"Yes, madam."

"Then kindly explain what you mean by saying, 'The lecturer was evidently full of her subject.'"

ESTABLISHED 1887

## Egg Cases, Egg Case Fillers and Egg Shippers' Supplies

At this time of the year we are anxious to empty our warehouses and will make prices accordingly on our Hardwood Veneer Cases, while they last, at 8½c each f. o. b. cars. A trial will convince you that they are as fine a veneer case as there is on the market. When in need we believe we can interest you in anything you might want in our line.

L. J. SMITH & CO. EATON RAPIDS, MICH.

## The Best Market in the Country for BUTTER AND EGGS

Is New York City

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

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

The Great Butter and Egg House of the East. Annual Sales \$4,000,000.

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

### We Want Your Shipments of

## Huckleberries

Can net you highest market price, and make prompt returns.

### The Vinkemulder Company

Wholesale Fruits and Produce

14-16 Ottawa Street

Grand Rapids, Michigan

## C. D. CRITTENDEN CO.

41-43 S. Market St.

Grand Rapids, Mich.

Wholesalers of Butter, Eggs, Cheese and Specialties

## BUTTER AND EGGS

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

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

### T. H. CONDRA & CO.

Mfrs. Process Butter

10 So. Ionia St.

Grand Rapids, Mich.

## We Want Eggs

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

### Burns Creamery Co.

Grand Rapids, Mich.

We are in the market daily for strictly fresh

## Laid and Gathered Eggs

If can offer, write or telephone us

### Moseley Bros.

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

Both Phones 1217

Grand Rapids, Mich.



### MOST INSIDIOUS DISEASE.

#### Egotism Most Menacing of Handicapping Influences.

Did it ever occur to you, young man, that it might be well to call a consultation of your friends to discover whether or not you are suffering from a bump of egotism which well might be reduced?

An old friend of mine, a pastmaster in the art of business on a scale involving millions of dollars and thousands of men, insists that one of the greatest handicaps of the young man in business life is an excess of egotism. He admits that a certain stimulus of egotism may be necessary and natural to youth, but long ago he made up his mind that he preferred the young man lacking in egotism to the young man afflicted with an excess of it.

"A wise employer may lead that young man lacking egotism, encourage him, and land him somewhere worth while," he says, "while the young fellow with the overdeveloped bump of self-appreciation may take the bit in his teeth and bolt to his own destruction."

It is one of the subtle characteristics of egotism that it operates in ways making it impossible that the egotist himself shall have the least practical line upon its results. In taking the egotistical point of view to himself the young man constitutes himself the judge of all his accomplishments. Some one else is paying him for services which he is required to render to the satisfaction of that employer, but under the influence of his own egotism that young man may find that suddenly he has assumed the attitude merely of pleasing himself. And it is one of the marked tendencies of the position that the further the egotist goes in this direction the easier he finds it to satisfy his own vanity.

He must find something with which to feed his egotism, but in most cases this is a simple matter. He has fool friends enough to accomplish this for him, and if he be lacking in these, he will find cunning enemies who accomplish the same end willingly and effectively. To-day there are workmen by thousands afflicted with egotism and sore at fancied lack of appreciation on the part of employers, who are finding balm for fancied hurts in appeals to fellow workers who in foolish friendship or in cunning enmity are doing no more than prejudicing the whole future of the egotist.

To the extent that this type of egotist has reason to question himself and his position in any matter his egotism prompts him in advance to seek his own vindication. He isn't going to consider a sacrifice of his overconfidence. Therefore he has no thought of ever questioning that one person of all others who has most reason to criticize. That person, too, recognizing the egotism in his employe, doesn't dare to compliment those occasional moves which in another man might deserve words of appreciation. Could any position be more absurdly foolish for the egotist?

In those organizations of men where the highest efficiency is reached it is inevitable that personal egotism shall be kept to a minimum. "We" is the personal pronoun of organization; "I" is inimical to it in every sense. Yet the life of the egotist is "I," without which egotism has no existence. Do you see in my friend's philosophy how conducive to friction the personal egotist is in an organization? That an individual, pouching out his chest, does no more than strut to his desk in a big office room may prove such collective offense to organization that no wise head of the establishment can afford to tolerate the offender.

These evidences of egotism, in whatever form they may manifest themselves, always must be offensive to organization. Long ago it passed into a proverb that men who know most make the least pretense of knowing. Granting this, any show of egotism therefore comes from the man lacking in knowledge and efficiency and to those who know what the egotist's limitations are it must be offensive and gratuitous. Whether the egotist take the tack of ingratiating himself and patronizing his fellows, or, on the other hand, show his overbearing conceit and disdain to those in inferior positions under him, he must be conducive to friction always. At the least he must be reckoned with as an irritating influence if in no more than his personal relations.

Indulgence in egotism always presents long chances against the egotist. Through it he has nothing to gain and everything to lose. It is a quality which makes no good friend of any man. Occasionally you find an egotist who through other good qualities has made friends, but universally these best friends apologize for his egotism as a weakness. But in the main the pronounced egotist decides that he is sufficient unto himself and discovers finally that he is standing alone with his mistaken self-esteem as his only bulwark.

One thing the young man needs to learn for all time is that there are few positions in life which he can fill acceptably without having his personality weighed in together with his capacity for service of whatever kind. He may be a highly trained technical worker in some special field where in physical results his work itself is unequalled. But under modern conditions the desirability of his position often is in direct proportion to the number of people with whom he must come in contact, and if, when coming in contact with others, his persona is such for any reason as to be objectionable to these fellows his usefulness thereby is crippled.

In this sense egotism, with its subtle inroads upon the young man who nurses the weakness, becomes one of the most menacing of all influences handicapping him. In case of error in judgment or mistake of hurry or thoughtlessness this egotist finds less toleration for the shortcoming simply because of his egotism.

"Hand him something," is a colloquialism. "He's got it coming!"

Yet by reason of the man's sensitive bump of self-esteem even a minimized penalty might be over-punishment.

Get a line on yourself if you can find reason for suspecting yourself of tendencies to egotism. Get the opinion, too, from some person or persons who will hand you the truth as they see it. You can't afford to take the risk of the disease.

John A. Howland.

#### Just Outside.

Two women chanced to meet on a street car in Chicago. "Why, how do you do, Mrs. Thompson!" exclaimed one of them. "I called at your home one day last week and there was nobody at home."

"We've moved, Mrs. Giles," said the other. "Didn't you know that?"

"No. When did you move?"

"About two weeks ago. We got tired of living in all the noise and bustle, and we went away out in the suburbs."

"What direction?"

"Northwest."

"And where are you located now?"

"It's a new neighborhood, Mrs. Giles, and I can't describe it exactly, but if I had a map of the city here I could show you. We live just half an inch outside the city limits."

#### Blessing in Disguise.

"Sometimes our disappointments come to be recognized as blessings," said the ready made philosopher.

"That's a fact," answered the flip-pant person. "It's always a sweet relief to me to discover in the morning that I forgot to wind the alarm clock."

#### Rare Experience.

Sunday School Teacher — Now, Danny, what do you understand by "righteous indignation"?

Danny—Gettin' mad without sayin' any cuss words.

### Hot Graham Muffins

A delicious morsel that confers an added charm to any meal. In them are combined the exquisite lightness and flavor demanded by the epicurean and the productive tissue building qualities so necessary to the worker.

#### Wizard Graham Flour

There is something delightfully refreshing about Graham Muffins or Gems—light, brown and flaky—just as palatable as they look. If you have a longing for something different for breakfast, luncheon or dinner, try "Wizard" Graham Gems, Muffins, Puffs, Waffles or Biscuits. AT ALL GROCERS.

Wizard Graham is Made by

**Grand Rapids Grain & Milling Co.**  
L. Fred Peabody, Mgr.

Grand Rapids, Michigan



Ground

**Feeds**

None Better

**WYKES & CO.**

GRAND RAPIDS

### All Kinds of Cut Flowers in Season

Wholesale and Retail

**ELI CROSS**

25 Monroe Street

Grand Rapids

#### Dandelion Vegetable Butter Color

A perfectly Pure Vegetable Butter Color, and one that complies with the pure food laws of every State and of the United States.

Manufactured by Wells & Richardson Co.  
Burlington, Vt.

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

I want your shipments of  
**Butter, Eggs, Veal, Poultry, Cheese, Huckleberries  
Apples and Potatoes**

F. E. STROUP, Grand Rapids, Michigan

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

"All orders filled promptly."

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

W. C. Rea

A. J. Witzig

**REA & WITZIG**

**PRODUCE COMMISSION**

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

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

#### REFERENCES

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

Established 1873



**STEWART'S METHOD.****He Never Permitted Unsalable Stock To Accumulate.**

It is said of A. T. Stewart, the New York dry goods merchant, that the first thing he did in the morning when coming to the store was to go through all departments and see if any goods were not selling. If he came to a pile of dress goods which had not sold well the previous day he would ask the clerk: "What's the matter with these goods?"

"I don't know, sir; they don't seem to take."

"What do they sell at?"

"Sixty-five cents per yard."

"Mark them 60 cents."

And so on, from day to day, he reduced the selling price until the goods sold. He never allowed unsalable goods to accumulate in the store.

This is a good example for the merchant and wholesaler, as well as retailer, to imitate. In every business some goods are bought which do not sell readily. Then the question of disposing of them with as little loss as possible confronts the jobber. To substitute them for the more desirable goods bought by the retailer is bad policy. An experienced buyer who knows what he has bought will return them every time. This not only costs the firm freight, which is the smallest of the evils, but it always leaves a bad impression upon the buyer when he receives poorer qualities or undesirable styles in place of the good goods he has selected. If this happens often the firm loses a customer.

Some firms order their traveling salesmen to work the poor stock off on the road at the full price. This is the worst kind of a mistake and no experienced traveling man will do it. The easiest way to lose a customer is to sell him undesirable or unsalable goods. As soon as a buyer loses confidence in a salesman he quits the firm.

When a salesman comes with a new line of goods the buyer depends largely on the salesman to show him only the best styles and the best sellers. Often my customers, when they see the big line of samples spread out in the sample room, say to me: "Now, don't show me so many kinds, show me your best styles and best sellers." This is confidence, and he is a poor salesman who betrays this confidence. He will as surely lose a customer as day follows night.

There may be something in the style or appearance of a certain line of goods which makes them not as desirable as others. But there are certain bargain stores that always look for just such goods, provided they can buy them at an extra discount, and it's to such people they should be sold.

The retailer should bring them to the front with a card attached calling attention to the "bargain." But such goods must not be kept too long expecting to realize a better price. The quicker they are sold the smaller the loss. It will not hurt a firm as much to sell them quickly with a small loss as to sell them at a big

loss in a year or be compelled to throw them into the fire. Therefore, I say to every merchant—do as A. T. Stewart did, watch your stock for "shopkeepers." If you find that an article does not sell, make it sell by all means; cut the price until it sells.

It makes a bad impression on a customer when he comes into a store, whether wholesale or retail, and finds more "rubbish" than desirable goods. There are more customers lost by forcing undesirable goods on them than a salesman can make new ones. "The best advertisement for a firm is a satisfied customer." This maxim to-day is more important than it ever was.

One jobber had a big lot of undesirable goods which would not sell at \$9 a dozen. After three months a traveling salesman thought he could sell the stuff at \$6, and he wanted a sample, but the sales manager refused to sell them at that. After another three months the stuff was sold to an auctioneer at \$2.25 per doz. I could relate dozens of such cases.

The main thing to do to prevent the accumulation of "shopkeepers" and the loss connected therewith is to bring slow selling goods to the front, not leave them out of the way on the top shelves or covered up by other goods, where they can not be found, as I see so often.

Putting red or green tags on such goods is advisable in retail stores where odd sizes in hats, shoes or clothing accumulate. An extra premium to the clerks stimulates them to put their best efforts into operation. If the bargain is made both parties are satisfied—the customer because he bought an article cheap and the clerk because he received a prize.

The holiday season is a good time to move such stuff. This same policy can be followed up in a wholesale house by putting red or green tags on the goods on which the price is reduced and which the firm is anxious to sell. Here also Stewart's policy must be adopted; reduce the price from day to day until the goods sell. But here the salesman must also be careful to sell the stuff only to such concerns that have an outlet for them. Stuff that does not sell is too dear at any price.

A firm in Denver, Colo., has a novel way of advertising a clearing sale of straw hats, although this method might not suit the fashionable stores in other cities. They would probably call it "undignified" or "an unwise merchandising proposition," but this Denver concern evidently has found it practicable and other firms have adopted similar methods.

Twenty days before Labor Day this firm advertises every straw hat it has in the store for \$3 at \$1. The following day they offer them at 95 cents, next day at 90 cents, and so on for twenty days. They reduce the price each day 5 cents, so that after twenty days, Labor Day, the price of the remaining hats is nothing; they are given away. On that day the stock is piled up on the street and then you can see some

fun. This they call "The Dutch Auction."

Sometimes I see straw hats which I sold ten and fifteen years ago coming out of their winter quarters; nobody wants them as a gift. Now, what is the use of packing such old relics away from year to year? Every time the merchant sees them he swears at the straw hat business and thinks of his loss.

Carl T. Wettstein.

**Countless Editions.**

The man in the moon was smiling in the same old way

"Dearest," whispered the tall youth in the duck trousers, "that kiss I just gave you reminded me of a picture."

"Gracious, Fred!" responded the blushing girl. "What kind of a picture?"

"Why, a print."

"How funny, Fred!"

"Yes, my dearest?"

"Could you supply a reprint?"

And after that the prints and reprints ran through so many editions the old moon man stopped smiling and grinned his broadest.

**No Excuse.**

An evangelist was exhorting his hearers to flee from the wrath to come. "I warn you," he thundered, "that there will be weeping and wailing, and gnashing of teeth!"

At this moment an old woman in the gallery stood up. "Sir," she shouted, "I have no teeth."

"Madam," returned the evangelist, severely, "teeth will be provided."

**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  
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358—Assorted bent wood handles, 26 inch .....	\$ 4 50
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383—Natural stick handles with case and tassels, 26 inch.....	9 00
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**MEN'S**

359—Bent wood handles, 28 inch.....	4 50
405—Natural stick, silver trimmed handles, 28 inch .....	6 00
57—The "Champion" Tip Cup Runner, two dozen case assortment. This contains 1 dozen ladies' 26 inch and 1 dozen men's 28 inch. Handles are assorted. Splendid value.....	9 00
383—Natural stick handles with case and tassels.....	9 00
15—Extra strong number for stormy weather. Will not turn inside out. Sizes are 28, 30 and 32 inch .....	9 00

Ask Our Salesman or Write Us

**Grand Rapids Dry Goods Co.**

**Exclusively Wholesale**

**Grand Rapids, Mich.**



## KEEPING TWO WATCHES.

## They Naturally Lead To Misery and Expense.

Written for the Tradesman.

The automobilist came round the corner at about sixty miles an hour; he was on the wrong side of the road; he omitted to blow his horn. In other matters he was almost punctiliously correct. He told me in the most frank manner that the fault was entirely his and that I need not dream of apologizing. He was very kind in his efforts to cheer me, telling me that in his opinion I was more frightened than hurt. He assured me that he would be glad to pay for whatever damages he had done and he made me promise to let him know what the total amount was. Although kind, he was far from stupid; for proof of this I may mention that he neglected to give me his name and address before leaving the scene of the disaster. He had a cheerful, intelligent face.

Among the different items which made the pleasure of meeting him somewhat expensive was the damage done to my three-hundred-dollar Swiss watch. I always carried it loose in my pocket, because a chain seemed to me to tell a pickpocket that he would find something to his advantage in its vicinity. As I fell into the gutter my watch rolled out and struck against the sidewalk. The auto man would probably have told me that it was more frightened than hurt, but the watchmaker to whom I took it said that I had cruelly ill-treated it and that it would take a week to repair it. In the meantime he offered to loan me a nickel watch, and asked me not to treat it roughly. I enquired the price of it, and finding that it was only three dollars I bought it. I supposed at the moment that this action on my part would make the watch-repairer a little ashamed of the way he had spoken, but I have no reason to suppose that it ever did; rather the reverse, for he looked quite pleased. At the end of the week I called at the store again and got my gold watch. The lady clerk told me that some people found it a good plan to keep their gold watch at the watchmaker's and to wear a less valuable one. In case this meets the eye of that auto man, I should like to say that the repairing of my Swiss watch cost me no less than four dollars. I am sure that he would like to pay this sum because he told me that he would make good whatever damage he had done.

And in this way I became the possessor of two watches. Although I respect the laws of the State in which I live, I can now realize that it would have been wiser to have married two women. Women are somewhat jealous, but not when compared with watches. Although I had two chronometers, I had only one watch-pocket, and this I gave to my Swiss watch; the other I accommodated for the time-being in the breast-pocket of my coat. I soon discovered that this was a mistake. Even if one treats two watches exactly alike, there is necessarily a certain amount of ill-feeling between them; and

when you give one a luxurious pocket, lined with chamois-leather, all to itself, and consign the other to the ignoble society of the silk handkerchief with which you clean your spectacles, the trouble becomes much more serious. The nickel creature must have been "mad" with rage and humiliation; it evidently felt that it had been "monkeyed with;" coquetted with for one brief week; and then, when another watch came along, with prettier clothes and a more attractive face, basely deserted. It had been compelled to vacate the apartment of which it had enjoyed the sole use, and to move upstairs to make room for its rival. If it could have got near the Swiss watch it would have attacked it. As it could not, it became insane with jealousy and attempted suicide. It waited until I took my silk handkerchief from my pocket and then leaped out high into the air. But it failed in its intention, for, providentially, it fell on a very soft baby in a passing go-cart and was saved. I explained to the infant's mother that her child was more frightened than hurt, and then I hurried along.

I now tried equal justice for all alike, gold or nickel, and made the two timepieces share the watch-pocket between them. What happens when you ask two dogs to share the same bone? If either of those dogs is a parent there will shortly be some orphans. When I reached my flat I found that both watches had broken glasses and the Swiss watch was minus a second hand. As I could not find this hand anywhere I concluded that it must have been eaten by its nickel antagonist.

I did not like to go again to the store at which the Swiss watch had been repaired. The man there seemed to feel an injury to a watch almost as much as if he personally had been hurt. I found a store at which the people were more human and did not appear to be annoyed with men who put business in their way. In an hour both antagonists had had their wounds dressed and were in a fair way to recovery. Of course, by this time I had realized the condition of affairs and I determined to keep them apart in future. I put the nickel fellow away in a drawer and locked the drawer; the other watch I restored to the position which it had always enjoyed before that auto man knocked me down. And for a period all went well. The gold watch, pleased, no doubt, with what it considered its triumph, excelled itself in accuracy; it became the absolute last word on the question of time, and if another man had a watch that ventured to disagree with mine, I was always able to bet on my own with that certainty of winning that removes the chief objection to gambling. It ran two hours longer on one winding than it had ever done before. In fact, a superficial observer might have said that all Nature smiled; certainly conditions approximated to that.

One day I found it necessary to attend a meeting of the Society for the Encouragement of Honest Workers,

and, naturally, I felt a little disinclined to do so with a valuable watch in my pocket. The nickel article was quite good enough for a risky occasion like that. I removed it from the drawer and wound it up, but it refused to begin work. When a man owns a watch, either the man or the owner must be the boss, and I had no intention of being defeated by a very inexpensive nickel creature. I tapped it lightly against a table until it seemed to feel the raps and began to tick sulkily. Then I put it in my pocket and went out. I had a somewhat strenuous day, and that watch did its utmost to ruin me; but it only succeeded in making me miss a single train. After that I distrusted it, and although it did some very deceptive work—losing and gaining alternately—it failed to mislead me a second time. Really, I could not help admiring its methods; it never over-acted its part at all, for it did not get more than twenty minutes away from the correct time. It even put in two hours of perfect accuracy in order to fool me into trusting it once more.

Upon returning to my apartment I found that my gold watch, which I left on the bureau, had thrown itself on the floor and had stopped. It knew, I suppose, that I had been walking out with its nickel rival. Then I began to understand that to keep two watches could only lead to misery and expense, so I took the nobler and, I think, the cheaper course—I strolled to the nearest hack-stand and handed the nickel watch to the poorest-looking hack-driver. Of course, in these days of automobiles all hackmen look poor. This particular man did not seem at all surprised; but anybody who is easily surprised would not be able to make a living by driving a hack. He told me that I was a "practical Christian"—whatever that may be. I then went to the watchmaker's to get my Swiss timepiece again repaired. But on entering the store I drew it from my pocket and to my surprise found that it was going beautifully, and had moved its hands round to exactly the correct hour. So I merely asked for a packet of chewing-gum, which I did not expect to get, and then walked away. The watch has kept perfect time ever since that day.

Lawrence Irwell.

## Everything Provided For.

"Well, this ends my commercial career," said the grocery drummer as he entered the smoking-room of the hotel and threw his order-book on the table.

"Got a partnership in the house for being good?" was asked by one of the loungers.

"Better than that."

"Haven't bought the whole thing out?"

"Better than that."

"Give it to us straight."

"I've bought a half-interest in an aeroplane and am going into the flying business. New York to Chicago or St. Louis in six hours, you know. Passengers and goods transported for one-half. Am going to write a letter to the Mikado this evening, calling him an old barbarian and stirring him up to declare war against the United States. Then hurrah for dynamite and the destruction of his whole fleet. Men-of-war destroyed with promptness and despatch for a hundred dollars each. Forts destroyed day or night for the trifling sum of \$50 apiece. Cities shaken up at your own price. Oh, I've struck it this time for sure."

"But, my dear man, have you taken the wind into account?" was seriously asked.

"Certainly—certainly."

"You can't go against the wind with one of those things, you know."

"No, of course not; but everything has been provided for."

"But the wind?"

"That is the easiest thing of all. We have only to build a fence a thousand feet high around the United States and the wind is shut off, and there you are!"

Culture alone can not make character, but character alone gives culture.

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## DRESS GOODS

A full line of Fall Dress Goods, plains, plaids and fancies, 9½c and upwards. All the new shades in Serges, Brilliantines, Batistes, Melroses, Creponettes, Broadcloths, Flannels, etc.

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P. STEKETEE &amp; SONS

Wholesale Dry Goods

Grand Rapids, Mich.



## WAITED FORTY YEARS.

## Heroic Conduct of a Mother's Youngest Son.

Written for the Tradesman.

"Ah, now, there's a wedding for you, Tom," and Phil Andrews laughed as he laid down his paper and glanced at his companion who was sitting cross-kneed in sleepy meditation. The old ex-schoolmaster and young Mr. Andrews had been conversing on various topics while they waited for the crush of trade to ease up a bit so that Andrews might interview old Storeby about a bill of goods he proposed to sell him.

It was the village paper that the drummer had been casually examining. Old Tom lifted his head and drawlingly enquired as to his friend's interest.

"It's this notice of a wedding at the parsonage over at Six Corners," said Andrews. "Henry Langstay and the old maid, Lil Wedges—didn't you read about it, Tom?"

"Yes, of course; but what about it, Phil?"

"Why, the idea of old people like them deciding at this late day to go it in double harness," chuckled Phil Andrews. "I've known Miss Wedges ever since she was a primary teacher at Hedgrow school and I was a barefoot boy, climbing trees, wading brooks and making life miserable for country schoolma'ams. Why, she was an old maid even then; and now she's gone and married an old mossback near Six Corners. It's funny—"

"Hold your horses a minute, Phil," broke in old Tom, now thoroughly awake. "Henry Langstay may be an old mossback and all that, but he is something more—a moral hero, so to speak; one of Nature's noblemen such as you don't find once in a dog's age. Now, some of these heroes that have been awarded Carnegie medals and hard cash are all right, but not the bravest of them has anything over old Henry Langstay."

"Well, is that a fact?" and Phil Andrews lifted his eyebrows in a surprised manner. "I didn't know the man was a hero in any sense of the word. Why, he has lived in that one old house on the farm ever since I knew anything about him, a dull, plodding old farmer. What in Nature has he done to fill such a bill as you make out, Tom Tanner?"

"Want me to tell you?"

"Why, yes, certainly."

"There are heroes in peace as well as in war, Phil."

"It seems to me I have heard something like that before," laughed the drummer. "Most people given to moralizing tell of great men who sacrifice opportunities because of some mistaken sense of duty. Such may fill the hero bill of your imagination, Thomas, but not mine. I regard heroism as doing something, not sitting idly by waiting for the moon to turn to gold and fall into your lap. Now, as for this man who has just distinguished himself by marrying the old maid of Six Corners, I don't know—"

"But I know," declared old Tanner with a slap of his knee. "It was not by his marriage that he particularly

distinguished himself, although that is part and parcel of a lifelong romance as sweet and appetizing to the soul as anything Shakespeare ever thought or wrote about. Romeos and Juliets are all very well, but my Romeo is of different mettle."

"Pretty aged Romeo, this of yours," chuckled Andrews.

"And clad in homespun at that. I know all you would say, Phil, and you have some ideas worth canning, but when a man lends himself to almost forty years of devotion to an invalid, going without sleep, without social delights, without a home life such as a loving wife and children afford, it is something not to be sneered at or made light of."

"No. And did your great moral hero do all that?" asked Andrews in a lowered voice, the hush of a rebuking shadow falling upon him. "I did not know—"

"There are many things that you do not know, Phil Andrews," said the old schoolmaster with a shrug of his thin shoulders. "You do not know the life story of the man who has taken sweet Lillian Wedges to wife. If you did you would not make light of the subject. You don't read our local paper regularly, I take it, Phil?"

"No. Seldom see it. I am too busy a man to take an interest in the doings of every Tom, Dick and Harry in a country community."

"I see, I see. Well, just four weeks ago this paper recorded a death and a funeral. Margaret Langstay died and her son, Henry, her faithful servant for forty years, followed her remains to the grave, the only mourner."

"So? And then he ups and marries so soon thereafter. What a shame."

"Henry had waited forty years for his bliss and he was entitled to it after his mother had gone to the other world. She knows and she approves of this marriage, rest assured of that."

"You don't think that, Tom?" incredulously asked Phil.

"Sure I do. Margaret Langstay was a peevish, exacting invalid, yet she knows now how heroic has been the life-long devotion of her youngest born. She did not appreciate in life the sacrifice Henry was making, but with the clearer sight of the spirit world she knows and approves. Lillian Wedges waited forty years for her Romeo, Phil, forty years of single life, true to the man of her choice."

"The more fool she," broke in Andrews. "And your great moral hero shrivels into a dried up Egyptian mummy in comparison with true manhood. What right had he to ask a girl to wait for him all the best years of her life? Don't tell me he is a hero. Instead he is a mean, selfish beast and I want none of him." Phil Andrews yawned and threw down the paper. When he would rise to move away his companion detained him with a quick protesting gesture.

"You must not misjudge my hero," he cried resentfully. "You shall not, and I am sure will not when you hear his story. As I said, he was a constant attendant at his mother's

bedside for nearly forty years. Henry was scarcely 20 when the elder children left home to seek their fortunes elsewhere. About this time Mr. Langstay died, leaving his widow and Henry sole occupants of the little forty-acre farm.

"Henry stopped with his mother and did the farm work. The land is not the best and he did not make his fortune, yet he managed to lay up something for the day when he should take pretty Lillian Wedges home as his wife. That day was a long time coming, almost forty years! Think of it. You see, the widow fell ill and relapsed into invalidism almost from the year that her husband died."

"I am not going to tire you with a long story, Phil. Henry was devoted to his mother, watching by her side almost continually. He employed the best doctors and left nothing undone for his mother's comfort. She grew steadily worse despite all this and finally became bedridden. Nobody but Henry suited her whims. He must stay by her all the spare moments of his time. As the months and years rolled on the son grew more devoted to his helpless charge. He watched by her side night and day."

"He ought to have hired a nurse," suggested Phil.

"The idea would have shocked Henry. His mother would never consent to such a thing and he was too devoted to her to cross her in the least particular. As age crept on the invalid grew more exacting. She would allow nobody but her son to touch her. He watched over her long winter nights, keeping the fire going, never allowing it to go out, turning his mother forty times a day. He would pick her from the bed, place her in a big armchair, where she would rest perhaps ten minutes, when she would call to be returned to her bed. Then he had to feed her regularly since she became as helpless as an infant."

"Now all this vigil wore on Henry; he grew from a robust young man to a walking skeleton; in fact, he became something of a nervous wreck himself. The man's devoted attention to his mother never ceased, however. With the passing of years it became a daily round that seemed second nature to him."

"And all this time his sweetheart waited?"

"Yes. Many there were who asked her to share their lives, and when the son of the richest man in the county asked for her hand Henry, hearing of it, pleaded with her to accept."

"And she was fool enough to refuse?"

"She was woman enough to do that very thing. She loved only the man at Langstay farm. Lillian was not the girl to marry one she could not love, and so she walked her way companionless and alone. Henry would not mar her life by taking her to live at the farm and become a slave to his mother's whims, and so the years rolled on up to nearly forty, and then one night the invalid passed over. Henry wept at her bier, the only mourner. His brothers and sisters were either dead or their place of residence unknown. How do you blame him for marrying so soon?"

"Soon! Heavens, it was an age! I am not so sure about the heroism, though. I am inclined to think both this man and woman were several kinds of simpletons," said Andrews, rising to go about his duties.

"That," said the schoolmaster, "is as anybody looks at it, I suppose."

Old Timer.

## Beatrice, the Bashful Biscuit Builder.

Beatrice had been raised in the Yeast, where her humble parents had striven to have her bread as well as they could. But it did not pan out, and she, poor girl, had taken the little dough she possessed and come to Baker's Biscuit Factory to learn the wheys of the trade. Here she met Oswald, knee-deep in the flour of his manhood.

"Be my wife," he cried, "for I knead you badly."

"Nay, nay," she answered, "I shall marry the manager and rise into the upper crust."

And with this crum of comfort Oswald must kneads be content.—Columbus Jester.

Jenkins was delayed an hour at the office (he said), but arrived home in extra good humor.

"I bought a Billikin to-day, Mary," he said, at dinner; "one of those comical cusses that reminds you to laugh every time you look at it."

"Are you quite sure," said his wife, coldly and suspiciously, "that every time you looked at it you were not reminded to have a smile?"

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Young men, young women, do you realize the value of a business training in this up-to-date school? Our calls for office help are far in excess of our supply. There is a position for you if you will prepare for it. Call, or write for information.

VALLEY CITY  
Commercial School

OPPOSITE CITY HALL

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### An Employer Who Thoroughly Understands Men.

"If there's anything about my men that makes me sore," said an old employer of wide experience, "it's to step inside a department suddenly and find a man, or several of them, talking or idling, and then have the idler jump into his work as if I'd stuck a darning needle into him.

"I'd like to fire such a man on the spot, and in my experience of such fellows I'm forced to fire them sooner or later. Such a worker always has an element of the sneak in him. When he jumps up and goes to work at my appearance it is an unconscious acknowledgment that he has been trying to take advantage of me on the sly. He is telling me that he wouldn't have dared do such a thing if he thought I were looking at him.

"As a matter of fact, I've never called a man down in my life for letting up occasionally through the day. If he's a square man he isn't going to impose on me, and I know that he'll work all the better for a bit of recreation in talk or horseplay.

"In fact, I have reason to know that in many talks among employes on just such occasions the business has been improved materially by it. That man who knows he has the privilege of letting up a little while at work isn't going to spend time talking against his employer.

"I simply don't want a man who, when I come in on him suddenly, jumps into his work in that way. I've never given one of them cause to be afraid of me, and I figure that if a man shows that he is afraid he himself has been doing something to excite that fear. I don't want him around."

Yet, in the nature of his business, this man is an employer of men who are charged for the most part with manual labor. They are not of the class marked for conscientious training and responsibility. But if they come untrained in it the employer wisely gives them some practical schooling in that line.

"If one of my men gets sick enough to have a doctor I send my own family physician to him," said this employer. "He has just as good medical attention as I have myself, and if his illness comes from no dissipation of his own I foot the bills. Often, if he has been responsible and has a family dependent upon him and in poor circumstances, he isn't asked to pay.

"Any employe who has been with me long enough to prove himself and who dies always is buried at my expense. And I see that he has a decent funeral, too. In my business I pay extra always for overtime work. But not all employers always find employes willing to work overtime even for this inducement. With me, however, I know that any man I call on will work all night willingly for the asking.

"Some time ago a decent, faithful fellow got sick and his wife wrote to protest that the employer did not need to furnish a doctor's services. Both of them were heard from when at the end of the week the man's sal-

ary envelope was sent out to the house. And it continued going out every week until the employe, long before his convalescent period was done, appeared at the plant determined to work at something in part payment for the consideration of his employer.

"But what was that money to me compared with the faithful services of that man in the past and the knowledge that the same kind of services would be given in the future?" asks this wise employer. "I buy materials and pay a machinist to patch a broken engine. Why shouldn't I do the same by a good man whom I want back at work as soon as he is able?"

Why, indeed? Michael M'Manus.

### Martyrs of Explorations of Arctic Regions.

Arctic exploration has many martyrs. Its annals abound in stories of intense suffering, of uncomplaining heroism and self-sacrifice. Lieutenant Peary declares that the wind is never at rest on the Great Ice, and always it carries an ice drift a foot or two in depth. In the savage blizzards of a frozen Sahara this drift becomes a roaring, hissing, blinding Niagara of snow, rising hundreds of feet into the air, a drift which almost instantly buries any quiescent object and in which it is almost impossible for the traveler to breathe.

Even when the depth of the drift is not in excess of the height of the knee its surface is as tangible and almost as sharply defined as that of a sheet of water, and its incessant, dizzy rush and strident sibilation become, when long continued, as maddening as the drop, drop, drop of water on the victim's head in the old torture rooms.

In 1902 Dillon Wallace and Leonidas Hubbard made an unsuccessful attempt to cross the huge barren peninsula of Labrador. Food ran short, there was no game and their sufferings became terrible. Their bones were sticking through their skins. They were like walking skeletons. Mr. Hubbard grew so weak that he could proceed no farther. They left him wrapped in a blanket and pressed on in search of food. When they returned he was dead.

There is thought to be no living explorer who has suffered more physical hardships than Dr. Sven Hedin, the Swede to whom we owe nearly all our knowledge of the geography of Northern Tibet. At the enormous altitudes when he passed through valleys far higher than the summit of Mont Blanc, the mere act of breathing became a matter of such difficulty that four of his companions died simply because they were unable to breathe. When they came to their camping ground one evening two were found stark dead on their camels. The others died gradually from their feet upward, retaining their senses to the end.

A man's credit is usually good when he doesn't need it.

Forgetting self is the secret of finding satisfaction in life.

# Karo

*The Syrup of Purity and Wholesomeness.*

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



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

Ready sales—good profits. Write your nearest jobber.

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

## 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.

Ionis, Fountain and Division Sts.  
Entrance to retail store 76 N. Ionis St.

## 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  
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**The Michigan Trust Co.**

Grand Rapids, Mich.

Trustee  
Guardian



## EDWARD MILLERISMS.

## Personal Observations of the Hoosier Merchant.

Written for the Tradesman.

There has been much written and said about perpetual motion and light without heat. There is plenty of light to be had without heat, but it takes perpetual motion to produce it. There are many kinds of light and every human being has the principle of perpetual motion within his system and he can use it for commercial purposes. All the business world needs to do is to understand that there is no better light than the light of understanding and that it is produced from the flow of perpetual thinking. We are only machines and when we wear out this perpetual line of thought still goes on and the light it is making is so bright that most of us are blinded by it and can not see the great work it is doing.

\* \* \*

Too many of us retail merchants are fashion plates or pattern hats or tailor-made-to-order fellows. We are too stiff. We are continually standing in an overwhelming position that is driving trade away from us every day. The reflection of our beauty (?) is supposed to draw the people to our stores, but it is a fact that most of our customers do not take so much interest in such things as we do, and if we will notice the crowd that goes past the door we will find that there is something down the street that has more attraction for them than we seem to have. The marked down

bargain counter, with a person of unusual good judgment, can make more profit for any store than the best fashion plate in town. Get away from the mirror and look around in the corners and see if you can not find something that will stir up a rush for real bargains.

\* \* \*

We may be indeed very much ashamed of our boards of correction and boards of charity and our boasted christianity. If we would spend one-half as much time and money in telling the people that the only administrative power on earth or in the heavens is in the mind of man we would not need boards of correction nor charities nor institutions of christianity. The greatest disease in the mind of man is when he thinks that he must be corrected each and every day, or for him to depend on charity or to think that there is any hope for him in christianity as it is taught by some of our teachers. There are more failures in life on account of people depending on these institutions when they ought to rely on themselves. If we do not care to fail in business or any other thing, we must lay aside all false hopes and depend wholly upon ourselves.

\* \* \*

The greatest problem in the world is to get the people to co-operate for their own interest. The interest, activity and co-operation of the merchants are absolutely essential if there is to be a fulfillment of the law of co-operation. There are great burdens on the minds of the people

and the solution of these mighty problems can not be reached except by the knowledge and activity of the people most interested. The retail merchant can do even more than his part to help bring about better conditions if he will only co-operate with the right line of intelligence. Our obligations to society ought to be fulfilled.

It is a grand thing for a merchant to be able to find men and women who are high-spirited to assist him in his business, but the self-important individual who worries us to death with a long narrative about himself and his family is not a very desirable person to have about. We ought to realize how shocking it is to the more conservative when we are loud and noisy around the store. If we could only have a few mental mirrors standing around for us to look into we would feel constrained to improve our actions. Our faults as well as our virtues are always accepted by our friends and customers if we do not reflect too bright before their eyes and mind. Let us determine to act each and every moment of the day as though we were standing in front of a mirror and every customer who comes in will see just how we are clothed mentally.

\* \* \*

We should not believe in ghosts nor in ghost stories. Let us deal with real men and women. Let us lead a manly life, and when we say we know a thing let us be certain we know and not guess at things. All society is divided. Every

question is an open book. No man has the whole truth. What's the use in pretending that we know this or that to be true when we know we just simply believe it because we read it or heard some one talk about it. There are conflicting evidences on all sides but one. That side is our own experience. There is no real evidence for us outside of our own kingdom. We should form our own opinions as to what we want and need and not let men with an axe to grind bump our heads.

\* \* \*

There is an impersonal love, a finer love and a love that can not be overpowered. The love that makes us grow into perfection we feel in every part of our lives. The love that is pure can not be dodged any more than we can live without air. The beautiful soul who has been filled to overflowing with love that has the right doctrine is the mind that is influenced by admirable wisdom. Real love does something for us that no other power can do. Try to learn to love your business and you will do something that no other person in your town can do.

\* \* \*

Merchandise is about the only commodity that a retailer thinks of, but the power behind these provisions hardly ever enters his mind. The ocean of air about us and the ground we walk upon produce all things and we should explore and study how all these things are made. When we do this our minds become inventive and we grow in knowledge that will not

# Fit For a King's Table

## Brings Joy to Any Table

Such is the Reputation of

# HART BRANDS

## Of Michigan Fruits and Vegetables

**Secure Your Supplies NOW. See That Your Jobber Furnishes HART BRANDS.**

HART BRAND of Preserved Pitted Red Cherries keeps Cherry Time here all the year round. They are perfection in texture, color, flavor.

HART BRAND of Succotash has Corn and young, tender Lima Beans in right proportion.

HART BRANDS of Peas are the acme of fine quality. Uniform in texture, color, size, and with the flavor of Peas fresh from the vine.

**All the HART BRAND Products Are Guaranteed. Packed Where Grown.**

## W. R. Roach & CO., Hart, Michigan

Factories at Hart, Kent and Lexington



only help us but each and every one who is interested in the things we do and say. Retail merchants must become better posted as to what is needed to make all conditions better. One will never be able to know all things necessary if one fails to use one's mind as well as one's hands. People are beginning to ask questions and the merchant who is well posted is the man who will attract those who want to know. New combinations of all kinds are springing up and the man of wit becomes the natural benefactor. The face of the world is changing. There is a great smile growing and all of the friction of the past is diminishing.

The mind is that finer part of the human being that recites all of the lessons of mankind. It is the acquiring, comparing, digesting and assimilating machine that runs well if the governor's belt is on all the time. The mind utilizes every known method to attract important ideas for the salvation of the body, but the criticism it receives from other minds causes it to stop working. There is not anything so harmful to the human mind as for it to allow other minds to criticize it. Criticism has ruined many minds. We should learn early in life that what other people think of us does not amount to very much. We all like to have others think well of our opinions, but we should never let our good ideas die for the want of action. Let us learn our lessons well. Let us compare and digest every thought that comes our way.

The truth will not impoverish, but will liberate and add new ideas that will delight and enrich the mind. Some may think that we can become rich by dealing unfairly with our fellow man, but such riches do not satisfy the true sense of the intellect. We are all victims of vulgar, dazzling thoughts that blind us and make us imagine that we can gain strength and dominion by bathing in the cloudy mental state of untruthfulness. New and rich consciousness is wealth that lives forever and it is advisable for all of us to try to cultivate this idea, instead of trying to get rich doing things we know are not right.

Most of us have wished many times that we had a good memory. We have read many articles about this much-desired gift. A good memory is a mighty bad thing if we are going to use it in remembering the things we should forget. Most men who have a good memory are the ones who never progress very fast, for they are going around in a ring, as it were, and not unloading their minds of the past, thereby permitting them to feel the thoughts that come to us spontaneously. We should learn to forget, or, in other words, never depend on our memory only so far as to allow thoughts to control us for the present moment. What does the power of thought care for our memory? It never forgets to act at the right time if we allow it to do so. If we have faith in the intelligence that wishes to control us we

will never need any books to keep a record of what we think we ought to do to-morrow, for the power of thought will attend to that in due season. In my opinion, all we need to remember is that all we need is right at our door and all we need to learn is how to open the door of our mind at the right time. Every man must learn the combination of his own lock.

We are wiser than we know. All we know is what we have experienced. What we have done amounts to very little. We have not done many great things. The most we have done is to follow out the suggestions of others. We have been doing things like we have seen others do them. We ought to make up our minds to be different from others and try to attract original thoughts from the universal thought world. There are millions of new ideas for the men who will make up their mind that they have not learned every thing that is to be learned.

Materialization is a wonderful thing when one can make his ideas produce the things thought of. All improvements where ideas once upon a time and the mind that made them materialize was unique enough to get to work and build as the thoughts were dictated. Aim to make something materialize in and around your business and you will find the power that makes things grow coming through your mind. Your service is needed. If you fail to act your rival will catch the thought and he will be the successful man. Don't be satisfied with sample packages. Order out a full case of goods and put your best ideas into action and the materialization will indeed be very wonderful.

What is the foundation of civic righteousness?

Applied christianity.

What is applied christianity?

It is living the true principles of Jesus Christ.

The greatest principle that Christ taught was that you should listen to yourself.

"The Spirit of Truth shall make you free."

Civic righteousness is truthfulness. Truthfulness is applied christianity.

The reason why christianity has no more power than it has is because too many who claim to be christians are not true to themselves.

Edward Miller, Jr.

#### Nothing In It.

The pickpocket pleaded temporary insanity and submitted his case: "Why, I must have been clean daffy, Judge. Can you imagine a sane gent of my profession lifting a lady's pocketbook in de shoppin' district at 6 o'clock in de afternoon of a bargain day? Can you, Judge?"

"You're discharged!" said the Judge, who happened to be married and knew whereof he judged.

A little energy applied in everyday helpfulness is worth a lot spent in talking about extraordinary holiness.

## Commercial Credit Co., Ltd.

Credit Advices and Collections

MICHIGAN OFFICES

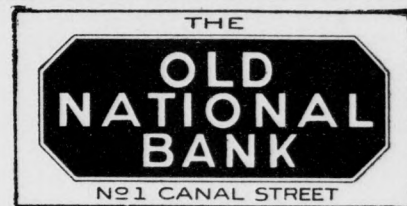
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A National Bank with a very successful Savings Department

3% compounded semi-annually

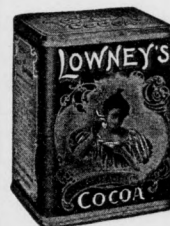
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## Hot Time Candy

## Nut Butter Puffs

Made only by

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



LOWNEY'S  
COCOA and  
CHOCOLATE



For Drinking and Baking

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

The Walter M. Lowney Company  
BOSTON

## THE NATIONAL CITY BANK GRAND RAPIDS

WE CAN PAY YOU  
3% to 3½%

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

49 Years of Business Success  
Capital, Surplus and Profits \$812,000

All Business Confidential



## MUTUAL RELATIONS

## Sustained by Wholesale Grocers and Food Departments.\*

I am glad to be one of this goodly assemblage and I assure you that it is a great privilege to meet my fellow workers in commercial and industrial life in such a representative gathering.

I am deeply sensible of the honor you confer upon me by giving my name a place on your programme when you have so many important association matters to occupy your time and thought.

I am so impressed with the enchanting beauty of this city and the grandeur and majesty of the encircling mountains that I find it difficult to think and talk "shop."

The invigorating air and inspiring environment of this thriving city of the Rockies should stimulate our best thought, subdue all asperities and bring the best possible results from our deliberations.

I take it that you will naturally expect me to say something in regard to the relations of the wholesale grocers to pure food products and the laws relating thereto.

Before doing so I want to say a few words in regard to the necessity for efficient organization in order to achieve results on broad lines which amount to anything or which are effective in their application to prac-

\*Address delivered by William Judson at annual convention Association of State and National Food and Dairy Departments at Denver.

tical affairs in getting substantial and enduring results.

Economic conditions have so changed that the day of desultory individual effort in matters of wide interest has gone forever in so far as effective work is concerned.

Organization—team work—is the instrumentality which must now be employed if things are to be done effectively.

That inspiration which comes from an interchange of ideas and from a generous rivalry among the members of an association of like occupation and similar aspirations will bring out the best that is in each.

Isolation and secret meditation may be all right in some form of literary pursuit, but they are fatal to both progress and excellence in commercial and manufacturing enterprises. A scythe is sharpened by rough friction with the whetstone. So, too, our wits are sharpened and our originality put on edge by friction with the abrading minds of our fellow workers of like calling, who by experience know how to apply the mental whetstone.

I do not mean to convey the idea that association work is easy. On the contrary, it is beset with many difficulties and the leaders in association work have many discouragements to contend with and sometimes unjust burdens to bear. This arises partly from the divergent views which are entertained by individual members, but even more from the immature thought that has been given the matter by some.

There are always those who have given only the most superficial thought to important matters that come up for consideration, while others have investigated thoroughly and thought the matter out to a conclusion, based on the best obtainable data. It takes patience and perseverance on the part of these to win over to their views the superficial thinkers and the impulsive members of the association. Then, too, there are the impetuous members who always want to do radical things; but they are often useful members, too, by stimulating enthusiasm and thereby securing more energetic action than might otherwise be taken.

In view of the fact that organization is the only instrumentality by which we may hope to successfully cope with conditions that now exist, it is incumbent upon every one of us to contribute our best thought to the work in hand and in a spirit of "give and take" work harmoniously to the best interests of all.

It is also the part of wisdom to find out who among our number are best fitted by Nature for leadership and saddle upon them the burden of blazing the way, while the remainder of us loyally support them and follow their leadership.

I realize that I am addressing a body of men who sustain a most vitally important relation to the public. To a larger extent than any other assemblage of men to whom it has been my privilege to talk you hold in your hands the comfort, health and well-being of our people.

Your responsibilities are, therefore, difficult to exaggerate. To my way of thinking success in your calling can not be measured in volume of trade or in dollars and cents, but the ethical and humanitarian considerations should and must figure largely in the balance sheet of your successes and failures.

To provide the people of this Nation who thrice daily assemble around the family board with wholesome, nourishing and pure food products is at once an opportunity inspiring and an obligation appealing.

It is an obligation that none but the most frivolous could lightly regard, and a privilege that none but the most depraved would abuse.

You know there is a popular saying, used half seriously and half in jest, about "Bread like mother used to make," but if we would only stop to think there is a world of truth and sacred meaning in this carelessly used phrase. Our dear, good mothers, whose memories we worship, not only put flour and yeast and other materials into the bread, but their hearts and souls as well. This overflowing love for their children was, by some mysterious power unknown to us, transmuted into the food prepared by their loving hands. They gave us such wholesome, nourishing food that there is no wonder we long for "Bread like mother used to make."

I am not going to try to fathom the metaphysics of this proposition, but I inject this bit of sentiment into my remarks to show how important is devotion of mind and heart

## The Square Deal

## CAN YOU BEAT IT?

In JUNE our factory turned out and shipped 130,000 cases of



At our uniform price of 10 cents a package, that meant that, on the output of a single month, the retail grocer of the United States, making 80 cents a case or more, salted down the neat little

**PROFIT of \$104,000. AND THAT ISN'T ALL**

On KELLOGG'S TOASTED CORN FLAKES the retail grocer knows that he buys them on equal terms with every other retailer. We make no direct sales on preferred terms to "the big fellows"—no premiums, no free deals, no quantity price, whether you buy a case or a carload. How about other corn flakes? Look it up. After you do, you'll decide to stick to

**KELLOGG'S TOASTED CORN FLAKES**

The Square Deal



on the part of those who would achieve worthily and successfully in providing food products for our people.

I might as well frankly state that there is a large, intelligent and rapidly growing class of people who believe that the quality of mind and heart of the producer has much to do with the quality of the product. It is even claimed that certain popular commodities have been built up and established on this theory. I refer to the ethical side of food production because of its growing importance as a factor in trade success.

In this connection I want to pay a deserved tribute to the manufacturers of food products. In no department of industry have greater knowledge and intelligence been brought to bear than in this. Ingenuity in devising attractive and convenient packages has been exceeded only by the excellence of the product turned out. It is highly gratifying that the good heart and good conscience to which I have alluded have been zealously exercised in trying to give the public full value for their money in the best product that can be made from the best materials. I congratulate you on your achievements, the success of which will be both an incentive and a guaranty for greater successes and greater excellence in the future.

Now in regard to matters of legislation: I can best express my views by quoting a set of resolutions adopted at the meeting of the Executive Committee of the Wholesale Grocers' Association, held in New York City on July 15 and 16, and which read as follows:

Resolved — That the National

Wholesale Grocers' Association favors the adoption by state legislatures of the National pure food law, which during a three years' trial has met all the requirements of a food law protecting the public against adulteration and misbranding, and which has already been substantially adopted in twenty-four states.

Resolved—By the National Wholesale Grocers' Association that uniformity in food legislation throughout the various states is essential to the orderly conduct of trade between the states.

Resolved — That the National Wholesale Grocers' Association is opposed to the adoption into statute law of detailed standards for the countless food products used by the American public.

Resolved — That the National Wholesale Grocers' Association favors the National standards for food products adopted by the United States Department of Agriculture for the guidance of courts, and believes that these standards, if any, should be followed by the various State Food Commissioners.

Resolved—That where state legislatures deem it necessary that some provision should be made for standards this Association favors the legislature giving full power to the commissioner to establish such standards, believing that this will conduce to a greater uniformity between state and national standards than if the same should be written into the statute laws unchangeable except by another act of the legislature.

Resolved — That the National Wholesale Grocers' Association is opposed to the enactment of any state or National statute requiring the date

of preparation or packing to be upon the labels or containers of food products.

Resolved—By the National Wholesale Grocers' Association that the weight and measure clause of the National food and drugs act, June 30, 1906, is just and sufficient in the interests of the public and of the food trade, and that this Association is opposed to the enactment of any state or National statute requiring that the weight or measure be branded upon the labels of all food products.

As a further presentation of the attitude of the wholesale grocers toward pure food legislation I can do no better than to quote from Harper's Weekly of March 13. This article, written by Barton W. Currie and discussing the conflicting state laws relating to pure food legislation, refers to the work of the National Wholesale Grocers' Association in part in the following language:

"The National Wholesale Grocers' Association is working quietly and industriously to smooth out all this legislation so far as such a thing can be accomplished by suggestion and counsel; and so all of the separate laws will be commercially practicable. There has been nothing flashy nor in the manner of grandstand endeavor in the carrying forward of this work.

"The wholesale grocers, through their National organization and their state bodies, have, as a matter of fact, worked in hearty sympathy and almost perfect accord with the Department of Agriculture since the passage of the pure food law. The National Wholesale Grocers' Association has led in the task of revising over forty thousand labels, taking up

each food label separately with its own experts and then with the experts of the Government, and to-day they are able to proclaim that every food article that is legitimately distributed is honestly branded.

"The truth of the matter is that the National Wholesale Grocers' Association championed the food law since it became a possibility as a law. The Association urged its passage and rendered to Doctor Wiley all the assistance in its power at the time he was fighting for a drastic statute to compel the honest manufacture and distribution of food products.

"The National Wholesale Grocers' Association is carrying the work ahead vigorously and expects within a few years to secure the passage of harmonious laws throughout the country."

I have repeated these paragraphs because they set forth from an able and impartial source very clearly the kind of work that the National Wholesale Grocers' Association is doing and pay the Association the kind of tribute it tries to deserve at the hands of the public.

In further explanation of the attitude of the wholesale grocers toward the work that this convention has in hand I will quote from the second article of the constitution of the Wholesale Grocers' Association, which reads as follows:

"To assist in the enactment and enforcement of pure food laws, which in their operation shall deal justly and equitably with the rights of the consumer, retailer, jobber and manufacturer."

Now, as this subject has been fully discussed by able and thoroughly in-

Woolden & Co.

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GRAND RAPIDS, MICH.

TELEPHONE NO. 5095



formed speakers I will not trespass upon your time with a further presentation of this matter, as the resolutions and quotations I have recited fully set forth the views of the members of the National Wholesale Grocers' Association.

In this connection it may not be out of place to remark that inasmuch as the work of state food commissioners requires highly specialized knowledge, inflexible decision of purpose and unimpeachable integrity, such appointments by state executives should always be on the basis of fitness irrespective of all political considerations. The work of the food commissioner sustains a most intimate relation to the health and well-being of all the people of all political affiliations and is, therefore, a trust too sacred to be in any measure hampered or influenced by considerations of political expediency.

In this connection I also want to say that considerations of fair play clearly require that state food laws be impartially enforced, irrespective of the place of residence of the manufacturer or jobber who operates under them. By this I mean to say that a dealer who happens to do business in a state in which his establishment is not located should not be penalized under the laws of that state on account of an act under which a dealer with a "political pull," residing within the state, goes scot-free. An offense against a law is as much an offense on the part of a dealer residing within the state as it is against one residing outside of the state. The complaints that have arisen from time to time on this score emphasize the importance of having uniform pure food laws in all the states, together with the impartial enforcement of same, irrespective of the place of residence of the offender.

Inasmuch as the work of a great number of those whom I am addressing is in many respects similar to that of the wholesale grocers, it may be of interest to you to know something of what the National Wholesale Grocers' Association has learned by experience and how in some particulars we conduct the affairs of our Association.

In familiarizing you with our views and methods I can not do better than to repeat to you some things I said in my annual address to the members of our Association at Detroit in June.

In discussing our relations with manufacturers, transportation companies and producers I stated:

"Trade is a matter of fact and not of sentiment. Conditions of supply and demand, war and peace, flood and drought and hundreds of other things are influencing factors over which no set of manufacturers nor distributors have control, but all of which must be considered in arriving at equitable conclusions. These considerations all show how out of place are ignorance and prejudice and how all-important are information and fair-mindedness.

"We naturally push most cheerfully and energetically the sale of the product of those concerns which show the most favorable attitude to-

wards us—this is correct merchandising.

"We naturally and properly feel more kindly towards those manufacturers who distribute their product through the jobber than we do towards those who sell to both jobber and retailer. We contend that the attitude of the latter is uncommercial, illogical and unfair to both jobber and the rank and file of the retail trade. Why should we feel favorably disposed towards those manufacturers who sell direct to the large retailers and then expect us to carry their product in stock to supply those retailers with whose accounts, for any reason whatsoever, such manufacturers do not want to be encumbered.

"We also rightly and enthusiastically favor most those manufacturers who try hardest to enable us to make profits on their goods. In this connection it is both gratifying and encouraging to call attention to the fact that of late there are conspicuous examples of manufacturers making extraordinary efforts to aid jobbers in making better profits on staple commodities that too often are sold by wholesalers at a little or no profit.

"We should give and are giving emphatic endorsement to the efforts of these manufacturers by increased volume of sales when possible on their product, not only because of the more satisfactory profits available but also to encourage other manufacturers to do the same thing and to secure a continuance of such welcome service at the hands of those manufacturers who are extending it."

Now, in confirming my remark at the outset that effective organization is essential to success in any great industry, I want to congratulate you on the splendid organization here represented. There are many collateral matters of fundamental importance, not, perhaps, directly concerned with your calling, and yet which have a far-reaching influence upon the general welfare of the country, to which attention should be given, and which, through your organization, you can do great service in helping to dispose of in a way that will not only be in your own interest but in the interest of the country at large.

Among these I may state that a matter which I am sure merits our individual and collective influence is well directed agitation with the object of securing some modifications of the Sherman anti-trust law which will, at least, make its meaning intelligible to somebody; some modifications that will enable us to continue in business and know definitely that we are law-respecting and law-observing citizens. This law, as now generally construed, is the guardian angel of unrestricted competition in its acutest form. Unrestricted competition in its acutest form means among nations war and among individuals bankruptcy.

If I read the signs of the times rightly co-operation is taking the place of cut-throat competition as a business slogan. The time has come for cut-throat competition to be rele-

gated to the museum of commercial monstrosities to keep company with "prison for debt" and "chattel slavery."

The Nation needs many things that it can get only when we obtain a common sense modification of this law. We had a test in 1906 and 1907 of the discomforts of inadequate transportation facilities. Our citizens in some sections froze because of the inability of the railroads to haul fuel to them. Business paralysis was brought about in large sections of the country because of the lack of facilities on the part of the railroads to haul out the agricultural products and to haul in commodities to make merchandising possible. We have been warned by the brightest transportation men of the Nation that our principal trunk lines must be double-tracked, and by one eminent railroad man that five billions of dollars must be spent on our railroads within five years to make them equal to the burdens that will be imposed upon them. About two years have passed since these warnings were sounded, but little or none of this imperatively necessary work has been done or even commenced. People have been afraid to put their money into railroad enterprises because of this hydra-headed law and the dismay it has spread among investors.

Prosperity is now returning; business is increasing and before long the marts of trade will throb with industry. But if our transportation facilities were inadequate in 1906 and 1907, what may we expect under the ava-

lanche of trade activity that is even now heralded by the signs of the times?

These are cold-blooded facts which are staring us in the face right now and no set of men are more interested in the solution of the problems involved in this state of affairs than we are. These are some of the reasons why I think that attention should be given towards securing a modification of the law that seems to frown so ominously on the means of our future comfort and prosperity. I tell you that population and trade necessity are not governed by considerations of political expediency.

In conclusion, I want to say that it is a great privilege to have the opportunity of getting the benefit of your experience, the aid of your counsel and the benefit of your enthusiasm, and I want to thank you most sincerely, both on my own account and on behalf of the National Wholesale Grocers' Association, which I have the honor to represent, for the cordial reception you have given me and the flattering attention you have paid to my remarks.

#### A Perfect Stranger.

Uncle Nehemiah, the proprietor of a ramshackle little hotel in Mobile, was aghast at finding a newly arrived guest with his arm around his daughter's waist. "Mandy, tell that niggah to take his arm 'way from 'roun' youah wais'," he indignantly commanded.

"Tell him yo'self," said Amanda. "He's a puffet strangah to me."

## Interest in Irrigation

During the past week the Annual Convention of the National Irrigation Congress has been held at Spokane, Washington, attended by many hundreds of men from all sections of the United States, and even from foreign countries, all of whom are intensely interested in Irrigation and the wonderful results it is accomplishing.

For the last several months almost every leading magazine has contained articles telling of the development and growth of the West and Northwest because of Irrigation—such publications as *The World's Work*, *Review of Reviews*, *Collier's* and *Harper's Weeklies* in recent issues have devoted a number of pages with illustrations to this subject.

Certain of the leading Metropolitan Dailies have not only sent some of their able correspondents into the Irrigated Districts to write special articles upon the progress of Government and Private Projects, but have had editorial comments on the economic value of this great work.

In Chicago next fall a great Irrigation Exposition is to be held for two weeks, which will permit of exhibits showing in wonderful display the products and progress of this Western Empire and will afford opportunity for the people of the Central and Eastern States to study at close hand the accomplishments of Irrigation.

All of which shows that the fact that the wealth of this country is being amazingly added to by Irrigation financed by the Government and Private Capital is widely recognized.

Upon certain of the Private Projects exceptionally secure bonds are issued—Prior Tax Liens on valuable land-bonds that pay an attractive rate and are being bought by Banks, Insurance Companies and conservative Individual Investors.

We unreservedly recommend and sell certain issues of such bonds. Detailed data on application.

**Child, Hulswit & Company**  
Bankers

**High Grade Irrigation Bonds**  
Ottawa Street Entrance  
Michigan Trust Building



### MORE ETHICS NEEDED.

#### Social Obligations Now a Factor in Business.

"Yes," admits the average business man under pressure of occasion, "that fellow Jimson is a good deal of a nuisance, but as long as he makes good in his job he is all right."

Not long ago an eminent educator and sociologist sent broadcast to the world the challenge that "there are no ethics in business." In a public address spread everywhere through the press he denounced business for its lack of the ethical, going so far as to suggest that in entering modern, competitive business the man of ideals must prepare to sacrifice them for success.

Business did not challenge the broad assertion. To all appearances it has gone on in silence, pursuing its old methods calmly and calculatingly. A question worth while, however, is: How much broader, better and more effective business might be if it took a little more note of the ethical?

Within the last fifteen or twenty years businesses have built up to an individual magnitude scarcely dreamed of a quarter of a century ago. The result is that virtually under one roof employees of a single business have been gathered in numbers sufficient to people a small city. To do no more than collect and dismiss these thousands of employees twice a day brings into such a business a large social obligation. To keep them at work year after year in the mutual relation of employees responsible to an employing firm, becomes a problem.

"Organization" is that comparatively new word designating ways and means to this end. An "organizer," in the best sense, is that head of an establishment who chooses other men to do his work as well or better than he himself could do it. Through organized heads of the establishment the army of the employees is kept on the firing line, officered and directed according to the best judgment of department heads, foremen, superintendents and inspectors.

But in much of this directing work there is a disposition on the part of the responsible head to take note only of material things. He may be a general manager of an establishment with 5,000 employees on the pay rolls. He will admit that to turn these 5,000 employees back home into a town, housing them for fifteen hours of the twenty-four-hour working day, ordinary social ethics would be indispensable. But on occasion he himself is most likely to say in business hours:

"Yes, that fellow Jimson is a good deal of a nuisance, but as long as he keeps up with his work, it's all right"

But is it all right? And if not right, how much wrong is it to keep Jimson on the pay rolls? For in spite of all the selfish, material points of view of a general manager, his establishment's personnel has its working, social side, and the larger the establishment the more influence for harm this man Jimson may assert. Making good

in his material, working side only doesn't Jimson owe something to this social, community side of his everyday life? And owing that duty and not discharging it, can the house afford Jimson's services?

Jimson, keeping up with his own material work, may be crippling the services of ten, twenty, fifty or 500 other employees. That mere fact that an employing house keeps such a man as Jimson may be discouraging to hundreds of employees who never come in touch with Jimson in a business way. To these hundreds Jimson is an offense merely in his personality. Offending, too, it is a difficult proposition to determine the material effects of such offense. It may result in irritations here; it may develop disloyalty there.

While this may be taken as a slightly exaggerated example, it still remains that business profitably might take more cognizance of the personal side of the employees in their necessary social relations. More than half the friction which develops in the ranks of employees has its rise in the personal relations of employees. For some wholly unaccountable reason, perhaps, Jones simply "doesn't like" Smith, and the feeling rapidly becomes mutual. It is too much to expect of human nature that this originally personal dislike shall not become effective in their business relations before it is done.

In my experience of managers of men on a large scale the veteran of calculating business fails to give that attention to the social side of his organization which that side of his business well deserves. If there shall be a flareup in the organization some time, this hard headed manager is disposed to feel that it is all over with when mutual recriminations have been exchanged and the war of words is done.

But in any such event somebody, at the least, has been in the wrong; maybe both of the principals and not improbably an unsuspected third party who is safely under cover, sneaking. In all probability the mixup has settled nothing and the individual feeling that he was in the unquestionable right scarcely can escape soreness that some superior in the establishment has not thought enough of him and his cause to investigate.

"Let 'em fight it out," too often is the manager's philosophy, while the chances are that a hundred circumstances enter to make it impossible that there can be a fair fight.

Only a few months ago the head of a vast business told me of a circumstance rising within his organization in his absence. One department head had sought to ride over another and there had been a scene. When it was brought to the attention of the head of the business he decided that it was something to be settled between the two men. His whole personal sympathy was with the man who had resented the intrusion of the other.

"But it didn't work out," admitted this veteran business man. "I had hoped that Blank might tackle the fellow and go to the floor with him, but in-

stead he sat at his own desk and took all the abuse that the other fellow wanted to heap on him."

"With what result?" I suggested. "Probably that Blank is figuring that you hadn't sense of justice enough to step in and back him up?"

"I'm afraid so," admitted the head of the house; "only if Blank stays with us long enough he'll see a tin can tied to the other fellow."

There is the point of the argument. In his own mind the head of the house had decided within a week of the incident that the man in the wrong would have to go. But the wronged man had not the slightest knowledge of the decision and was suffering in silent ignorance of the fact that he had even his employer's personal sympathy. Was he not less loyal and efficient because of that ignorance? Also the man in the wrong did not know; for such time as he might remain in his position was he not doubly an undesirable employee? Unethical enough to have intruded offensively, would he not be tempted to still further offenses?

Once upon a time when one man offended another socially, society recognized the offended one's right to call the other out on the "field of honor." Personal affronts are none the less detestable because of the abolition of the code. To ignore them often is to invite their repetition. No organizer can afford to lose sight of the fact.

John A. Howland.

#### Up To Silas.

They had been a-courtin' for only four years, come September, when Silas spoke as follows: "I think you oughter give me jest one kiss, Sary; you know, it's far better to give than to receive!"

"You don't say?" said Sary, coyly; "then it seems to me some folks oughter practice what they preach!"

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Jennings Flavoring Extract Co.  
Grand Rapids, Michigan

Established 1872





## CONVICT CAMPS.

## How State Prisoners Are Handled in Florida.

Written for the Tradesman.

The State of Florida lets out her prisoners to contractors. They are employed in the phosphate mines, the turpentine woods and in saw-mills. There is nothing to hinder their being employed in other industries only they have been found most profitable and available in these. County convicts sometimes work on the roads, but not the State criminals.

Under the Florida system the labor leases are made for a term of

labor through the whole term of the lease. If the escape is due to any negligence on his part the employer is liable to heavy fine or imprisonment.

The camp we visited is located near Largo, Florida, M. W. Ulmer being the operator. He employs Captain Hill to command the guards, superintend the work and govern the convicts. The regulations require a guard for every five men while at work in the turpentine woods, but at this camp, for additional safety, a guard is placed with every four men. Guards are paid about \$30 per month and board. Captain Ulmer counts

ly at the hospitals at Quincy and Ocala.

To these hospitals convicts who become sick or incapacitated while working at the camps are sent. These infirmaries, which, of course, are under prison regulations, are the only prisons that the State of Florida has to maintain for her criminals of mature years. In the law all convicts are regarded as "in the State Prison;" but, in fact, the able-bodied male prisoners are scattered over the State in between thirty and forty convict camps.

The most desperate cases are sent to the phosphate mines, where such can be managed more easily than in the turpentine woods. Convicts in Florida do not ordinarily wear ball and chain nor shackles of any kind. Contractors are not allowed to use such means of restraint unless it is very necessary, as, for instance, in the case of a convict who has tried to escape or one who is extremely unruly.

In portioning the convicts among the contractors each contractor chooses in turn, taking each time the one he considers the best. It has been that every contractor must take his proportion of the "sorries;" that is, those who are feeble, decrepit or otherwise unfit for any hard labor. Such, even when able to do some work, are unprofitable and they are, of course, specially likely to have to be sent to the hospital, and there the contractor must pay the expense of maintaining them. I understand that in the new leases that will begin next year this matter of "sorries" will be changed and contractors will not be

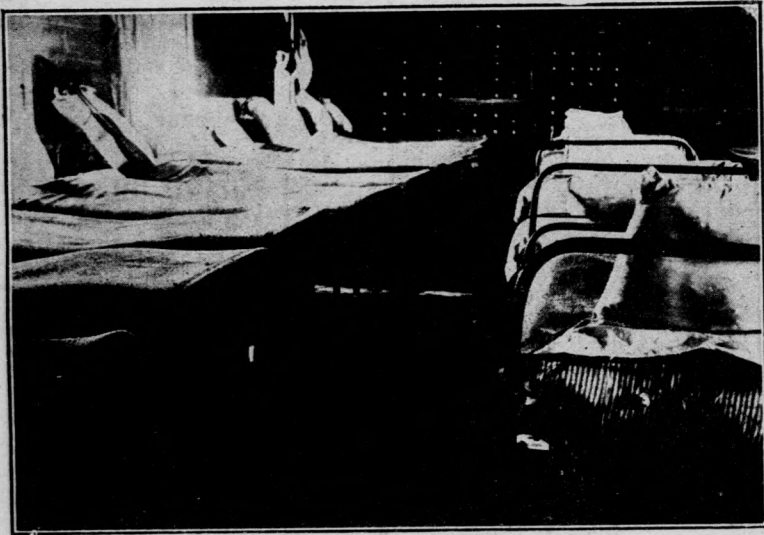
which stretches away on both sides of the railroad, on a lease. He himself owns large areas of pine land, but owing to the present low prices of turpentine he prefers not to work on his own trees; he is saving those until prices advance. Having his convict labor he has to "keep going," and so last January he leased this tract for a year. As this was formerly a free labor camp there were no quarters for prisoners and he had to erect this stockade.

Under these circumstances he could not well afford to fix things up very elaborately, and he apologized somewhat for the stockade, saying that if it were on his own property, where he would carry on the work for a longer period of time, he should have a better building, but we could not see but that the quarters for the convicts would compare very favorably with the ordinary Michigan lumber camp or with the homes with which many free laborers in Florida provide themselves.

The building inside the stockade was divided into a diningroom, two sleeping apartments and a small room for the guard.

Each man has his own bed. The color line is maintained carefully in a convict camp, as everywhere else in the South. The negroes sleep in one room, the white men in another. There are separate dining tables for the two races. There is a law in Florida forbidding the fastening together of a white prisoner and a colored one by chains, handcuffs or in any other way.

The dining table is covered with galvanized iron, which has worn



View in the colored sleeping room

four years. The State receives bids from different persons for the labor of all her convicts, the contract being awarded to the highest bidder provided he is a man of proper character and responsibility.

Early this year the bids were made for the term which will begin January 1, 1910. The contract was given to a man who bid \$282.60 a year per head. He takes the convicts right off the hands of the State, fixes his price and sublets to responsible contractors. It costs him about \$25 apiece yearly to handle the criminals, for he must pay the salaries of his office force and meet other incidental expenses. He manages so as not to have any considerable number of the convicts actually in his possession for any length of time, else his expenses would be increased greatly.

He, of course, figures on making a profit, so doubtless he will charge at least \$325 yearly per convict for the coming lease. This is about the amount which is being paid under the present lease, which will expire the last of this year.

Convict labor at this price can not be called cheap labor. The employing contractor must pay not only the \$325 per year for each laborer, but he must also furnish board, lodging, clothing, shoes, doctor and medicines, transportation expenses and must hire guards to watch the prisoners day and night.

If a prisoner gets away the employer must go right on paying for his

every day of convict labor as costing him nearly, or quite, \$2.

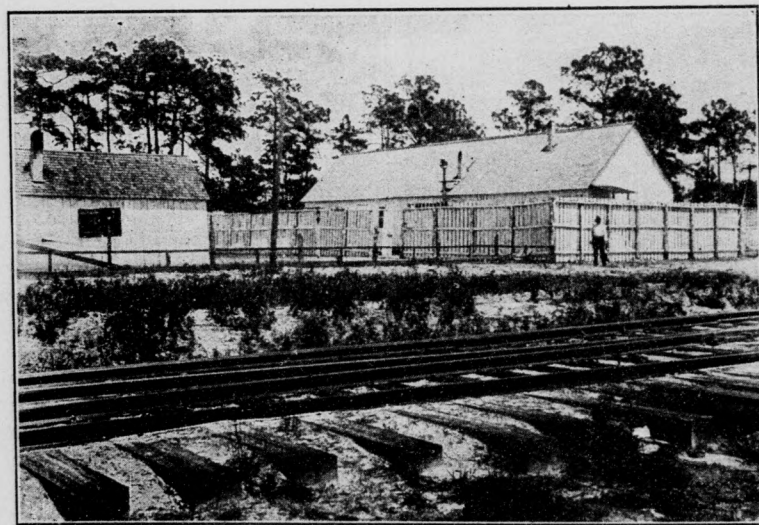
Free unskilled labor in that section commands \$1.50 per day and the workers board themselves. Free laborers in the turpentine woods, working by the piece, make from \$1.50 to \$2 a day. The work is like cutting stove wood in Michigan, a job that no one really likes. Free white men simply won't do it. Very few whites work in the turpentine woods except as superintendents, overseers and guards.

Free colored labor, while much employed in this work, is not entirely dependable. An operator may suppose at night that he has a full working crew and in the morning perhaps not more than a quarter of the number will show up; so delay and loss are inevitable.

There is no financial advantage in employing the convict labor; in fact, the odds are a little against it, but the gentlemen in the striped costumes have this to recommend them—they are right there when wanted.

In the Ulmer camp there are thirty-five convicts, five white and thirty colored, all men. About 70 per cent. of all the convicts in the State are colored men, 25 per cent. white men and 5 per cent. colored women. Last spring there were said to be only three white women convicts in the whole State of Florida.

Colored women sometimes have been leased to the contractors, who usually had them cook, wash and do the household work around the camps; but now the women are most-



The Stockade—kitchen at the left

expected to take any but able-bodied convicts.

Captain Ulmer's camp is located on the Atlantic Coast Line Railway, the stockade where the prisoners are housed being only a few rods from the track. This stockade consists of a wooden building surrounded by a yard which is enclosed by a plank fence 10 feet high. On Sundays, when the prisoners are in, one guard sits on the top of one corner of this fence and another on the diagonal corner. The two can survey the whole premises.

Captain Ulmer, the operator, is working this tract of pine timber,

smooth. Oil cloth can not be used, for the prisoners will tear it up. They are very destructive of bedding, mattresses and anything else about the stockade that can suffer demolition.

On the walls of the diningroom canvas charts were tacked up, on which were printed in large type the Beatitudes, the Ten Commandments and the Apostles' Creed. There were also five private lockers. The convicts desiring to do so are allowed to provide themselves with these places in which to keep their "things," the little possessions and keepsakes precious to every person, bond or free.

The "Rules and Regulations in Re-



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stay in your office and fret or go out and hustle these hot days---you can go on your vacation and enjoy yourself with your family if you handle



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ward to the Care and Maintenance of State Convicts by Contractors," also printed on canvas, are posted up conspicuously in the room. These can not be given here in detail; it is enough to say that while the contractor is given very full authority over the prisoners he leases, and is allowed to punish them if necessary to enforce obedience, he is forbidden to treat them with cruelty or inhumanity; punishments must be for cause and must all be reported; he must provide them with wholesome food, well cooked and sufficient in quantity, the amount of supplies furnished being also subject to report; he must furnish comfortable quarters and clothing, and in various other respects the rights of the prisoners are carefully safeguarded.

All the convicts in the State are under the general charge of the Commissioner of Agriculture, who is aided by the Board of Commissioners of Public Institutions. There are also inspectors, one of whom must visit every convict camp in the State at least once a month. When the inspector makes his visit he is required to take the convicts into a room by themselves and question them and listen to any complaints they may have to make regarding their fare or their treatment. If the inspectors do their duty there is little chance for the contractors to abuse the prisoners under their charge.

An important article of furniture in the stockade building is a fine modern bath tub with plumbing. All the convicts are required to bathe and put on clean clothes once a week.

The prisoners do no work on Sundays. The State provides a preaching service for their benefit once every four weeks, employing usually some minister living in the vicinity of the camp and paying him \$50 a year. In this camp which we visited service is held more frequently, since any clergymen who volunteer to do so are made welcome to come in and preach.

On Sunday the "library" is also opened. This is a case containing a tiny collection of books, the property of the State of Florida. There are bibles, testaments, hymn books and a little pile of periodicals, all showing signs of use. There is also a row of books doubtless selected by some well-intentioned and pious person with a view to uplifting the criminals. These

are in uniform bindings and I noted among the titles "The Ulster Revival," "Africaner," "Memoirs of Dr. Rodgers," etc. These looked good as new, for even a convict will not waste his time on books that fail utterly to entertain.

If kindhearted readers of the Tradesman who care to do so will mail to Captain Hill, in care of Captain M. W. Ulmer, Largo, Florida, a copy or two of some bright and interesting newspaper or magazine, not too profound in character, he will distribute them to the convicts, who, I am sure, would appreciate them. All of the convicts at this camp except one or two can read.

The cooking is done in a detached building, and here a prisoner not strong enough for the work in the woods, a Cuban, by the way, was preparing supper. The pans of corn bread which he had taken from the oven would do credit to any cook, and when he opened the great pot of beans on the stove for our inspection the odor was especially appetizing. The food was all good and wholesome and liberal in amount.

At every meal each man has four pieces of corn bread and six biscuits. They also have sweet potatoes all the time. For meat they have beef, fresh pork and "white bacon," which is dry salt pork. Other items of fare are beans, cabbage, turnips, Irish potatoes, canned tomatoes, cane syrup and plenty of oranges. The camp is not far from the Gulf, so fish in abundance can be obtained easily, and as an oyster bar is near oyster stews are frequently seen on the convict tables. They aim to have such extras on the menu for Saturday and Sunday.

In another detached building is the commissary store. Here are kept clothing, shoes, groceries and other supplies for the convicts. Fresh vegetables were brought in and unloaded while we were there.

In arranging the work Captain Hill makes a practice of assigning to each gang of men a certain "stent" to be completed in a week. By a little effort they can usually finish their tasks so as to have a part of Saturday for a holiday.

Captain Hill has given much thought and study to the subject of handling convicts. He is a Southerner, has all his life been accustomed

to dealing with negroes and understands what motives to appeal to. He believes in stimulating convicts to good behavior so that they may secure shortening of sentences and pardon where pardon is possible. While a man of kindly nature, he does not lack the nerve and decision to use stern measures in an emergency, and this is necessary, for at any time the monotony of camp life may be broken by a case of out-and-out rebellion or the attempted escape of a convict. He even may have to make instant use of the little revolver that is always carried in his hip pocket.

He told us of one prisoner, a very big, strong, "doublejointed" negro, who refused to come in at night and who was about to strike him with a pine knot. He was obliged to shoot this mutineer in the arms to bring him to terms. Such cases as this are very unusual in his experience and ordinarily his main trouble is to keep the convicts from fighting among themselves, to which they are greatly addicted.

A convict camp is not without its diversions and humors. In the evening the prisoners while away the time with music. There were three guitars in the stockade building and several mouth organs. Every newcomer is required by the convicts to pay into a common fund 25 cents. Failing to do this—and most are financially unable to meet the levy—he is put through an initiation, which is a mild form of hazing.

Most of the convicts have nicknames. One negro with a leg that in former years was crippled by his being shot and broken by a log rolling on it, and whose powers of "navigation" are further diminished by a soreness or lameness in his feet, by a fine irony is called "Steamboat."

This same "Steamboat" has quite a history. He is serving a long sentence for implication in a "killin' scrape," but he told us he has hopes of a pardon, and if he should get free he plans to attach himself to some white person and do cooking, gardening and other light work.

It is not within the scope and purpose of this article to pass judgment on the convict system of Florida. Any attempt to do so, either against it or in its favor, without very thorough and far-reaching investigation and comparison, would be unfair and ridiculous.

It is claimed for the open air system that under it the death rate of convicts is much lower than where they are confined indoors. There are also other strong points in its favor.

It was not so much the fact that no abuses were apparent at Captain Ulmer's camp that led us to think favorably of the treatment of the convicts there as the many little things that gave evidence of a human sympathy with the prisoners—things so natural and homely that they could not have been posed for the occasion nor trumped up because company was expected.

Quillo.

#### An Unprofitable Business.

A New York man who has been endeavoring with much industry to earn a living by the practice of burglary has informed the police, who now have him in charge, that there is no profit in the occupation.

"In all the time that I have been in this business," he said, "I never have made more than my room rent and enough to buy food and clothes. Frequently I have gone hungry."

This testimony receives support from the journal of a Pennsylvania burglar, who was systematic enough to keep a record of his operations, noting the places entered and the amounts taken from each. He also was industrious, his diary showing that he had burglarized 109 residences, but his total receipts were only \$403. His most successful venture netted \$43. In view of these facts it might be well for the Census Department to pay some attention to this profession and issue a bulletin on it. There is no argument like the argument that a thing does not pay, and a reliable report submitted by men in whom aspiring burglars would have confidence would be a valuable aid to any police department.

Further, in this connection it may be noted that Pat Sheedy, whose qualifications to speak on the subject of gambling will not be questioned, is credited with the statement that this form of business endeavor never pays in the long run. If morals can receive the support of economics a great deal may be accomplished.

The more mean men talk about religion the less religion will mean to men.

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JUDSON GROCER CO., Distributors, Grand Rapids, Mich.



## WRONG WORK FOR CHILDREN.

## Serious Mistakes Made By Too Many Parents.

Emerson, speaking of the narrow selfishness in a father which leads him to wish a reproduction of himself in his son, says: "You are trying to make that boy another you; one is enough."

Handel, the famous composer, whose father was a physician, was intended for the profession of the law, and the father did all he could to discourage the boy's fondness for music, but he got an old spinet and practiced on it secretly in a hay loft; he produced an opera before he was 15.

Bach used to copy whole books of music by moonlight when his parents meanly denied him a candle to discourage him in his musical ambitions.

Arkwright was bred to the trade of a barber, but when about 35 years of age he gave himself up exclusively to the subject of inventions for spinning cotton, and in his cunning devices blessed humanity and did the drudgery of England's poor.

Michael Angelo, whose parents punished him for covering the walls with sketches, declaring he was no son of theirs should he become an artist, spent whole nights copying drawings he dared not bring home, and the artistic fire burning in his breast would not let him rest until he had immortalized himself in the architecture of St. Peter's in Rome, in the marble of his Moses in the Vatican gallery, and on the walls of the Sistine chapel.

Painting was not in accord with the belief of Benjamin West's Quaker parents, so they hid the boy's brushes, but he made his own brushes by pulling the hair out of the old family cat.

Joshua Reynolds' father wrote on one of his boy's pictures the rebuke: "Done by Joshua out of pure idleness." This "idle" boy became one of the founders of the Royal Academy.

Turner, the great landscape painter, was apprenticed to a pastry cook, and Guido, the famous painter of Aurora, was sent to a music school.

Galileo, inventor of both the microscope and telescope, was set apart by his parents for a physician, but when compelled to study anatomy he would hide his Euclid and stealthily work out abstruse problems.

When Isaac Watts' father caught the boy making rhymes, he applied the lash and young Isaac cried:

"O, my father, do some pity take,

And another rhyme I'll never make."

This provoked the father still more, and he applied the whip with more severity, and young Watts again cried out:

"O, my father, do spare my back from pain,

And I shall never make a rhyme again."

Not succeeding in beating the poetry out of the boy, he sent him to an academy with the request to the principal that she should flog him for making rhymes. At the chapel exercises one morning young Isaac looked up, and saw a rat com-

ing down the rope. The boy laughed so loudly that the teacher cut short his prayer, and, demanding an explanation, the boy said:

"Well, teacher, as there were no stairs,

The rat came down the rope to say his prayers."

Instead of punishing him the teacher encouraged the boy's rhyme making and to this day his hymns are sung the world around.

The father of John Adams was determined to make a shoemaker out of his boy, and one day he gave him a pair of uppers to cut out. John followed the pattern exactly, three cornered hole and all, by which it had hung on the wall—a failure as a shoemaker, but he became George Washington's successor as President of the United States.

Daniel Webster's father meant him for a farmer. Taking him out in the hay field, Daniel just tinkered with his scythe—it hung too far out, it hung too far in, and no matter how the father fixed the scythe, it did not hang to suit Daniel, until in despair the father cried: "Daniel, get out of this field and hang the scythe to suit yourself." Daniel hung it on a tree, with the remark: "There it hangs to suit me."

A. T. Stewart's parents were determined he should become a preacher; he was pitchforked through a course of Latin and Greek and narrowly escaped being sent to a theological "cemetery." He came to New York, taught school, loaned a friend in business a little money; the friend was being pushed to the wall and came to Stewart in despair lest he should lose his friend's money. Stewart came into the store, temporarily he thought, but at once he found the bent of his genius, everything turned to gold, and he became America's merchant prince.

E. P. Whipple has well said: "There is hardly a poet, artist, philosopher, or man of science in the history of the human intellect whose genius was not opposed by parents, guardians, or teachers. In these cases nature seems to have triumphed by direct interposition; to have insisted on her darlings having their rights, and encouraged disobedience, secrecy, falsehood, even flight from home, and occasional vagabondism rather than the world should see what it cost her so much pain to produce."

Let your children fill the groove nature intended them to fill. Shakespeare says:

"To business that we love, we rise betimes

And go to it with delight."

No man can struggle victoriously against his nature, and one of the first lessons of life your son should learn and put into practice is to fill the groove nature intended him for.

No man will ever do his best until he finds his proper niche. Many an ambitious parent forces a boy to become a preacher, doctor, or lawyer when measuring dry goods would have been the fittest thing for him to do, while, on the contrary, we find parents in their "penny wisdom and

pound folly" taking boys out of school at 14 to sell dry goods whose skill in hair splitting, whose adroitness at parry and thrust, and whose fertility of resource in every exigency show that nature designed them for the pulpit or the bar.

Parents might as well try to turn back the waters of the Niagara as to decide what profession or business their sons should adopt. God gives to every man a particular work he can do and in the performance of which he can be happy, but the place which a man can fill with satisfaction to himself and others is that for which nature designed him.

Look at that locomotive on yonder track—it is strong on, weak off. Get on the right track. You will know you are on the right track by the way things run.

Madison C. Peters.

## Scotch Thrift.

A Scotchman and his wife were coming from Leith to London by boat. When off the Yorkshire coast a great storm arose and the vessel had several narrow escapes from foundering.

"Oh, Sandy," moaned his wife, "I'm na afeard o' deein', but I dinna care to dee at sea."

"Dinn think o' deein' yet," answered Sandy, "but when ye do, ye'd better be drowned at sea than anywhere else."

"An' why, Sandy?" asked his wife. "Why?" exclaimed Sandy. "Because ye wudna cost sae muckle to bury."

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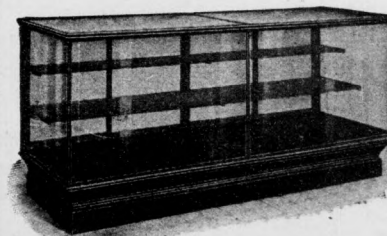
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has proved popular. Its quarterly cash dividends of two per cent. have been paid for about a dozen years. Investigate the proposition.



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We make fixtures that wear—that are attractive—that possess individuality and are reasonable in price. We claim, moreover, the same high grade of cabinet making and finish that have given Grand Rapids its world-wide reputation.

GRAND RAPIDS SHOW CASE CO.

Grand Rapids, Mich.



LONDON MERCERS

And Other Ancient Retailers and Their Problems.

Written for the Tradesman.

In the year A. D. 862 the Russian city of Novgorod was made the capital of that monarchy and in the fifteenth century it was the most important city in Northern Europe. To-day, with a population of about 250,000, it is almost wholly dependent extraordinarily for its trade upon St. Petersburg and Archangelsk.

And yet the most famous among the annual fairs held in any city of the world is that at Novgorod. It begins on the 15th of July each year and continues until about the 10th of September, and is an institution that has been in existence for centuries. The sales at this fair are reported to have reached in one year the enormous sum of about \$112,000,000, and goods to the value of over \$90,000,000 were sold during the fair of 1889. Since then there has been a steady decline in the annual totals, so that in 1897 less than \$60,000,000 worth of goods were sold.

These facts are of interest in their bearing upon the development of Merchant Guilds. Because of its location at the headwaters of the River Volga, flowing south to the Caspian Sea, and of the Volkhov River, flowing north to Lake Ladoza and so to the Gulf of Finland and the Baltic, the city of Novgorod was convenient as a meeting place for the merchants from the Far East, who traveled by caravans to the Caspian and thence by boats largely to the north, and the merchants from Western and Southern Europe, who traveled in ships and by wagons chiefly.

As though by international assent Novgorod became the chief mercantile exchange of the European and Asiatic people and so the merchants of that city were forced to formulate, promulgate and enforce many laws of trade for their own protection. For example, they were banded together and sworn "for the protection of right and the preservation of liberty, property and trade against the violence of neighboring nobles, the arbitrary aggressions of the bishops or the bold onsets of robbers and the onslaughts of surrounding and often barbarian inhabitants." Their rules regulated weights and measures, rentals and classifications as to qualities of merchandise. Illustrating their method, it is stated that the merchants of Novgorod, having several times received defective pieces of cloth from the various European industrial centers, determined that no cloth but that from the Cloth Hall at Bruges, Belgium, should be received at Novgorod for transshipment to the markets of the Far East.

This was in the days when methods of communication and transportation were primitive and few; when annual pilgrimages for the purposes of exchange, buying and selling were more common than were more frequent journeys on such accounts; when dangers en route from arbitrary levies of taxes or the more frank episodes with bandits were expected and

met with diplomacy or sanguinary conflicts as seemed best; when each community was necessarily a law unto itself.

It was conditions such as these, coupled with a somewhat widespread knowledge of the operation and value of the earlier and purely religious organizations, that inaugurated the formation of Merchant Guilds and the most enthusiastic, persistent and successful results in this direction were earliest obtained in England in the eleventh century.

Early in this century a guild was founded and richly endowed by Orcy, a friend of Canute the Great at Abbotbury, "in honor of God and St. Peter"—purely a religious association.

The Merchant Guild movement spread all over the continent when the movement in England had gained good headway and was proving of value, and in both England and the continental cities sharp lines of distinction were drawn between tradesmen and artisans in admitting to membership. No one with "dirty hands" or with "blue nails" or who "hawked his wares in the street" could become a member of any guild in Denmark, Germany or Belgium.

The brewers of Hamburg in the twenty-first century were the principal corn merchants and were guild members, but the bakers, who also bought corn, were not admitted to guild membership and no butcher dealing in wool and hides could be received in a guild unless he foreswore his ax and cleaver.

Present day use of the title "mercator" is extremely limited and usually incorrect. The original mercator was not a vender of silks but one who offered and sold small wares at retail by little balance or small scales (in contradistinction to things "sold by the beam" or "en gros") and included toys, haberdashery, various other articles of dress, spices and drugs; in short, those articles which at present constitute the stock of a general store; everything except precious stones and metals.

Later on the silk trade formed the main feature of the mercator's business, which in the time of Henry VI. was specified as "being carried on by silk women and throwsters of London," who in petitioning for protection prayed that "the Lombards (Italians) and other strangers might be hindered from importing wrought silk into the realm contrary to custom and to the ruin of the mystery of silkmaking and other virtuous female occupations."

The exact date of the organization of the Mercers' Guild of London is not known except that it is known that Richard Whittington (the "Dick" in the children's cat story) was repeatedly Master and Warden of that Guild and was Lord Mayor of London in 1397, 1406 and 1419.

He who was afterward and thrice Lord Mayor was born about 1350, son of Sir William de Whityngdon, Lord of the Manor of Pauntley, yet in spite of his noble birth he was as a youth obliged to seek his living, and walking to London was apprenticed to

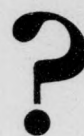
a merchant. He became wealthy and carried on business as a mercator, loaned money to Henry IV. and Henry V., bought wedding trousseaus (invoices of which are still in existence) for the Princesses Blanche and Philippa, was a public spirited citizen and notable philanthropist and was classed by Rev. Samuel Lysons, author, as the "Model Merchant of the Middle Ages."

The first known hall of the Mercers' Guild of London was in the chapel of the Church of St. Thomas of Acon in 1502. About 1519 the Guild built a new hall near Cheapside to the south of the church, where they remained until, in 1541, they bought the church, the rectory and its legal hereditament, known as "advowson," of St. Mary, Colechurch, contracting to maintain a free grammar school in London perpetually. Here a new hall was built, the site thereof having as its irregular boundaries Frederick Place, Old Jewry, Cheapside, Ironmonger Lane and Church Court.

Nearly a hundred years later the Guild loaned its hall to the House of Commons for a thanksgiving service following the battle of Naseby and twenty-one years after this event the Great Fire of London (1666) destroyed the buildings and all the house furnishings.

But disaster did not dampen the loyalty or the ardor of the members, who felt that in common with the members of every other Merchants' Guild in London they were being put to a test of courage, patriotism and public spirit. A new hall was

VOIGT'S



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If Crescent flour pays you a profit in the handling—

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CRESCENT



Absolutely Reliable Coffee

The ONE brand the whole coffee-trade cannot pick a single flaw in. That its popularity is increasing every day, and its praises are being sung by contented coffee lovers everywhere is because its superb quality is easily recognized by even prejudice of the most stubborn kind—which is forced to admit its superiority and is glad to be able to discriminate in favor of such manifest excellence.

Distributed at Wholesale by

Judson Grocer Co.

Grand Rapids, Mich.



promptly built, John Oliver being the architect, and gifts of plate, furniture, hangings and decorations came from all sources in abundance. The new hall was located in the Cheapside district of Merchants' Guild halls, which together practically embody the site occupied by the great Guild hall buildings of to-day.

And from the precarious days of old to the present time prominent among the problems to be considered and solved, for the time being at least, were those which involved matters of freight transportation, classification of merchandise, ruling prices for staple articles, modes of handling finished products, systems of buying, selling and packing, insurance, taxes and net profit percentages.

In fact, the boards of trade, chambers of commerce and public welfare organizations all over the United States are to-day pondering, philosophizing, pleading and striving over exactly the same essentials that so thoroughly occupied the merchant guilds and the Novgorod traders of many centuries ago.

Charles S. Hathaway.

#### A Fashionable Cook.

Mrs. Nurich was in the jewelry store.

"Here are some new souvenir spoons we have just got in," said the clerk, placing a tray for her inspection.

"Oh, ain't those lovely!" she exclaimed. "I must have some of those! Our cook makes such lovely souvenir!"

#### Self Control the Greatest Need of the Worker.

That a peaceful mind is essential to a healthy body has been drummed and trumpeted so much that it is quite as commonplace a fact to the listening ear as the midday sun is to the seeing eye.

At the same time the "peaceful mind" proposition in the teeth of certain fixed habits is by no means easy when it comes to direct application. My lady nods enthusiastically at the inspired apostles of nature cure or mind cure, and a few hours later during an interval of forgetfulness she has mild hysteria because she has failed to send some waists to the laundry.

Mild hysterics are followed by a raging headache, the headache by favorite prescriptions, the prescriptions by the sudden awakening that "it's easy enough for the professor to talk; self-control is a great thing; mental cure is all right, but—"

The next afternoon she is reposed and self-possessed.

"When in haste, go slow; when excited, keep cool," are two fundamental rules by which most women who so frequently have occasion to be "on edge" and "all upset" can spare their nerves and indirectly their pocketbooks. Impulsively letting your nerves and emotions give way before you have time to think is a habit that can only be controlled by a call on reason and common sense.

The writer has heard one highly cultured club worker affirm that the presence of a well poised personality

could far more vividly impress her with the power of self-control than a ton of exquisitely expressed ideas on the subject.

This gives emphasis to the fact that the woman who would have self-control should avoid as much as possible the society of high strung, harassing, ready to have conniptions sort of people. Nothing communicates itself as easily as excitement and irritability. We respond to the mental attitudes of others, and take on, temporarily at least, their condition without knowing it.

There are a host of ways by which we try each other's nerves and sound each other's mettle without realizing it. Not the least telling of these is that of relating and interpreting our dreams at breakfast or harping on little superstitions.

Education and natural intelligence, although doing away with many foolish beliefs, can not entirely uproot certain pet family superstitions, and we take a positive delight in communicating them.

One young woman, a college graduate, and not unknown in the educational world, maintained that for years in her family a broken mirror heralded death. Another that a white dove entering a bedroom window foreshadowed the same thing. A friend who heard these remarks and boasted of not being a bit superstitious accidentally broke her hand-glass that night. The possibility of its being a premonition after all weighed on her and depressed her to that extent that hers was a grave

case of insomnia by the end of the week. Nothing preys on the nerve like a serious superstition of this kind and it is our duty not to impose on our friends.

#### Human Body Made a Telephone.

The human telephone is at once the newest and the oldest form of telephony. Some years ago it was shown that it was possible to charge the human body with tremendously high alternating currents of electricity. And it is well known that the body has been used as an electric battery for many experiments.

It is now suggested by one Dr. Rieder of Steglitz that by charging the body with these rapidly alternating impulses the drum of the ear can be made to respond to their action and vibrate so as to hear the current. The ear would then become a kind of telephone disk and would be aware of changes in the intensity of the current. It is necessary simply to press against the ear the outer metallic coating of a Leyden jar whose inner coating is connected with one pole of an induction coil and to grasp the opposite pole with one hand.

Rieder thinks it not impossible to perfect this arrangement so that it will transmit speech telephonically. It is thought that deaf people might be sensitive to the device. As Dr. Rieder finds that there is a feeling of oppression in the ear for several hours after such experiments, the auditive organs must be acted upon in quite a different way from that of an ordinary telephone.

CARE Makes Quality      Quality Makes SALES

## "Williams" Sweet Pickles

IN AIR-TIGHT GLASS-TOP BOTTLES

which protect them from **spoilage, leakage and rust** are of such quality as can only be produced by careful handling of **PERFECT RAW MATERIALS**. "Williams" Sweet Pickles are the only kind you can afford to sell, because they will please your customers and **pay you for pushing them**. They

### Conform With the Federal Pure Food Law

We distill our own grain vinegar and use only the purest spices and granulated sugar for our Sweet Pickles.

### Consider Your Customers

because you must **please** them to **hold** them. You can depend on steady satisfactory sales on **Sweet and Sour Spiced Pickles, Jellies, Preserves, Fruit Butters**  
Vinegar and Table Condiments prepared by

## The Williams Brothers Company

Picklers and Preservers

DETROIT

MICHIGAN





## WOMAN'S WORLD

### Takes Two To Mend a Quarrel.

When perplexed lovers, man or woman, ask which of the two, in case of a quarrel, ought to make the first advance towards reconciliation, the correct answer is "Both." Usually, though not always, both are to blame, and always, unless both desire to "make up," all efforts of one in that direction are useless. The two must be moved by a common impulse and meet each other halfway, as, if they be true lovers, they surely will.

Of course, in strict equity, the one who is in the wrong should confess and plead for forgiveness. But it often happens that the offender is unconscious of offense committed, excepting from the storm charged condition of the atmosphere, and is wholly innocent of offense intended.

Sir Walter Scott says that "in lovers' quarrels the one who loves most is always most willing to acknowledge the greater fault." However, the conventions of society render it much easier for the man than for the woman to extend the olive branch. It is his prerogative to woo, and the woman, from her youth up, is taught that she lessens her value in the eyes of her lover when she is over and above meek and submissive. It is not only masculine, it is essentially human nature, to prize a thing in direct degree to the difficulty with which it is attained.

A witty French author once divided women into two classes, cats and dogs. It is the cat woman who is best liked of men; the pretty, playful creature who loves to be petted, who can frolic when she wishes, but who can and does scratch when she is ungently handled. The poor, faithful "dog soul" has a touch of the craven about it which does not attract the masculine fancy. Man feels a sincere respect for what the English call "pluck" and admires an antagonist who can hold her own. The independent woman who lets him clearly understand that she can do without him usually possesses a much greater fascination for him than does she who shows him that his affection absolutely is necessary to her happiness.

Some natures can kiss and be friends with much greater ease than can others. To them the sweets of reconciliation fully atone for any previous pain. With other hearts and minds the bitter and sharp words spoken in petulance continue to rankle long after the lips which have uttered them have pleaded for pardon and been sealed with kisses. The open quarrel is over, but the wound remains. To such natures quarrels are dangerous. Hot tempers, head-

strong wills, and what old fashioned folks call "contrariness" are bound sooner or later to come into conflict with any one with whom they are intimately associated. When this is the case a lovers' quarrel may prove to be a blessing in disguise, showing the two their weakness while yet they may cry "quits" and part before the matrimonial knot is securely tied. The great art in lovers' quarrels is to know just when to yield. There is a golden moment for lovers, and lucky are they who do not let it pass. It is not only the dead who need to

"Find out when

"To come back and be forgiven."

There is always a point at which surrender may be made with honor, when the conquered may march out with banners flying. If that be allowed to pass defeat may be turned into a rout. The lover must distinguish between the essential and the optional. But he must take care to be cool in his anger and to remember always that he is a gentleman and that as such he must be gentle with all women.

Quarrels go on too long or not long enough. Somebody, who must have been Irish, has said that usually, if two lovers who part in anger could see each other a moment after they have separated, they would realize

how strong love still is in both of their hearts. There are but few earthly things which really are worth a quarrel between people who love each other. Really, "How can two walk together except they be agreed?" and those who can not agree will be wise to part. Dorothy Dix.

### Laughter Series of Short Barks.

Laughing is barking, say the scientists. The neck and head are thrown back while a series of short barks are emitted from the throat. However musical the barks may be, they are barks. The laugh begins with a sudden and violent contraction of the muscles of the chest and abdomen. But instead of opening to let the air pass out of the lungs the vocal cords approach each other and hold it back. But they are not strong enough to exercise such opposition for more than an instant and the air which is under pressure promptly escapes. As it does so it makes the vocal cords vibrate, producing the bark.

This obstruction and liberation of the air expelled from the lungs repeats itself again and again at intervals of a quarter of a second. There are thus in a hearty laugh four barks a second, and if continued they go on at that rate as long as the air reserve in the lungs holds out. The empty lungs must then fill themselves, and this interval is marked by a quick gasp for breath, after which the barks are renewed. The barks occur in series with gasps for breath at intervals.

When laughter is violent the entire body participates. The upper part of the trunk bends and straightens itself alternately or sways to right and left. The feet stamp on the floor, while the hands are pressed upon the joints to moderate the painful spasm.

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Grand Rapids, Mich.

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Deposits  
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J. A. COVODE - - - Vice President  
J. A. S. VERDIER - - - Cashier

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

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A perfect food, preserves  
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Established 1780 DORCHESTER, MASS.

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or some slow dealer's  
best ones, that call for

# HAND SAPOLIO

Always supply it and you  
will keep their good will.

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.



## My Soul and I.

Stand still, my soul, in the silent dark  
I would question thee,  
Alone in the shadow drear and stark  
With God and me!

What, my soul, was thy errand here?  
Was it mirth or ease  
Or heaping up dust from year to year?  
"Nay, none of these!"

Speak, soul, aright in His holy sight  
Whose eye looks still  
And steadily on thee through the night:  
"To do his will!"

What hast thou done, oh soul of mine,  
That thou tremblest so?—  
Hast thou wrought His task and kept  
the line  
He bade thee go?

What! Silent all? Art sad of cheer?  
Art fearful now?  
When God seemed far and men were near  
How brave wert thou!

Aha! thou tremblest!—well I see  
Thou'rt craven grown.  
Is it so hard with God and me  
To stand alone?

Summon thy sunshine bravery back,  
Oh wretched sprite!  
Let me hear thy voice through this deep  
and black  
Abyssal night.

What hast thou wrought for Right and  
Truth,  
For God and Man,  
From the golden hours of bright-eyed  
youth  
To life's mid-span?

Ah, soul of mine, thy tones I hear,  
But weak and low,  
Like far sad murmurs on my ear  
They come and go:

"I have wrestled stoutly with the Wrong  
And borne the Right  
From beneath the footfall of the throng  
To life and light.

"Wherever Freedom shivered a chain,  
"God speed!" quoth I;  
To Error 'midst her shouting train  
I gave the lie."

Ah, soul of mine! ah, soul of mine!  
Thy deeds are well:  
Were they wrought for Truth's sake or  
for thine?  
My soul, pray tell.

"Of all the work my hand hath wrought  
Beneath the sky,  
Save a place in kindly human thought,  
No gain have I."

Go to, go to—for thy very self  
Thy deeds were done:  
Thou for fame, the misers for pelf,  
Thine end is one!

And where art thou going, soul of mine?  
Canst see the end?  
And whither this troubled life of thine  
Evermore doth tend?

What daunts thee now? What shakes  
thee so,  
My sad soul, say?  
"I see a cloud like a curtain low  
Hang o'er my way.

"Whither I go I can not tell;  
That cloud hangs black,  
High as the heaven and deep as hell,  
Across my track.

"I see its shadow coldly enwrap  
The souls before,  
Sadly they enter it, step by step,  
To return no more.

"They shrink, they shudder, dear God!  
they kneel  
To Thee in prayer.  
They shut their eyes on the cloud but  
feel  
That it still is there.

"In vain they turn from the dread Before  
To the Known and Gone;  
For while gazing behind them evermore  
Their feet glide on.

"Yet, at times, I see upon sweet pale  
faces  
A light begin  
To tremble, as if from holy places  
And shrines within.

"And at times methinks their cold lips  
move  
With hymn and prayer,  
As if somewhat of awe but more of love  
And hope were there.

"I call on the souls who have left the  
light  
To reveal their lot:  
I bend mine ear to that wall of night  
And they answer not.

"But I hear around me sighs of pain  
And the cry of fear  
And a sound like the slow sad dropping  
of rain,  
Each drop a tear!

"Ah, the cloud is dark and day by day  
I am moving thither;  
I must pass beneath it on my way—  
God pity me—WHITHER?

Ah, soul of mine, so brave and wise  
In the life-storm loud,  
Fronting so calmly all human eyes  
In the sun-lit crowd,

Now standing apart with God and me  
Thou art weakness all,  
Gazing vainly after the things to be  
Through Death's dread wall.

But never for this, never for this  
Was thy being lent;  
For the craven's fear is but selfishness,  
Like his merriment.

Folly and Fear are sisters twain;  
One closing her eyes,  
The other peopling the dark inane  
With spectral lies.

Know well, my soul, God's hand controls  
Whate'er thou fearest;  
Round Him in calmest music rolls  
Whate'er thou hearest.

What to thee is shadow to Him is day,  
And the end He knoweth,  
And not on a blind and aimless way  
The spirit goeth.

Man sees no future—a phantom show  
Is alone before him;  
Past Time is dead and the grasses grow  
And flowers bloom o'er him.

Nothing before, Nothing behind:  
The steps of Faith  
Fall on the seeming void and find  
The Rock beneath.

The Present, the Present is all thou hast  
For thy sure possessing;  
Like the patriarch's angel hold it fast  
Till it gives its blessing.

Why fear the night? Why shrink from  
Death,  
That phantom wan?  
There is nothing in Heaven or earth be-  
neath  
Save God and man.

Peopling the shadows we turn from Him  
And from one another;  
All is spectral and vague and dim  
Save God and our brother!

Like warp and woof all destinies  
Are woven fast,  
Linked in sympathy like the keys  
Of an organ vast.

Pluck one thread and the web ye mar;  
Break but one  
Of a thousand keys and the paining jar  
Through all will run.

Oh, restless spirit, wherefore strain  
Beyond thy sphere?  
Heaven and hell, with their joy and pain,  
Are now and here.

Back to thyself is measured well  
All thou hast given;  
Thy neighbor's wrong is thy present hell,  
His bliss thy heaven.

And in life, in death, in dark and light,  
All are in God's care;  
Sound the black abyss, pierce the deep  
of night,  
And He is there!

All which is real now remaineth  
And fadeth never;  
The hand which upholds it now sus-  
taineth  
The soul forever.

Leaning on Him, make with reverent  
meekness  
His own thy will,  
And with strength from Him shall thy  
utter weakness  
Life's task fulfill.

And that cloud itself, which now before  
thee  
Lies dark in view,  
Shall with beams of light from the in-  
ner glory  
Be stricken through

And, like meadow mist through Autumn's  
dawn  
Uprolling thin,  
Its thickest folds when about thee drawn  
Let sunlight in.

Then of what is to be and of what is  
done  
Why quariest thou?  
The Past and the Time to Be are one  
And both are NOW!  
John G. Whittier.

## Insects Breathe By Means of Tubes.

Landlubber animals have lungs  
and sea creatures have gills. But in-  
sects have neither one nor the other.  
They have a complex system of  
tubes running throughout the whole  
length of the body, by means of  
which air is conveyed to every part  
of the system. As they are destined  
to contain nothing but air they are  
strongly supported to guard against  
collapse from pressure.

This support is furnished by means

of a fine thread running spirally with-  
in the walls of the tubes, much in the  
same way that a garden hose is pro-  
tected with wire. There are gener-  
ally two of these tubes which run  
the whole length of the insect's body.

Many flies, as larvae, live in the  
water. Arranged along each side of  
their bodies is a series of exceedingly  
thin plates, into each of which  
runs a series of blood vessels. These  
plates act and absorb the oxygen  
contained in the water. The tail ends  
in three featherlike projections. By  
means of these the larvae cause cur-  
rents of water to flow over the gills  
and thus their efficiency is increased.

The gnat also lives in the water as  
a larva, but it has no gills. There-  
fore it can not breathe the oxygen  
in the water but must breathe air.  
This it does by means of a spicate  
situated at the tip of its tail. Indeed,  
the tail is prolonged into a little tube.  
The larva floats along head down-  
ward in the water with this tube just  
above the surface to enable it to  
breathe. After some time it is pro-  
vided with two little tubes which act  
in the same manner.

## Flowers That Imitate Insects Puzzle Scholars.

Orchid imitations are a puzzle to  
flower scholars. The whole appear-  
ance of the flower is suggestive of  
some insect, sometimes to quite a re-  
markable degree. It does not seem  
easy to find any real purpose that  
could be served by this resemblance,  
yet no one imagines that it can be  
accidental.

Any one who knew of the bee  
orchid, a native of Europe, and  
came upon it for the first time, would  
at once recognize it. It seems to be  
a large velvety brown-backed bee va-  
riegated with yellow. The two lateral  
petals might serve well for the wings  
of the insect.

In the center of the lip of the fly  
orchid there is a small bluish spot  
like the body of a fly. The two lateral  
petals are slender and curiously like  
the antennae of an insect. The whole  
illusion is complete and suggests to  
the casual glance that a few flies are  
hanging on to the stem of some plant  
which has cast its flowers.

People who can not change their  
own minds usually believe they are  
ordained to change the world's mind.

## BAGS New and Second Hand

For Beans, Potatoes  
Grain, Flour, Feed and  
Other Purposes

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Wm. Alden Smith Building  
Grand Rapids, Mich.

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"Puritan" and "Holland"

Holland Interurban Steamboat  
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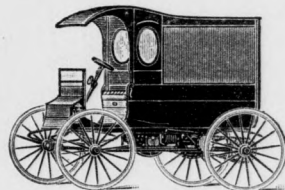
## Why not a retail store of your own?

I know of places in every state  
where retail stores are needed—  
and I also know something about  
a retail line that will pay hand-  
some profits on a comparatively  
small investment—a line in which  
the possibilities of growth into a  
large general store are great. An  
exceptional chance to get started  
in a paying business and in a  
thriving town. No charge for my  
services. Write today for particu-  
lars and booklet telling how others  
have succeeded in this line and  
how you can succeed with small  
capital.

EDWARD B. MOON,

14 West Lake St., Chicago.

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GRAND RAPIDS, MICH.



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## 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.

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## REVIEW OF THE SHOE MARKET

### Value of an Up-To-Date Shoe Window.

Written for the Tradesman.

It is too often the case that a false economy is exercised with reference to the furnishing and equipment of the shoe store. Of course the writer realizes that it is not every shoe merchant who can be lavish in the equipment of his store. But there is, it must be conceded, much room for improvement in the furnishing and arrangement of a good many present-day moneymaking shoe shops.

In many cases the owners of such stores do not realize the immense advantage of attractive and adequate equipment. They look upon the rejuvenation of an old store or the equipment of a new one beyond a certain point as a matter of expense pure and simple; whereas the fact remains that it is an investment. By the expenditure of a few hundred dollars on furniture and fixtures, and more particularly on the construction of the window, it is altogether possible that much additional trade might be won for the shop whose owner incurred the risk.

#### Advertising Value of Equipment.

The shoe merchant ought to look upon good equipment as an advertisement; for such, in fact, it is. A shoe store richly and handsomely furnished carries with it an air of respectability, substantiability and prosperity that helps mightily to lubricate the wheels of business.

When you go into the office of a dentist, a lawyer or a doctor you feel a sense of relief if the furniture in the room is rich and luxurious. You feel that you are in the office of a man who has made enough money in his profession to equip his office in an up-to-date manner.

When people come into your shoe store to buy shoes they argue precisely the same way. If the chairs or settees are old, dilapidated and reminiscent of other and more prosperous days; if the shelving is antiquated, the wall and ceiling treatment in wretched taste or much the worse for wear; if the windows, the findings case (or cases) are lacking in taste or elegance, immediately the customer is prejudiced against you to a certain extent.

It is not enough to say that people come into shoe stores to buy shoes and they are not concerned about appearances. They do, in truth, come in to buy shoes—at least most of them do presumably—but they are not unmindful of the environments. They see things out of the corners of their eyes. Consciously—it may be unconsciously—an impression for

good or for bad is made upon them by what they see.

Elegant rugs in good tasty patterns, handsome quarter-sawed oak chairs or settees, leather upholstered chairs for the use of those who come with friends and such conveniences as electric fans, iced water, daily papers and other indispensable prerequisites of modern shoppers—all these things have a value out of all proportion to their initial cost. It is false economy that blinds the eyes of men to the importance of these things. Limited resources may place them beyond you for the present—at least some of them, possibly most of them—but no short-sighted policy should make you insensible to the value of such things. And it ought to be every shoe retailer's ambition to attain thereunto some day.

The sober truth is we are all built to appreciate the elegant, the tasteful and the sumptuous. We love handsome and costly furniture even although we are too poor to have much of it in our own homes. We appreciate a real work of art even although we can not hope to own it. A public library might be built like a barn and still serve its purpose as a library; viz., afford shelving for books and keep them from the destructive effects of moisture. But such a library building would be looked upon as an insult to public taste. We have magnificent library buildings and the handsomest library furniture and shelving in such buildings even although the majority of people who frequent such places are in very modest or limited circumstances. It is felt that we owe such buildings to the community. In a like way the public is very rapidly coming to feel that the department stores, the furnishing goods stores, the jewelry shops, the retail shoe stores and similar retailing shops must be well equipped to merit public favor.

Therefore people go to the big handsome shops in many instances just because they are big and handsome and quite apart from any questions as to the relative merits of shoes carried by the larger and handsomer stores and those carried by the smaller concerns. It may be illogical; it may be inexcusable—but anyhow it's human nature.

#### Equipment and Arrangement Important.

Thus it can be very readily made to appear that the equipment and arrangement of a shoe store are matters of vital importance.

The shoe store ought to have an air of individuality. It ought to look like a place specially designed and

constructed for the retailing of shoes. As some one has put it, a shoe store ought to speak eloquently of footgear.

To build a shoe store on correct lines and to equip it in the proper manner is not the work of a novice. Since the rents are high and the wares more or less bulky, every available space must be economized; and that means that headwork must be exercised in the interior arrangements. It should be built on compact lines.

Inasmuch as the better shops are often located in desirable sections of the city, where rents are high and frontage scarce, the display windows will generally be small rather than large. But this limited display space can be utilized to the full by building the floors of the windows low—not to exceed 16 to 18 inches. The space between the ground and the floor of the windows can be used by panels of glass or natural wood bearing suitable advertising.

The capacity of the windows, where it is limited, can be increased by means of natural wood shelves constructed on the "knock-down" principle. The style of shelving which seems best to comport with shoes and leather for display purposes is the so-called Mission style. The shelves ought to be thick and preferably of quartered oak in some natural grain stain. If the Mission style is used in the shelving of the display window, wooden heel blocks of the same material look better than metal stands for displaying the shoes.

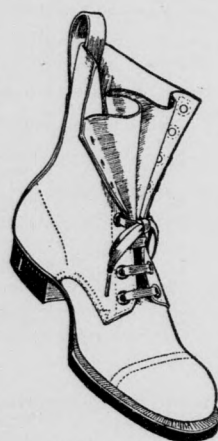
It goes without saying that the windows ought to be inviting, for many people get their first and most lasting impression of your store from the character of your windows.

If the store front and the get-up of the windows are good the effect upon passers-by will be wholesome.

#### Variety and Attractiveness of Display.

Much has been written from time to time upon the importance of the shoe display. It would be almost presumptuous for the writer to attempt in this limited article to lay down any general rules with reference to the get-up of the trims. In the first place the windows themselves should, as was pointed out above, be susceptible of attractive treatment. They should be properly built and equipped. The woodwork of the windows, the flooring, the background, the shelving, the upright fixtures and the stands ought to be harmonious. The people who are interested in supplying shoe store fixtures have exercised great care and skill in the production of just-right things for the windows.

With a properly built, well lighted and ventilated window to work upon the selection and arrangement of the shoes to be displayed are the next items on the programme. And it goes without saying that these shoes ought to be selected with care; that they ought to be thoroughly representative of the stock on hand and the very nobbiest and most stylish of the seasonable wares. There ought to be something in the findings line in



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

## Concentrate Your Fire

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

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

### "H. B. HARD PANS"

For Men and Boys

*"Half price because twice the wear"*

You will make large profits.

There are a lot of other reasons why the H. B. Hard Pan line should appeal to you. Its everlasting service and everyday satisfaction are what your trade want.

Some reliable dealer in your town will get this line.

A post card will bring it your way. Let us have it.

Herold-Bertsch Shoe Co.

Makers of the Original  
H. B. Hard Pans

Grand Rapids, Mich.





nearly every trim. Trade journals have from time to time stressed the importance of findings and urged that they be displayed adequately. Yet many dealers are extremely careless in their display of such wares. They often limit their displays to a few of the many items which they actually carry in their findings departments. The people do not know what they have. It is a trite but true saying that the surest way to create a want for any commodity is to display it in such a way as to reveal its uses.

In a local shoe store I saw the other day an interesting display of foot-powder. The dealer had a very attractive and forceful window card calling attention to the value of a foot-powder in securing foot-comfort during the summer season. He had on display a large quantity of the powder, together with a picture showing its application first to the foot and then to the shoe. The people who manufacture foot-powders also get out a very telling line of talk about their product. It will pay to take heed to what these people say on their cards and hangers; and by all means to give the cards and hangers a chance to pass the story on to possible buyers.

#### Keeping the Store Neat and Tidy.

Another thing of prime importance and as elementary as the lessons of a primer is the duty of keeping the store looking neat and inviting.

Cleanliness is said to be next to Godliness; it is most assuredly an essential factor in good salesmanship. The store that is slovenly kept produces a bad effect upon everybody who comes in. Trade is lost through carelessness.

It is harder to keep a shoe store clean in summer than it is in winter, for the reason that there is so much dust in the summertime and flies will write their hieroglyphics on the polished surfaces, on glass and on mirrors. That is one of the long suits of the pestiferous fly. That means that all mirrors, glass and polished surfaces need vigorous rubbing down with damp cloths from time to time and then they should be polished in the usual way.

These things may sound both tame and obvious—and in many instances such advice is wholly gratuitous—but there are more slovenly shoe stores than you would imagine unless you have browsed about just to see how they are kept. I have done such browsing and I have found things that surprised me. I have found glass that cried aloud for cleansing. I have seen mirrors that were dingy and fly-specked. I have found dust on findings cases in which you could inscribe your autograph with your forefinger. I have seen dirt in conspicuous places on the floor. I have discovered week-old papers and last year's magazines lying about in places where they had no business to appear. What I saw other people—customers of the stores in point—also saw. It stands to reason that they were not favorably impressed by such manifest evidences of sloth. For this reason I have ventured to deal

in this way with these simple features of shopkeeping.

So I close this article even as I began it: Make the store attractive—just as attractive as you possibly can. If you can afford handsome furniture and equipment by all means buy it. It is an investment. It has an advertising value that can not be ignored. Make the windows just as alluring as you can. Change them often and display therein seasonable and salable goods; also some freak shoes (if you happen to have them) for variety's sake. Then, whether your shop be sumptuous or whether it be humble and unpretentious in its appointments, by all means have it clean. Let the air be fresh and pure and during these hot, sweltering days as cool as you can make it by artificial means.

By so doing you will win patronage to your store, for it is a cinch people are going to do their shopping in places where the surroundings are inviting, other things being equal.

Cid McKay.

#### Two Base Ball Experiences.

"You, sir, are perhaps reading about a ball game?" he queried of the man beside him with a newspaper in his hands.

"Why, yes, I happened to be," was the reply.

"And, sir, has it not struck you that the game of base ball is gradually undermining the integrity of the young men of this country?"

"No, it hasn't thus far. In what way do you mean?"

"Sir, I just came from a court room where a young man was sentenced to three years in prison for embezzlement. He is the son of a widow. He was an honest young man until base ball turned his head. He embezzled money to bet on the game. Sir, what can you say to that?"

"Why, I also have a case to relate," replied the other. "For a year or two past I have known a splendid young man, also the son of a widow. Also interested in base ball. I took him in to my employ about three months ago and this morning I—"

"You discovered that he was an embezzler, of course?"

"No, not that."

"Then that he had robbed the safe of its all?"

"And not that, either. I discovered that he hadn't any aptitude for the real estate business."

"Ha! Tried and found wanting?"

"Yes, sir, and so I got him signed on as a ball player at a salary of \$3,500 a year. Sir, what can you say to that?"

The others said nothing, but a minute later when he left the car he kicked at a dog as if he had some spite to gratify.

#### Why He Likes Woman's Suffrage.

Friend—Why do you encourage these woman's suffrage meetings? Surely you don't approve of them?

Husband—Approve? With all my heart! I can come home as late as I like now without finding my wife at home to ask questions.

Reverses are often the best chapters in our education.

Economy **R.K.L. & CO.** Comfort



Wear

Why do men who do hard, rough work of all kinds prefer shoes branded with our trade-mark?

Because they are made of the right sort of leather over lasts that insure absolute comfort; and because they are made up into practical, good looking, common sense styles.

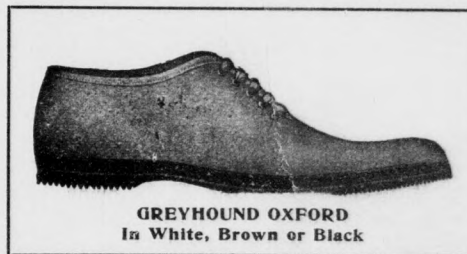
They combine economy, comfort and the best wear.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

## 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



## MAKING MOST OF LIFE.

## Dare To Say Your Soul Is Your Own.

Few men make the most of themselves. They live—they die—cradle and grave are closely brought together—there is nothing between. Nine out of ten noble youths who leave school and college enter upon business and professions just to sink into the grave with scarcely a trace to indicate that they ever lived.

Thousands in our day could rival the eloquence of Grady, the philanthropy of Cooper and the patriotism of Lincoln, but they leave behind them not one memorial of their existence—pitiful grasshopper species to dance attendance upon the butterflies of society—and like autumnal insects die despised and forgotten.

Don't run with the crowd. Don't vote with the majority. Dare to be singular. Be somebody. Be natural. Stand for something. All through the ages God has put immense honor upon individuals—the assertion of individuality. Truths which now sway the world were first proclaimed by individual lips.

Thousands of young men have become vicious because they never formed the resolve to live nobly. Such men are the dead leaves that fall upon the stream and are carried along, not by any vital power in themselves but by the eddying current on which they float. Their lives are ciphers because they lack that indefinable quality called grit.

Do you remember that striking scene in George Eliot's "Adam Bede" where Mrs. Poyser, while scolding the clumsy Molly for her broken jug of beer, herself drops a much more precious jug from her clumsy fingers and exclaims, "Did you ever see the like? The jugs are bewitched I think." And then to keep herself in countenance she proceeds to argue that "there's times when the crockery seems alive and flies out of your hand like a bird," and concludes with the stern philosophy that "what is to be broke will be broke."

How many of us, when arraigned by the sting of our conscience, have been ready to excuse ourselves with Mrs. Poyser's theory that we were "bewitched" by some evil influence which was beyond our power. When principle bids you stand upright it is better to break than to bend.

The devil's proverb, "When you are in Rome do as the Romans do," would excuse any sin if one could only find a place where sin is fashionable. Doing as the Romans did ruined Rome. Paul doing as the Romans ought to do saved enough Romans to make a church. The grace of grit will increase your influence. Stand by your colors, and even those who sneer you to your face will honor you in their hearts.

To resolve to be good—to have the courage of your convictions—requires as much heroism as was ever displayed upon the field of battle amid the glitter of cold steel and the rattle of musketry. When a man has to fight with poverty, with losses, with bad debts, with bad habits, with disap-

pointments, with temptations, and still keeps his head to the wind, battles bravely, refuses to knock under, vows still to trust in God and do the right, although he has no epaulettes on his shoulders nor medals on his breast, he is as truly a man and a hero as though he had stormed a citadel.

Would you make full assertion of your personal character, have faith in the significance of your life. It is an earnest, essential, vital affair. Act as if the world had waited for your coming and expected you to perform a grand part in it. Life is mean only to the man who makes it so.

Comparatively few men know how to live. The man who has no system in his life, who is regulated by no definite principle and proposes to himself no great and honorable end is not likely to show a satisfactory result. Reflect on the vast possibilities of your life—of honor, usefulness and happiness. Is your life as intelligent, as happy, as useful as you might make it?

Even if you have done your best you have fallen short of perfection, but how many do not even attempt to make something of themselves.

The present is yours; the future is in a sense yours; the past is yours, also, in so far as it may have molded the present and may be throwing its momentum into the future. In all other respects the past is gone, the seal of eternity is on every word you have uttered, on every thought you have harbored, on every act you have done since the moment you became a responsible being.

How necessary, therefore, that you know how to live, and that you should carry your knowledge into practical effect.

One who had learned to appreciate the value of time exclaimed: "I have lost a day!" But how shall it be with you, standing on the verge of your mortal existence, if you will be compelled to exclaim: "I have lost a lifetime. I have thrown it away. I have missed its purpose. I have mistaken its meaning. I have missed its aim." And when you remember that your life might have risen to an honorable immortality how the sadness of the ruin is augmented.

"Of all sad words of tongue or pen The saddest are these—it might have been."

When a human life utterly fails—a life God made glorious and surrounded with all that is magnificent in motion, sublime in magnitude and grand in order and obedience—such a failure is not only a reproach upon creation, but upon God, who in man wrought his noblest work.

Don't drift, but steer. Form at the outset of your career the solemn purpose to make the best of powers which God has given you and turn to the best possible account every outward advantage within your reach.

Let this invincible determination carry with it the assent of your reason, the judgment of your intellect and approval of your conscience, embodying within itself whatever is vehement in desire, inspiring in hope, thrilling in enthusiasm and intense in desperate resolve.

Such a plan of life will guard you against temptations, regulate your recreations, hold your eyes waking as you improve your leisure moments, jog you at the appointed hour and summon you to the cheerful duties of your chosen pursuit. Laboring earnestly, steadfastly, confidently you will become famous for greatness of some sort. The world will wonder, admire, but you won't be surprised—it is just what you had a right to expect, what every man may expect if he takes hold of life with a purpose.

Madison C. Peters.

## Location a Matter of Secondary Importance.

"I wonder where I would better settle down for the practice of my profession?" to-day is one of the most insistent of queries propounded by the young man both to himself and to his friends. That place of settlement ordinarily is regarded as a first requisite to success that is measurable by modern standards. Most frequently, too, the final choice is one of the larger cities.

"I may have to fight long and wait long for recognition," argues the young man, "but when I have got recognition it will be worth while."

Forty odd years ago, however, two boys born away up in the wilds of the Minnesota prairies played around the little village of Rochester with small thought of the great world beyond them. Their father was a physician, and as the boys grew up elementary physiology in the public school attracted them. In the local butcher shop scarcely enough bees and sheep were butchered to furnish these youngsters with eyes on which to experiment. The boys had their father's experience to draw from, and later in Minneapolis and in Chicago they completed their medical education and took diplomas.

But in those days the city movement was not so pronounced. Nothing was more natural at the time than that these brothers, William and Charles Mayo, should decide to settle down to practice in the little village where they were born and where the father had achieved that success which in those days came to capable country practitioner with small competition. Surgery was the specialized bent of the two brothers and in the little Roman Catholic community they prevailed upon the sisters of St. Francis of Assisi there to establish five cots in an extemporized hospital where their patients might convalesce. In the first year 3,000 patients of the Mayo brothers passed through this little hospital and to-day, twenty years later, that little town of Rochester, Minn., stands out on the United States map as a world's mecca for the surgeon.

There is not a medical society in Europe which does not know of Rochester, Minn., with its 7,000 population, and in the larger societies over the continent there are few which have not one or more members who have paid a pilgrimage to surgical clinics conducted by these two brothers. In season and out of season lay passengers from Chicago to Minneapolis have occasion to re-

mark in sleeping cars the puzzling number of people who wished to be called for Rochester, Minn. Some of these are ailing; more of them likely have the unmistakable atmosphere and bearing of the physician.

For to-day the little five cot, extemporized hospital of twenty years ago has grown to a great brick building of 300 beds, to say nothing of the hotels and private homes which have prepared to care for hospital patients as soon as they can be moved safely from hospital beds.

Yet two country boys, living in this typical country town, have been the agents of putting the little town in strong relief upon the map of the scientific world at large.

In these years a total of 29,000 persons have passed under the surgical implements wielded by these physician-surgeons, and in 1908 a total of 6,451 operations were performed upon 5,591 patients, coming to them from all parts of the country—from New York and from Chicago as readily as from the rural communities.

Perhaps never before in the history of medical science has such a situation developed. Virtually the year around, from 8 o'clock in the morning until 1 o'clock in the afternoon, the Mayo brothers in the operating rooms high up in the great hospital are cutting and carving into anesthetized humanity.

For a money measurement of their success it is said that the income of these two brothers is close to \$200,000 a year—a sum greater than many a country surgeon has earned in a lifetime. "How did you do it?" is one of the questions not only of the layman but of colleagues in the profession everywhere.

The answer seems to be, "We had it in us." Surely they had no other similar success by which to have set their standards. They had no social or political "pull" to exert in their behalf. Geographically the little town in which they settled for practice distinctly is out of the way. Standing with the clearly ethical members of the medical profession, no advertising methods have been possible to them. Yet the fact remains that in the overgrown hospital in this little Minnesota town, some of the most famous surgeons of the United States and of Europe have regarded it as a privilege to sit in clinic to see these brothers operate.

John A. Howland.

There are about 200 merchants in London who are authorized to use the emblem of royalty as a shop sign, with the words, "By Royal Appointment." It is regarded a valuable advertisement and is highly prized by business people. The royal warrant has to be received, signed and sealed in due form; otherwise, if a tradesman styles himself a purveyor to a member of the royal family without this formal permission, he is guilty of an offense which is punishable by a fine not exceeding 20 pounds. The use of any imitation of the royal arms for business purposes is prohibited with the same penalty.



DAVID D. AITKEN  
PRESIDENT

EDWIN O. WOOD  
SECY-TREAS.

MUNICIPAL WATER, LIGHT AND POWER COMPANY  
MACKINAC ISLAND, MICHIGAN

MAIN OFFICES:  
102 PATERSON BLDG., FLINT, MICH.  
PLANT AND SUPERINTENDENT'S OFFICE,  
MACKINAC ISLAND, MICH.  
JOHN C. HANSON,  
SUPERINTENDENT.

MACKINAC ISLAND, MICHIGAN

Aug 19<sup>th</sup> 1909

Grand Rapids Safe Co.  
Grand Rapids, Mich.

Gentlemen,

Enclosed find \$412.50 in set-  
tlement for safe received promptly  
according to agreement and in  
good condition.

The safe is satisfactory, and  
one of the best of its kind and  
size we have ever seen.

We thank you for the consid-  
eration given to this purchase,  
and shall always commended  
the Grand Rapids Safe Co. as headquarters  
for standard, high grade safes and  
vaults and at prices below any we  
were able to secure elsewhere. Yours truly,  
Municipal Water Light & Power Co.





### Advertising Value of the Hardware Show Window.

Some dealers evidently consider the front window of a store merely an architectural necessity—a hole in the wall intended to transmit more or less light—often less. Many dealers, however, realize the true advertising value of the show window and some contend that it is the very best advertising instrumentality available.

The value of a show window for advertising purposes depends largely upon its location, or, at least, upon the number of people who can be induced to look at it, just as in all kinds of advertising the value depends upon the quality of the local medium and the character of the advertising.

I can not estimate the cash value of the show window as so much "space." A window may be worth just as much or a hundred times as much as a bulletin board. I do know, however, that the show window is worth a certain cash value as advertising space, and the dealer who fails to use his window for all it is worth as an advertising medium is losing just so much actual money.

If you leave your savings account in a bank that does not pay interest you lose a certain number of dollars every month. Why not apply the same reasoning to the show window? I wouldn't care to lose one dollar, or five dollars, or ten dollars a month if I could save that money just as well as not. Furthermore, since it is impossible to figure the "interest" or profit on your show window, you can not tell how much you are losing if you do not use it for its maximum earning capacity.

Perhaps you will be able to approximate the cash value of your show window as advertising space after you have used it effectively for a few months. I desire to suggest that the dividend-paying quality of your window accumulates with use. In other words, the interest compounds.

One doctrine of advertising must be anticipated here: Results can not always be traced direct to a particular advertisement. Advertisers who overlook this general statement often decide that a certain form of advertising does not pay, when it really may be the very backbone of the advertising campaign.

### Advertising Value of Displays.

If the retailer intends to retain his footing in the present evolution of merchandising methods he must vindicate his personal fitness to survive.

I fear that the average retailer is a poor distributor of goods. If re-

tailers as a class had absolutely demonstrated their ability or willingness to distribute the maximum amount of goods, why should so many manufacturers think it necessary to devote so much energy to direct work on the consumer?

Be that as it may, a great many manufacturers have found it necessary to advertise to consumers. This condition is of great temporary benefit to dealers in general, and will be of permanent benefit to those dealers who are wise enough to make the most of it. If any dealers are to survive the change in merchandising methods it will be those who learn how to connect with the current generated by the general advertising of manufacturers.

Speaking of "current," I am impelled to compare the distribution of goods to an electric circuit. This circuit begins with the manufacturer and ends with the consumer. The current is transmitted through the jobber and retailer. Your value in the circuit depends on whether you are a good or poor conductor—whether you help or retard the current—whether you co-operate or resist.

Your show window advertising can be of value in connecting the circuit between producer and consumer. The dealer must culminate the sale that has almost—but not quite—been made by the manufacturer's advertising.

In case of a window display possible customers will see that you carry the actual goods which they have seen advertised. The advertising has aroused their desire and they have been waiting to find out where they can lay their hands on the advertised article. This desire is valueless to either yourself or the manufacturer until the sale is concluded. If you fail to close the sale you have failed as an efficient distributor. Of course, the prospective customer may see the advertised article in some other dealer's window, but what good will that do you? After all, business is not philanthropy; you desire to take advantage of the demand created by general advertising for your own profit, not to accommodate anyone else. Your fitness to survive depends upon your ability to get business. If the other fellow diverts business that might come to you your position in the merchandising struggle is weakened just that much.

One thing that the retailer desires is to have people acquire the habit of coming to his store. Before getting inside the store people have to arrive at the door. It is not as difficult to get people into your store if they are once at the door as if they were

a block away gazing at the window display of your rival up the street. Make your windows attractive and interesting. Sometimes a good prospective will see something in your window that will induce him to enter. Once having broken the reserve that has formerly prevented his walking into your door, you may have gained his habitual patronage.

Did you ever realize that people dislike to go into your store and enquire for something that you may not have?

People do not like to ask a dealer for something, and, failing to find it, leave the store without making a purchase. Everyone knows that the dealer dislikes to miss a sale. Some people even buy what they don't want rather than leave a store without buying anything. This is especially true in small towns where consumers and dealers are social acquaintances.

But, when people do buy what they do not want—out of consideration for the dealer's feelings—they get just a little sore. Isn't it much better to let customers know beforehand that you have such-and-such an article in stock? By displaying a different line of goods every few days or every week you will in the course of time acquaint people with your complete stock.

Window displays do more than close the circuit of distribution, however. They create original wants. Sometimes an article has uses so plainly apparent that the mere sight of it suggests a desire to possess.

One of my retail hardware friends had a lot of fine brass cuspidors in stock. He had them for a long time and they were not in demand. It occurred to him that those shiny brass cuspidors would look well in a window trim. In some mysterious manner there arose quite a demand for those particular brass cuspidors all of a sudden. He thought that the window display had a good deal to do with it. So did I.

Actually, people are longing and waiting for some of the commodities that you have hidden back some place in your store. Just trot them out into your window and let people see them. You will be pleased with the experiment, too.

### The Window Trimmer.

There are two kinds of people in this world: The kind that do and the

### H. J. Hartman Foundry Co.

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

### General Investment Co.

Stocks, Bonds, Real Estate and Loans

Citiz. 5275. 225-6 Houseman Bldg. GRAND RAPIDS



### 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.

Established in 1873

Best Equipped Firm in the State

Steam and Water Heating Iron Pipe

Fittings and Brass Goods Electrical and Gas Fixtures Galvanized Iron Work

The Weatherly Co.

18 Pearl St. Grand Rapids, Mich.



"Sun-Beam" Brand

When you buy

Horse Collars

See that they

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

M'F'D ONLY BY

Brown & Sehler Co.

Grand Rapids, Mich.

WHOLESALE ONLY



FOSTER, STEVENS & CO.

Grand Rapids, Mich.

Exclusive Agents for Michigan. Write for Catalog.



kind that don't do. I am of the opinion that actual "doing" is much more praiseworthy than unusual ability without deeds.

Be a doer.

Don't think about doing something but pitch right in and do it. Some people are afraid to attempt anything for fear that they can not do it to perfection. Nothing is perfect in this world. Those individuals who have approached perfection simply did with their might what their hands found to do. A man never knows what he can accomplish until he actually makes an attempt. Sometimes one has to "sweat" himself into a condition to do things.

One thing is sure—perfection never will come without practice. The man who says "I can" will do some thing. It may not be a great deal, but it will be more than that accomplished by the man who says "I can't." If you do not possess enough self-confidence to say "I can," at least have the gumption to say "I'll try."

It doesn't take a great amount of ability to make a window display. Of course, a window display can be better or worse, but every expert window trimmer started out by doing the best thing he could with the expectation of doing better with practice.

If your windows have remained untrimmed just make up your mind that you will not waste that valuable advertising space any longer. Anyone can learn to trim a window. One might give you as much help as possible, but you will never make any displays until you actually get into the window and make them.

I think that every retail store should have one man delegated to look after the show windows. He will soon become interested and expert. The results of his displays will be a matter of pride, and he will endeavor to make each display more effective than the last. If every clerk and member of the firm "butt in" on the window displays no one will feel any responsibility in the results. What is everybody's business is nobody's business. It is a good thing all around to fix responsibility. Let one man be accountable for the buying, another for the advertising, etc. Of course, in a small business each man may be compelled to help out in various ways, but each special function of the business should have its particular sponsor.

Perhaps in a small business one particular clerk should be allowed so many hours per week to care for the window displays. In larger stores, of course, one man gives his exclusive time to window trimming, or he may take charge of the other kinds of advertising in addition. I like the idea of specializing. This provides an expert for each operation.

#### Construction of an Ideal Show Window.

It is said that a skillful mechanic can do better work with poor tools than an unskilled mechanic with good tools. That is no apology for poor tools, however. In fact, the more skillful a merchant is the more likely he is to own good tools.

Fairly good displays can be made

in poorly adapted show windows. I do not wish to discourage dealers from attempting to make displays, even if they do not happen to possess the very best of windows.

But, since the value of window displays has been so positively demonstrated, no dealer should be satisfied with show windows that are in any degree a waste of valuable space. In this age of competition it is suicidal to let anything stand between you and increased business, if there is a possibility of overcoming the obstacle. I therefore advise the building of show windows that are as nearly ideal for display purposes as possible. If it is not advisable to alter your windows for some time, however, don't fail to make the best of your present windows. You will simply have to exercise more skill and ingenuity to make effective showings in a poor front.

For the assistance of students who realize the importance of window display advertising and might wish to make alterations in their present windows, I requested Wm. J. Illsey, window trimmer for the J. H. Ashdown Hardware Co., of Winnipeg, Canada, to describe an ideal show window for a hardware store. I quote his description with a few alterations:

Have the window made to accommodate the larger goods usually carried by a hardware firm; viz., stoves, ranges, washing machines, bath tubs, bicycles, etc. This means that the window should be about eight or nine feet high from floor to ceiling, and as wide as the arrangement of the store front permits. The floor of the window should be about eighteen inches from the level of the pavement, so that the goods displayed will be under the gaze of passers-by. From front (glass) to back the depth should be about six feet, although a depth of as much as ten feet does not come amiss in some displays.

The front glass should be a solid plate, so as to avoid the use of sash bars that obstruct the view. In selecting the plate glass you must examine it carefully for flaws, waves and scratches. The glass should be of reasonable thickness, as thin glass in large sizes is more readily broken. The size of the plate will of course depend on the height and width of your window.

Plate glass is expensive and all possible precautions must be taken to avoid breakage. Do not place a heated gas stove or lamp near a plate glass. The uneven heating of the glass may cause it to crack.

Above the sash of the front plate you should use prism glass, by means of which the light will be thrown back into the store.

In the sashes above and below the front glass there should be placed some air vents. These vents can be made in the shape of flues one inch in diameter. It is not absolutely necessary to use flues, but the angles will tend to shut out dust that would otherwise be blown through holes bored into the sash. In case other forms of ventilators are used they should be covered with two wire screens, a coarse one for strength and a fine

one to catch small insects and dust particles.

The purpose of the vents is to let in cold air from the outside, so that the temperature will be the same on both sides of the glass. This is to prevent the glass frosting. It is the only method of preventing frost that has been found practical, except to use double plates with a dead air space between. Most dealers will hardly care to go to the expense of purchasing two plates of glass.

Some dealers do not appreciate the necessity of a back partition to the show windows. This partition can be built as far from the front glass as you think advisable, but, as previously suggested, the depth of the show window should not be less than six feet. The partition is absolutely necessary to box up the window space in order that the warmth of the store does not precipitate frost on the plate front in freezing weather. For this reason the partition and entrance door must be almost, if not quite, air tight.

If possible the back partition should be constructed of solid pine or some other soft wood. This will allow you to drive nails or tacks into it readily at any spot desired. In case, however, the arrangement of your store demands more light from the front windows than can be procured from the prism glass of the transom you can place panes of glass in the partition.

These panes of glass should be small, with heavy sashes of soft wood for convenience in tacking drapes and fixtures to the sashes at convenient distances. If you make your drapes of cheese cloth, a large percentage of light can penetrate. Don't leave your show window only half finished by failing to put in a back partition.

The door or doors should be wide enough to permit the entrance of large articles. By making the door slide on tracks room will be economized. In either sliding or hinged doors, however, the fitting must be perfect, so as to be nearly air tight. Never leave the doors open unneces-

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

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

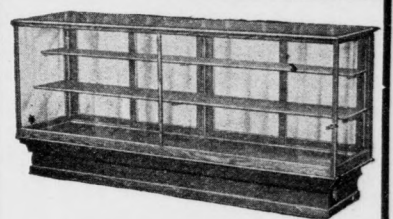
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**FUEL & BLDG**  
**MATERIAL CO.**

#### We Make the Tools

For Making all Metal  
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**Punches, Dies, Models  
Samples, Etc.**

**West Michigan Machine &  
Tool Co., Ltd.**  
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Foot of Lyon St.



**Wilmarth**  
THE CASE WITH A CONSCIENCE

When your cases bear the above mark you have a good case—a dependable one. Would you like to know more about this kind? Write

**WILMARTH SHOW CASE CO.**  
936 Jefferson Ave.  
GRAND RAPIDS, MICH.

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**School Furniture  
School Apparatus  
Church Furniture  
Opera Chairs  
Portable Folding Chairs  
Settees of All Kinds**



Chandler Adjustable  
Desk and Chair



Send for  
Catalogue and  
Prices covering  
any line in  
Which you  
Are  
Interested

Remember that we are the foremost manufacturers of such equipment, and can offer especially attractive inducements in the way of prices as well as choice of styles—from the least expensive to the most elaborate.

We have thirty-five years of experience in this business. As a result our product is the best possible.

**American Seating Company**

215 Wabash Ave.



CHICAGO, ILL.

NEW YORK

BOSTON

PHILADELPHIA



sarily in cold weather. When the doors are open for a few minutes a little moisture will gather on the window, but this will disappear as soon as the temperature is again equalized with the outside.

You can either make a ceiling for the show window or run your back partition clear up to the ceiling of the store proper. There does not seem to be any particular advantage in either form. If you make a special ceiling for the show window it should be higher at the front than at the back. Make it of soft wood, as there are times when you may desire to suspend drapes and other trimmings from it. In case you do not make a special ceiling for the show window you can put large panes of glass in the back partition above the line of the top of the front plate.

The floor should be made of soft wood, matched instead of beaded. You will wish to drive nails into the floor and sometimes bore holes through it for the accommodation of electric wires, pipes, shafting, etc.

Avoid posts, sashes and all other obstructions to the view of passers-by. Do not place letters or signs on the plate glass where they will hide any part of the display.

If the wood work of your window is painted at all it should be finished in pure white. It is often desirable to harmonize color schemes, and the wood parts of the window will either be covered with drapery or they can be tinted with a wash of calcimine or muresco.

Some trimmers are partial to mirror backgrounds and the back partitions can be covered with mirrors if wanted. A solid wood partition seems to be most satisfactory in the long run, however.

The above description will enable you to give your architect a general idea of how you desire your window built; but we suggest that you examine a number of first-class windows before you actually decide upon the building plans and specifications. Each store front offers special opportunities—or problems—and these must be solved by the individual.

Remember that the awnings over your windows must be adjusted from time to time throughout the day to overcome reflection. The matter of reflection is especially important when you desire to photograph your window. It is better, however, to take photographs of your displays at night if the artificial lighting is correct. When you are competing in a window display contest you must use every precaution to avoid reflection.

When and What To Display.

All experienced window trimmers who have made a success of their profession advise frequent changes of displays. No display should stand for more than a week at a time. This is principally true for two reasons: the passer-by will be attracted by a change in your display, while the "same old window" would cease to have any effect; second, your competitor may imitate your display in order to divide the spoils and, if your display continues to stand it will simply be a duplicate of his. By chang-

ing your displays frequently you are likely to steal a march on competitors.

It is evident that seasonable goods should be displayed in season or a little before. The trimmer who makes a study of the subject is not likely to overlook this idea.

Another reason why seasonable goods should be shown in season is because manufacturers of such goods conduct their heaviest publicity campaigns in season. Your displays of seasonable goods will therefore complete the circuit between the manufacturer's advertising and your own supply.

Special occasions also call for timely displays. Some trimmers take advantage of all historical anniversaries in discovering subjects for displays. Windows trimmed in harmony with the sentiment of Christmas, Easter, the Fourth of July, Washington's Birthday, etc., will attract attention even if they do not result in a great number of sales. Each town has its local festivals which offer occasion for special displays. Old Settlers' Day, Home Week and other local celebrations can be commemorated by timely displays which will appeal to the sentiments of passers-by. Sometimes it is a good idea to place special attractions of this kind in your windows just to get people in the habit of looking for something of interest. You have gained a big victory when you succeed in thrusting your window displays upon the consciousness of the community. Don't overdo special stunts, for the edge will wear off in time; but a stunt once in a while as a change from the regular routine is a very good thing.

A great many commodities are not seasonable and can therefore be made the subjects of displays at any time. The window trimmer might devise a system for displaying such goods. Some trimmers have a date book which provides for the display of a certain line each week in the year. Such a system is all right if it does not result in suppressing originality.

The window trimmer should keep in close touch with the buyers and department managers, who will often suggest just what line should be displayed at a certain time. Close co-operation must always exist between trimmer, advertising manager and buyer. This is especially true in stores which are departmentalized. When all work toward the same end better results will be realized than when everyone is driving away independently.

Remember that a great many people who pass your store will devote only a glance to the display. As in all kinds of advertising that remain stationary while the observer is moving, simplicity is the supreme virtue of a window display. By this I mean that the "moral" must be apparent at a glance. If you fill a window with a great variety of goods the casual observer can not gain any particular impression which will be registered in his mind as a lasting idea. It is better to show only one line of goods at a time. The observer will then be

made conscious of the fact that you have that line of goods. This seems like a slow process of acquainting people with your stock, but it is much better to impress one lasting idea upon the minds of prospective customers than to confuse them with a muddle from which no single idea can be extracted.

To be sure, some people will stop to gaze at your displays and in such cases secondary ideas can be acquired. Even then, however, the examination may not last for more than a few moments and the argument still holds good. Display one line effectively, but frequently change the displays. This will bring the quicker and more lasting results.

O. A. Keyser.

#### Fits and Misfits in Names.

Doubtless every city has its quota of names strikingly suited or unsuited to the businesses of the owners. Looking over the Chicago telephone directory one will find a few choice specimens of the sort. There is a man named Goldsmith who is an assayer, one banker named Goldman, and one who is Rich. There is a barber named Delay and a restaurant keeper named Wait. Seger sells "se-gars," Dr. Paine is a dentist and Stein runs a cafe. Among the lawyers one belongs to the Barr family, another answers to the name of Fales, while two others are Short and Slack. There are also a Lyman and a Blackman who practice law.

That a milliner should be a Rosengarten seems particularly suitable this season, and to find a Vail in the same list is not half bad. Among saloonkeepers we find Beiriger, Brewer, Wineman, Trinx, Porter, Sabath, Fairservice, Ketchum, Dahm, Full and Kill. There is also an undertaker who is Yuers!

Landt, Eastland and Sweetland are to be found in real estate offices. O. Plank is a promoter. We discover physicians who are Good, Goodkind and Low. Still another doctor who rejoices in being Maydwell is willing and anxious to pass the blessing of health on to others. Some are Caldwell and one is Going, another is fortunate enough to be Feingold. One is a Germer, while another is Green.

If it were the custom to have all signs painted with the name and the business or profession in juxtaposition a long ride downtown on the trolley might be most interesting and amusing. From the street car win-

dows we should see: "Apple—Grocer," "Blue—Dry Goods," "Brown—Dry Goods," "John Burns—Lumber," "Bolter—Ironworker," "Green—Grocer," "Fine—Furniture," "Hand—Addressing Company," "Hay—Dealer in hay," "Hursen—Ambulance Company," "Herring—Market," "Green—Fruits," "Hall—Furniture," "Morehouse—Architect," "Meek—Advertiser Co.," "Palmer—Manicurist," "Squair—Druggist," "Wood—Lumber," "Webb—Mining Company."

Beside these oddly appropriate names we discover an interesting lot of "misfits." We find men named Potter, Thrasher and Diver, all of them plumbers. There are a Tailor, a Bishop, a Butler and a Baker who became physicians. A Butcher and a Singer are in the grocery line and a Baker owns a meat market. Sunday was once a professional base ball player, although now engaged in religious work. A Mason and a Farmer are among the lawyers and a Miller is a printer, not to mention the captain of a life saving crew whose whose name is Carland.

Mary E. Walton.

#### The Waiting Ones.

A gentleman meeting a young woman who had formerly been a servant in his house and in whose welfare he was interested, the following conversation took place:

"Why, haven't you got married yet?"

"No, sir."

"Well, I thought you would have been married before now."

"Oh, no, sir; there's two waiting."

"Two! Why, you don't mean to marry two, do you?"

"No, sir."

"Then who are they?"

"Why, the two that's waiting are the parson and me. We are waiting for the man."

Many are saving up all their piety for purposes of penitence.

#### STEIMER & MOORE WHIP CO. WESTFIELD, MASS.

Manufacture all their Whips and sell to dealers only. "Buster" Pat. 6 ft. and 6 1/4 ft. only. It is a stock buster. Nothing equals it for hard use. Write for prices to the firm or

GRAHAM ROYS, Agt., Grand Rapids, Mich.

#### MAYER Honorbilt Shoes Are Popular

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

#### CHAMPION 70 TO 72 GRAVITY

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

Grand Rapids Oil Company

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

#### FOOTE & JENKS' COLEMAN'S (BRAND)

Terpeneless

High Class

#### Lemon and Vanilla

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

FOOTE & JENKS, Jackson, Mich.



## OUR FRUIT INTERESTS.

## They Will Be Exploited at Irrigation Exposition.

Geo. E. Rowe, who is preparing the exhibit to be made at the Irrigation Exposition at Chicago late in November by the Western Michigan Development Bureau, recently visited Baldwin, Lake county, and was greatly interested in some of the farms he inspected. Six Italian families were brought in two years ago and placed on forty-acre farms in the vicinity. They paid \$10 down on their land contract and were assured that plenty of time would be allowed to make up the balance at \$12 an acre. The first season the families each cleared about an acre and raised enough potatoes and other vegetables to carry them through the winter. For other necessities and spending money they picked huckleberries and worked for other people at such odd jobs as were offered. Each family succeeded in buying a cow during the first season and this helped out their living. This year the Italians have eight to ten acres each under cultivation and Mr. Rowe says they will sell enough of their surplus products to pay up their contracts. He says their late potatoes show every indication of a fine crop, that their sweet corn is ahead of that growing in Kent county, that their musk melons are of superior quality and their beans equal to anything he has seen in Michigan. The soil is sandy, but they have been favored with timely rains and have been diligent with the hoe. They have not yet attained to the possession of horses, but this season are clubbing together to buy one horse and a wagon to carry their products to market. Mr. Rowe says their families are happy and that prosperity seems to be coming their way to a degree they never could have looked for had they remained slum dwellers in Chicago. While these Italians have been getting along nicely several American families who settled in the same neighborhood and at about the same time are wishing they had never come. These families came from Illinois, Indiana and Ohio. They had been accustomed to big acreage and heavier soil. They tried to start on a big scale, and lacking equipment and lacking, also, the Italian degree of industry they have not prospered. Every member of the Italian families seemed to be busy on their little farms when Mr. Rowe visited them, but at the American farm he called at the head of the house had gone fishing and his corn field seemed to be smothered with weeds.

In his canvass of the Western Michigan counties for facts, figures and samples Mr. Rowe has visited several farms created by lumbermen or lumbering companies to demonstrate the value of their cut-over lands for farming purposes. These farms, as a rule, have not been highly successful and this lack of success has been due largely, in Mr. Rowe's opinion, to the absence of intelligent management. The Buckley & Douglass Lumber Co., of Manistee, has a 300 acre farm about twelve miles from

Manistee, and it has been planted chiefly to apples, peaches and pears. It is estimated that \$35,000 has been put into this farm and Mr. Rowe says as a business proposition it is worth hardly as many cents. The man in charge is an old and faithful employe of the company who used to work on the drive. He has zeal, ambition and industry without limit, but not the know how. He has sprayed the trees with great diligence to kill the pests, but he used the wrong kind of spray and as a result did more damage to the trees than to the pests. In early spring Bordeaux Mixture is the stuff to use against fungus diseases, but later in the season, when the leaf-eating bugs and worms appear, the spray must be poisonous to kill them. Bordeaux Mixture has been applied right through the summer and the bugs and worms have grown fat on it, while the trees have been all but killed by the scalding of their leaves. The orchards have been regularly cultivated, Mr. Rowe says, but so clumsily that many of the trees have been barked and ruined. Mr. Rowe has been asked to make a written report to the company on the condition of the farm and to offer suggestions for its future management. Several of the other lumbermen farmers will have their fields and orchards inspected and reported on in the same manner. With proper management Mr. Rowe believes Western Michigan should be this country's greatest garden spot and fruit growing district.

The exhibit to be made at the Irrigation Exposition, Mr. Rowe says, will be one that will surprise all but the very best posted Michigan people, to say nothing of the rest of the world, because of its variety and quality. The leading feature will be fruit, and all the dozen or more counties in the district will be represented. The berries, currants, cherries, plums and early apples which will be long out of season when the Exposition is given will be displayed in preserved form. The preserved fruit will not be the kind that the careful housekeeper puts up for winter consumption. The strawberries will be shown in kerosene oil, which preserves them perfectly without loss of color, shape or size. The samples will be in specially made glass bottles or jars large enough to show whole clusters as picked from the vines. Raspberries, blackberries, huckleberries, currants, gooseberries, plums and cherries will be similarly shown except that each fruit has a different solution. Sour cherries would spoil in the solution that would keep sweet cherries perfectly, and what is good for plums is no good for currants. The different acids make the individual solutions necessary. The cherries will be shown in jars three feet in height to accommodate heavily laden branches cut from the trees. The smaller fruits will go into smaller cans, but in the same general way.

The cannery interests of Western Michigan will constitute an interest-

ing part of the exhibit, and when these interests are expressed statistically Mr. Rowe says that Michigan itself will be surprised. An interesting fact that will be brought out is that Michigan canned fruit sells readily in the California market and at about 20 per cent. higher price. In Michigan peaches cost the canners \$30 to \$40 a ton and in California the price is around \$17. In Michigan cherries cost about \$2.30 a bushel and in California \$1.46. The Michigan canners can pay the higher price and more than meet California competition because the Michigan quality is so much higher.

## Unsolved Problems of the Clouds.

Clouds are among the most striking appearances of the natural world, whether heralding the dawn with beacons of flame and banners of gold, or escorting the sun's descending car with armies of light and sapphire thrones; whether clothing the mountains with garments of beauty, or enriching the landscape with flying shadows; whether shading the weary from the noonday heat, refreshing the field and the garden with gentle showers, or shaking the earth with mighty thunders; whether moving in silent and solitary grandeur along the blue deep of the sky, or covering the whole heavens with black and jagged masses, torn by the tempest and hurled onward like charging hosts in the shock of battle—glorious in the morning, grateful at noonday, prophetic of the dawn at evening—clouds lend a charm to every landscape, a diversity to every season, and a lesson to every thoughtful mind.

There were some men in ancient times who thought it strange that they could not find out the ways of the Almighty to perfection, and to silence such presumption they asked the question: "Dost thou know the balancing of the clouds?" This question has now been before the world for more than 3,000 years. Men have been studying and growing in knowledge all the time. But nobody has yet been found able to answer it, either among the shepherds, like Job, who are as familiar with clouds as with their flocks on the mountains, or among philosophers, who study vapors and stormy winds in laboratories and upon house tops.

Clouds are formed of water—and water, however minutely divided or blown into bubbles, is always heavier than the air. And yet these flying fountains of all the rivers of the earth, these armed and thundering legions of the storm, that beat down the forests with hail and bury the mountains in snow, and flood the

plains with water, go floating over us at vast heights with all their mighty magazines, when all our philosophy would require them to sink to the earth. Why do not these come down at once, rending the barriers of the mountains and desolating the plains with another deluge?

Nobody knows. It is a sign of progress in knowledge that men have discovered their ignorance. Job must have been guided by something higher than mere human wisdom to have been able to ask in his day the one question which is still hardest to answer about the clouds. He might have asked 100 others which are easy for us, but which nobody could answer in his time.

Philosophers tell us that clouds are formed when cold air comes into contact with warmer, and condenses the moisture into vapor. The cloud shows where the cold is diffusing itself through the warm air and making itself visible. But who can tell us how cold or heat can range in orderly ranks in the thin air, and go marching above the mountains for many a mile across the sky like battalions of armed men that never break their ranks, never forsake the standard under which they are marshaled?

Can anybody understand how a million separate breaths of cold or warm air can be kept floating for miles at vast heights so as not to mingle with each other as we have all seen the sky flecked with millions of clouds no bigger than the white wings of a sea bird and every curled and twisted flake of moisture moving upon its own track. Who can tell us how cold can rise up in towers and pinnacles and thrones, or stand like a wall of adamant with battlements of fire and foundations in the darkness, as we have all seen clouds hang for hours motionless in the western sky, or gather in solid and shining legions around the setting sun? These and many other questions about the clouds nobody can answer.

Tom W. Winder.



Mail orders to W. F. McLAUGHLIN & CO., Chicago



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CORN POPPERS, &c.**

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### Sure Way To Lose Good Customer.

Many years ago I had a customer to whom I had sold all his goods in my line for fifteen years. He was not a large buyer, but a first class account and seldom complained. One of our stock clerks, who always filled his orders thought that because Mr. Blank was a small dealer and never made complaints anything was good enough to send him as substitute for the goods which he had ordered. It frequently happened that I saw goods on his counter which were different from those I had sold him and always were inferior in style or quality. This is a thing I always regret deeply. If salable goods, even of a little different pattern, are substituted, they seldom are returned. Many houses think substituting gives a good chance to get rid of undesirable stuff; but they don't know how many customers they lose by it.

One day I chanced to be in our store when an express package came from Mr. Blank. I opened it and found that it contained a poor hat which sold at \$7.50 a dozen, but which had been billed to him at \$9 a dozen. I called the stock clerk and asked him why the man had not received the \$9 hat which I sold him. He said the hat was "out" and that this had been sent in its place.

"But," I said, "this hat sells at \$7.50 and is poor at that. Why didn't you change the price on the bill? He probably would have kept the hat at the lower figure."

"That is a thing which we never do—change prices on orders," was the fool's reply.

A month later I went to Mr. Blank to sell him his spring goods, but Mr. Blank told me that he had bought all his goods and that in future he would purchase them from A., B. & Co. He had received too many poor and unsalable goods from us, he said, and could do better with other firms. I never was able to sell that man again and I could not blame him for quitting the firm.

A house must support the salesman in his efforts to deal fairly with customers. It is often the case that a traveling salesman does his best to treat a customer right in order to hold his trade, while, through the stupidity or obstinacy of some block-head employe in the store customers are driven away from the firm.

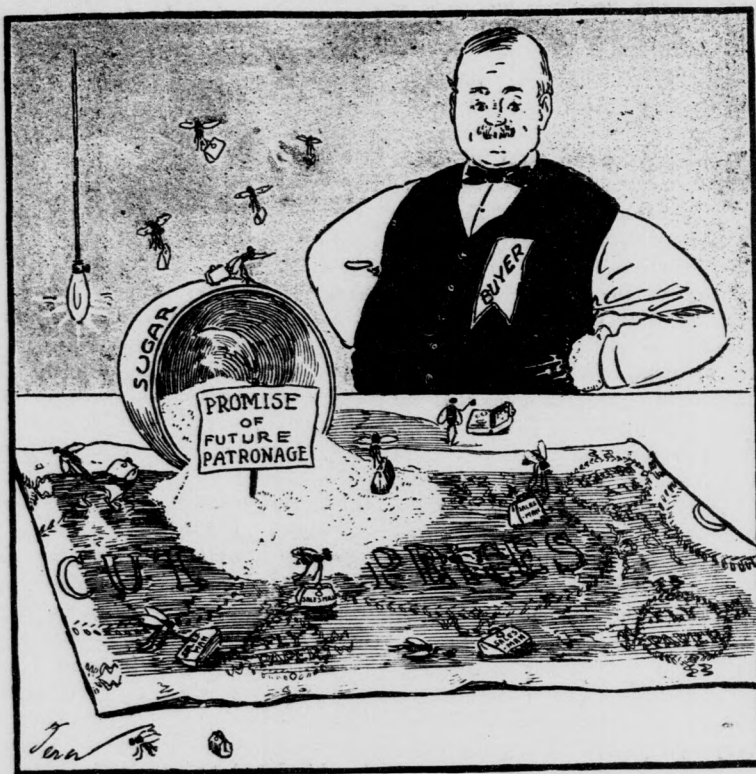
Substituting similar styles in place of goods bought can not be avoided in a jobbing house if the retailer re-orders goods by mail or near the end of a season. Manufacturers and jobbers must close out their seasonable goods before the season is over; to carry over many means a loss. But

if the retailer orders his spring and summer goods in October and his winter goods in February he has a

satisfied. If this happens often the firm loses a customer.

Therefore, it is good policy for a buyer to confine his selections of a certain line to as few numbers as possible. If fifty patterns or styles are shown him, he should select half of the best. Then he should carefully go over them again and reduce the line one-half, and from this he should be able to select as many of the best and safest patterns as he needs. Thus he avoids substituting, loss on undesirable stuff and complaints and loss of customers.

Once I had an amusing experience of the substituting nuisance. One day



### KEEP AWAY FROM THE TRAP.

The salesman who gets into the habit of cutting prices to accommodate customers is as helpless as the fly caught on the fly-paper. It is as hard for the salesman to break loose from the habit of making these concessions as for the little fly to extricate his feet and wings from the sticky mess that ensnares him. All the fly can do is to buzz a lot of curses and wish he had steered clear of the trap. The salesman who gets caught on the concession habit must break away or he might as well give up the ghost at once. Folks who want to catch flies put sugar near the fly-paper as a lure; buyers who want to catch salesmen hold out as a lure promises of future patronage. What good will the sugar do the fly if the fly gives up its life and liberty and the pursuit of happiness to get it! What good will your customer's future patronage do you if you have to forfeit reasonable profits as the price of it?

right to expect that his purchases will turn out exactly as he has ordered them.

Such a result a careful and experienced buyer always brings about by confining his purchases of a certain grade of goods to as few kinds as possible. If he buys all he sees he will have many kinds which do not sell readily. In a large line there are a few patterns which every traveling salesman sells. The result is that these good numbers are soon sold out and the others remain on hand. In order to get rid of them the stock clerk or sales manager substitutes them in place of the goods sold, thus avoiding the necessity of reordering the salable patterns. This causes much annoyance; either the goods are returned or the customer is dis-

I came to a customer in Fond du Lac, Wis., to whom I sold a few brown felt hats. When the order came into the house the brown hats were sold out and the stock clerk had substituted a light pearl hat in place of them. As soon as he saw me my friend yelled out: "Say, you fellows in the house seem to have a funny way of filling my orders; when I order a mule I don't want a bedstead in place of it."

When he said this I burst out into laughter such as I had not indulged in for years. I thought this was the best illustration of the substituting nuisance I had known. When I wrote this to my firm it had the same effect upon the house, and since then "substituting a bedstead in place of a mule"

is a popular phrase among the stock clerks when substituted goods are returned. C. T. Wettstein.

### The Better Way.

"Do you know," said Green as he overhauled Davison on the street the other evening, "that the wheat crop is going to be short this year?"

"Yes, and it's going to make hard times," was the reply.

"You bet it is. And they say the hay crop is short."

"Yes."

"And the potato bugs are eating up the vines."

"Yes."

"And that Panama Canal is going to cost fifty million dollars more than they thought for."

"I see."

"I tell you, Davison, this country is on the verge. Yes, sir, right on the verge."

"Yes, I think so myself."

"There will probably be another earthquake soon."

"Shouldn't a bit wonder."

"Followed by a terrible war with Japan."

"Yes."

"And bankrupts will be as thick as flies around a sugar barrel, and we shall all go to the dogs."

"I can't dispute it."

"Yes, sir, go right to the dogs; but, say, Davison."

"Yes."

"The druggist on the corner here gives the biggest glass of soda in town for a nickel. Let's go in and have a cooler to get through the day on."

We lose any great attainment when we try to turn it into a resting place.

Your rank amongst men depends on how you help them to rise.

## 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.

### Like the Little Red School House

in the poem

## Hotel Livingston

Grand Rapids

is "half way up the hill." No more convenient location. Just high enough to catch the freshest, purest air.



**What Other States Are Doing.**

Written for the Tradesman.

Florida's State Board of Health has authorized the erection of a bacteriological laboratory at Tampa, the building to cost \$10,000.

The California Legislature at its last session passed a law which protects the school lands of the State against seizure and exploitation by land sharks.

Prison stripes have been abandoned in Missouri, the striped clothing being retained for incorrigibles, which is similar to the custom in Michigan.

South Dakota will ask the Government to set aside 5,000 to 10,000 acres of land on Rapid River, in the western part of the State, as a National buffalo park. The Philip herd of buffalo in South Dakota is the largest in the world, now numbering 300 head of full blood plains buffalo. The increase this year was thirty calves, and it is stated that Mr. Philip is willing to divide his herd, which has outgrown its present grazing grounds.

"Great is Oklahoma," exclaims the editor of the Oklahoma City Times. "Get a hundred and sixty out here and quadruple your income. Oklahoma farmers ride in automobiles, while those of the Central East use a jagger. Oklahoma farmers diet on home grown strawberries, while those of the East eat icicles."

Arkansas is coming to the front. A cotton school was conducted in Little Rock this summer and practical instruction given the farmers not only in growing cotton but in other agricultural matters. The school was well attended.

Alarmed by the figures showing that more than two billion feet of the finest timber has been cut from the forests of the State since 1880 Vermont is making a start along forestry lines. A State Forester has been selected and a tree nursery established. The State has also imported from Germany more than 100,000 saplings, mostly white pine, suitable for building purposes, and farmers will be coaxed, possibly compelled, to buy trees at cost prices and set them out on their waste lands.

Not many years ago travelers in the East on coming to a railroad crossing passed under a huge sign stretched across the highway and reading, "Railroad crossing. Look out for the engine when the bell rings." Later on the clause "when the bell rings" was omitted, and for many years crossing signs have been, "Railroad crossing. Look out for the engine." Now the Boston & Maine road has secured permission of the State Railroad Board to cut out the words "Look out for the engine" and the syncopated signs will be simply, "Railroad crossing."

The Santa Fe Railroad will experiment with cocobola and oak ties, imported from Japan, along its road-bed in Kansas. Spikes can not be driven into this dense wood and holes will be bored and screw ties inserted.

The system of forest patrols and lookout stations and the introduction of telephones in the forests of Maine have meant the saving of thousands

of dollars annually to owners of timber land.

Governor Hughes has called a special session of the Supreme Court of New York with a view to securing a prompt trial of the pending actions instituted by the State to prevent the continued pumping by private corporations of carbonic acid gas from the waters at Saratoga Springs. The New York Legislature has appropriated \$500,000 for the purchase of springs at the Spa and the forming of a State reservation.

Missouri's first Forestry Commission has been appointed by Governor Hadley.

The Colorado Manufacturers' Association has issued a rate book, a handy compilation of freight and express rates which affect Colorado points. The book will make it possible for shippers to determine rates without constant reference to numerous complex railroad tariffs.

The Georgia Legislature, which has just adjourned, passed the employers' liability bill, also a bill prohibiting the use of trading stamps. Provision is also made for taxes on the manufacture and sale of near beer in Georgia during the next two years.

Preparations are under way for the New England fruit show, to be held in Boston, Oct. 10-24, and liberal prizes will be offered with a view to making New England the banner fruit growing district of the United States.

It is possible now to make a continuous trip by trolley line from Waterville, Me., a point beyond Augusta, to Chicago, a distance of 1,602 miles.

Shipments of potatoes, tomatoes, fruit and garden truck out of Southern New Jersey during the past three years has shown a remarkable increase, due largely to the efforts of the Pennsylvania Railroad in establishing fast freight service and in conducting a development campaign.

Almond Griffen.

**Illegal Notes Held To Be Legal.**

Lansing, Aug. 24—Through a recent decision of the Michigan Supreme Court, a legal struggle of several years' duration has been ended and the winding up of the affairs of the Central Implement Co., of Lansing, with a factory at Standish, has been made possible. Accordingly, the Detroit Trust Co., as receiver, under appointment of the Ingham Circuit Court, has distributed among the stockholders assets amounting to \$47,500, this being a dividend of 27.27 per cent.

The decision is one of great interest to credit men throughout the State, and will serve as a guide in numerous instances.

The fight in the courts was caused by two factions among the stockholders. It arose in this way: The concern was a partnership association limited, and the law provides that in such cases all notes and contracts in excess of \$500 must be signed by at least two managers or trustees, as they are known, to be legal obligations. Some of the notes of the Central Implement Co. were signed by only one person, and this caused a division of the stockholders when an effort was made to settle matters.

This wrangle threw the settlement into the courts and caused a delay of years.

The court held that all the notes must be regarded as obligations of the defunct concern for this reason: That so many of the notes had been issued from time to time with only one signature that it had become a custom with the firm, and that all the directors had knowledge of the custom and never had made objection to it.

The claims in all amounted to \$175,000, and have been in the hands of the Detroit Trust Co. In the meantime the factory at Standish and other property were sold and the proceeds held by the trust company pending the outcome of the legal battle.

**Michigan Railroads Again Defeated.**

Jackson, Aug. 24—According to a decision handed down by Judge Murphy, of the Jackson County Circuit Court, the Michigan Railroad Commission is constitutional, the excess baggage rates fixed by it are reasonable, and it had the power to fix those rates. The decision was rendered in dismissing the bill of complaint of several of the leading railroads of the State, including the Michigan Central, Lake Shore, Grand Trunk, Pere Marquette and G. R. & I.

These roads have maintained, since the appointment of the Commission two years ago, that it is unconstitutional, and has no power to legislate as to rates, which is the same attitude taken at first toward the United States Interstate Commerce Commission by the great trunk lines, and fought out in the Federal Supreme Court.

The case had already gone to the Michigan Supreme Court for a partial construction of the act creating the Commission, and in a decision rendered May 15, of this year, was referred back to Judge Murphy for adjudication upon the entire merits.

Jackson shippers are of the opinion that the railroads make a mistake in putting up fights of this character solely for the purpose of gaining delay and involving shippers in court expenses. All of the matters thus far contested by the railroads came under the class described as "vexatious litigation." The railroads are not acting in good faith; on the contrary, they are little less than pertiferous in their persistent attitude of opposition and annoyance.

**Gripsack Brigade.**

Charles M. Smith, who traveled twenty-three consecutive years for the Michigan Drug Co., has concluded to make a six months' tour of Europe and will sail from New York sometime in September.

A Greenville correspondent writes: Charles Dell, for years pharmacist at Slawson's drug store, has resigned to become a traveling agent for H. K. Mulford, of Philadelphia. He is succeeded by T. R. Martin, a pharmacist from Chicago.

Eugene A. Welch was recently tendered the position of warden of Jackson prison and also a partnership interest in the extensive system of re-

tail groceries conducted in Los Angeles by J. R. Newberry, but declined both offers to remain with Clark, Coggin & Johnson, the Boston coffee house which he has represented in Michigan, Ohio and Indiana for several years.

George C. Hollister, sales manager for the Hot Blast Feather Co., was a passenger on the Pere Marquette resort flyer near Grand Ledge last Wednesday night when the locomotive boiler exploded, killing the engineer and fireman, wrecking the train and injuring half a dozen passengers. Mr. Hollister was badly cut and bruised about the head and face, but he was able to assist in removing and caring for the dead and injured. He escaped from the overturned coach by crawling through a window and then stumbled over the body of the engineer, who had been killed instantly.

**Movements of Working Gideons.**

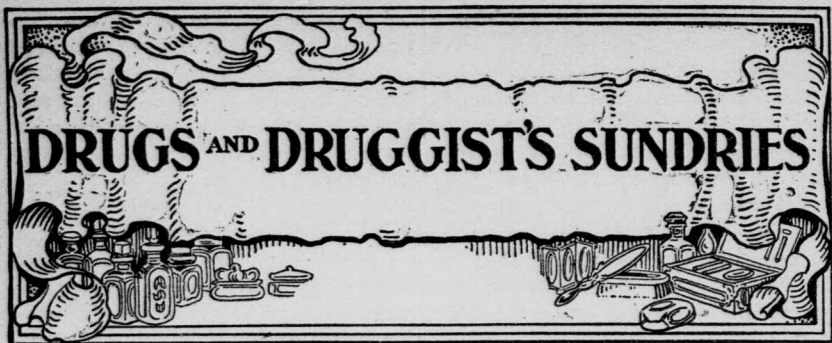
Detroit, Aug. 24—The Griswold House meeting last Sunday evening was led by W. R. Barron, with Mrs. Adams presiding at the piano. A. E. Roof, with his wife and two daughters, from Cleveland; Oliver Mour, Washington, D. C.; R. B. Hannaford, Miss Woodward, C. H. Joslin, A. C. Holmes and guests of the hotel filled the room and at times the hall. Brother Barron took up the subject, "The Vine, the Branches and the Husbandman." He started in with a garden, the one God made for Adam, without weeds, thorns or thistles, and the trimmings were of onyx, beautiful only as God could prepare. Then came the tempter, Sin, and the curse, and with this weeds, thorns and thistles, but, as Jesus said, "I am the vine, ye are the branches and my Father is the husbandman." Now, if God is the vine-dresser He expects every branch in the vine to bear fruit because of the relation in which it stands to the vine. Jesus Christ is the living vine and we are living branches in Him. The Redeemer calls Himself the vine and compares all believers in Him to branches of Himself, and His Father to the husbandman or dresser of the vine. A mere profession gives no man a place in the true vine. We must abide in His word as our rule and in His merit as our righteousness. He that exercises faith in Him and loves Him feeds upon his promises and is led by His spirit. "The same bringeth forth much fruit." Aaron B. Gates.

G. S. Buck, Advertising Manager for Butler Bros., calls attention to the fact that the articles published on page 18 of last week's issue, entitled Figuring Profits and credited to the Calgary Trade Journal, originally appeared in the Butler Bros. catalogue and should have been credited to that publication instead of to the Canadian periodical. The Tradesman cheerfully calls attention to the correction.

August Fuhrman, formerly in the shoe business at Greenville, succeeds George B. Shaw in the grocery business at 43 West Leonard street.

He never has a message who does not know how to listen.





## DRUGS AND DRUGGIST'S SUNDRIES

**Michigan Board of Pharmacy.**  
President—W. E. Collins, Owosso.  
Secretary—John D. Muir, Grand Rapids.  
Treasurer—W. A. Dohany, Detroit.  
Other Members—Edw. J. Rodgers, Port Huron, and John J. Campbell, Pigeon.

### Michigan State Pharmaceutical Association.

President—Edw. J. Rodgers, Port Huron.  
First Vice-President—J. E. Way, Jackson.  
Second Vice-President—W. R. Hall, Manistee.  
Third Vice-President—M. M. Miller, Milan.  
Secretary—E. E. Calkins, Ann Arbor.  
Treasurer—Willis Leisenring, Pontiac.

### Preparation for Cleaning Dress Suit Cases.

A manufacturer who has had some practice in cleaning brown or tan colored leather says to first wash the case with soap and tepid water in which a little borax has been dissolved. When the leather has become dry apply the following composition:

Yellow wax ..... 5 ozs.  
Oil of turpentine ..... 5 ozs.  
Lard ..... 4 ozs.

Melt the wax, turpentine and lard together, remove from the fire, strain and stir constantly while cooling, then occasionally until the mixture is creamy; now add a mixture of

Spirit varnish ..... 4 drs.  
Caramel ..... 1 to 2 drs.  
and stir until the composition sets. Aniline Bismarck brown may be used instead of caramel, but it is apt to stain the leather more. A little experimenting is always in order.

J. Morley.

### Liquid Soap for Surgeon's Use.

M. Richaud advises the use of a liquid soap made according to the following formula, which, he says, produces a saponaceous fluid which is very frothy and penetrable:

White soap ..... 1,000 parts  
Soft soap ..... 1,000 parts  
Poppy oil ..... 500 parts  
Water ..... 3,000 parts

The white soap is scraped, mixed with the other ingredients and the whole heated to form a paste, to which are added:

Glycerin ..... 50 parts  
Betanaphthol ..... 50 parts  
Alcohol (90 per cent.) ..... 500 parts  
Oil of lemon ..... 50 parts  
Water, enough to make 15,000 parts

P. W. Lendower.

### Good Formula for Liquor Ferri Aluminat.

A solution giving good results and much in favor with many physicians is made from a formula of Prof. Hemm's, of St. Louis. It will keep any length of time and does not precipitate. Dark red color, pleasant and agreeable taste, without astrin-

gency. Dose: 1 teaspoonful to table-spoonful.

Dialized iron ..... 12 drs.  
White of eggs ..... 12 drs.  
Cinnamon water ..... 30 drs.  
Alcohol ..... 30 drs.  
Acid hydrochloric ..... 15 dps.  
Dist. water to make ..... 18 ozs.

The white of egg diluted with cinnamon water is filtered. The iron previously diluted with water 6 ounces and containing the acid is added to the filtered liquid and the two shaken together. Add the alcohol and lastly enough water to make 18 ounces.

Thornton Douglass.

### How Tobacco Is Perfumed.

The aromatic odor of low grade tobacco is given to it in the fermentation process. It is known as "petuning," and is practiced with low-grade tobaccos. The formulae used are guarded as great secrets by the dealers who regulate the fermentation process. The following recipe is one which is used:

Rum ..... 160 ozs.  
Sour wine ..... 80 ozs.  
Tincture of valerian ..... 5 ozs.  
Oil of aniseed ..... ½ oz.  
Infusion of black coffee ... 40 ozs.  
Powdered cloves ..... ½ oz.  
Powdered cinnamon ..... ½ oz.  
Licorice paste ..... 1 lb.  
Water, to make ..... 400 ozs.

Tobacco of high grade develops sufficient aroma in the fermentation process without being petuned.

P. W. Lendower.

### Temporary Preserver of the Face and Hands of Dead.

An undertaker recommends the application of a strong aqueous solution of corrosive sublimate, the face and hands of the dead being occasionally wet with the solution by means of a tuft of absorbent cotton. Cloths saturated with a concentrated solution of saltpeter are also frequently employed to temporarily prevent discoloration of the skin. A lotion suggested by Prof. Renouard for the purpose has this formula: Aluminum acetate, 12 ounces; mercuric chloride, 2 ounces; water, 1 gallon. R. E. Dyer.

### Formula for a Good Baby Cough Syrup.

It is not advisable to administer cough syrup to infants, as the therapeutic effect of these remedies is largely due to narcotics. I would recommend rubbing the chest and neck freely with camphorated oil and covering with flannel. If there are croupy symptoms very minute doses of tartar emetic might be given to a limited extent, also the inhalation of steam.

P. W. Lendower.

### Fly Drums.

However carefully a drug store may be screened a few flies will get in and how to exterminate them becomes quite a problem. By many sticky fly-paper is thought to be the best means, but it does not add to the attractiveness of a store to expose sheets or ribbons that are coated with dead flies. To prevent such a morgue exhibition is not difficult.

Roll a sheet of sticky fly-paper into a cylinder, with the sticky side in. Roll this cylinder in one thickness of crepe paper, which should extend about two inches beyond the open ends of the fly-paper drum. Cut the protruding edges of the crepe paper into a fringe and curl each tongue of the fringe inwardly. Run a twine or ribbon through the drum and suspend horizontally from the lighting fixtures, top of shelving or from the ceiling, as may be desired. It is well known that light paper drapery will in itself draw and hold flies. The flies are attracted to the fringe of the drum and then crawl inside, where they are caught by the sticky interior and kept out of sight.

### The Clerk's Pay.

You can not make a clerk do better work for long by raising his wages. If he has it in him he'll do it anyway. The right kind of a man is trying all the time to do his work right, to do it a little better than just well enough to make it pass muster. The advance in wages should follow the improvement in work. To try to push a clerk into working harder by

giving him more money is like trying to push on a chain. It should be up to the clerk at the head of the chain to pull his wages up after him. Of course there are comparatively few clerks who are perfect and the employe question is the one that makes the most trouble and worry for the man who owns the store, but the employer can do a great deal toward stimulating the employe to try to forge ahead.

### The Drug Market.

Opium—Is very firm and advancing.

Morphine—Is unchanged.

Quinine—Is steady.

Salicylic Acid—Shows a slight decline.

Guaicol — Manufacturers have advanced the price.

Salicylate Soda—Is in sympathy with salicylic acid and has declined.

Cubeb Berries—Have advanced and are tending higher.

Oil Cubebs—Has advanced in sympathy with the berries.

Gum Camphor—Is weak and tending lower.

Buchu Leaves — Have again advanced.

Linseed Oil—Has declined.

### The Brute Retorts.

The Shrew—Actually, sir, your snoring is more than sufficient grounds for divorce! Why, oh, why do you sleep with your mouth open?

Her Husband (very meekly)—Perhaps, my dear, it's because I so seldom get a chance to open my mouth when I'm awake!

## Liquor Register System

For Use In  
Local Option Counties

WE manufacture complete Liquor Registers for use in local option counties, prepared by our attorney to conform to the State law. Each book contains 400 sheets—200 originals and 200 duplicates. Price \$2.50, including 50 blank affidavits.

Send in your orders early to avoid the rush.

Tradesman Company  
Grand Rapids, Mich.



## WHOLESALE DRUG PRICE CURRENT

<b>Acidum</b>	6@	75	Copaiba	1	75@1	35	Scilla	50	50	Magnesia, Sulph.	3@	50	Sanguis Drac's	4@	40	Oils	bbi. gal.		
Aceticum	6@	75	Cubebae	2	25@2	35	Scilla Co.	50	50	Mannia S. F.	60@	70	Sapo, G	15	15	Lard, extra	35@	90	
Benzoicum, Ger.	70@	8	Erigeron	2	35@2	50	Tolutan	50	50	Menthol	3	00@3	25	Sapo, M	10@	12	Lard, No. 1	60@	65
Boracie	12	12	Evichthitos	1	00@1	10	Prunus virg	50	50	Morphia, SP&W	2	90@3	15	Seidlitz Mixture	20@	22	Linseed, pure raw	56@	70
Carbolicum	16@	23	Gaultheria	2	50@4	00	Zingiber	50	50	Morphia, SNYQ	2	90@3	15	Sinapis, opt.	18	18	Linseed, boiled	57@	60
Citricum	48@	55	Geranium	1	00@1	00	<b>Tinctures</b>			Morphia, Mal.	2	90@3	15	Sinapis, opt.	30	30	Neat's-foot, w str	65@	70
Hydrochlor	3@	5	Gossippii Sem gal	70@	75	Aloes			60	Moschus Canton	40	40	Snuff, Maccaboy,	40	40	Spts. Turpentine	Market		
Nitrosum	8@	10	Hedeoma	2	50@2	75	Aloes & Myrrh.			60	Myristica, No. 1	25@	40	De Voes	51	51	Whale, winter	70@	76
Oxalicum	14@	15	Junipera	40@	21	00	Anconitum Nap'sF			60	Nux Vomica po 15	10	10	Snuff, S'h DeVos	51	51	Paints	bbi. L.	
Phosphoricum, dil.	44@	47	Lavendula	90@3	60	00	Anconitum Nap'sR			50	Os Sepia	35@	40	Soda, Boras	6@	10	Green, Paris	21@	26
Salicylicum	13@	5	Limons	1	15@1	25	Arnica			50	Pepsin Saac, H &	1	00	Soda, Boras, po.	6@	10	Green, Peninsular	13@	16
Sulphuricum	75@	85	Mentha Piper	1	75@1	90	Asafoetida			50	P D Co.	1	00	Soda et Pot's Tart	25@	28	Lead, red	7 1/2@	8
Tannicum	38@	40	Mentha eVrid	2	80@3	00	Astrope Belladonna			50	Picis Liq N N 1/2	2	00	Soda, Carb	1 1/2@	2	Lead, white	7 1/2@	8
Tartaricum	4@	6	Morrhuae, gal.	1	60@1	85	Auranti Cortex.			50	Pil Hydrarg po 80	40	40	Soda, Bi-Carb	3@	5	Ochre, yel Ber	1 1/2@	2
<b>Ammonia</b>			Myricia	3	90@3	50	Barosma			50	Piper Alba po 35	30	30	Soda, Ash	3 1/2@	4	Ochre, yel Mars	1 1/2@	2
Aqua, 18 deg.	4@	6	Olive	1	00@3	00	Benzoin			50	Piper Nigra po 22	13	13	Soda, Sulphas	4@	4	Putty, commer'l	2 1/2@	2 1/2@
Aqua, 20 deg.	6@	8	Picis Liquida	1	16@	12	Benzoin Co.			50	Pix Burgum	12@	15	Soda, Cologne	2@	2	Putty, strict pr	2 1/2@	2 1/2@
Carbonas	13@	15	Picis Liquida gal.	40	40	00	Cantharides			75	Plumbi Acet	12@	15	Spts. Ether Co.	50@	55	Red Venetian	1 1/2@	2
Chloridum	12@	14	Ricina	94@1	00	00	Capsicum			50	Pulvis Ip'cet Opil 1	30@1	50	Spts. Myrcia	2@	2	Shaker Prep'd	1 25@1	30
<b>Aniline</b>			Rosae oz.	6	50@7	00	Cardamon			75	Pyrenthrum, bxs. H	1	00	Spts. Vi'i R't 10 gl	40	40	Vermillion, Eng.	75@	80
Black	2	00@2	Rosmarini	1	00	00	Cardamon Co.			75	& P D Co. doz.	20@	25	Spts. Vi'i R't 5 gl	40	40	Vermillion Prime	13@	15
Brown	80@1	00	Sabina	90@1	00	00	Cassia Acutifol			75	Pyrenthrum, pv.	20@	25	Strychnia, Crys'l	1	10@1	Whiting, Gilders'	35@	35
Red	45@	50	Santal	4	50	00	Cassia Acutifol Co			1	Quassia	8@	10	Snuff, S'h DeVos	51	51	Whit'g Paris Am'r	21@	25
Yellow	2	50@3	Sassafras	85@	90	00	Castor			50	Quina, N. Y.	17@	27	Soda, Boras	6@	10	Whit'g Paris Eng.	21@	25
<b>Bacca</b>			Sinapis, ess. oz.	65	65	00	Catechu			50	Quina, S. Ger.	17@	27	Soda, Carb	1 1/2@	2	cliff	1	40
Cubebae	30@	35	Succini	40@	45	00	Cinchona			50	Quina, S P & W	17@	27	Soda, et Pot's Tart	25@	28	American	13@	15
Juniperus	10@	12	Succini	40@	45	00	Cinchona Co.			50				Soda, Boras, po.	6@	10	Whiting's		
Xanthoxylum	30@	35	Thyme	40@	50	00	Columbia			60				Soda, Sulphas	4@	4	Whiting's		
<b>Balsamum</b>			Thyme, opt.	1	60	00	Cubebae			50				Soda, Cologne	2@	2	Extra Turp	1	60@1
Copaiba	65@	75	Theobromas	15@	20	00	Digitalis			50				Spts. Vi'i R't 10 gl	40	40	No. 1 Turp Coach	1	10@1
Peru	2	00@2	Tigilil	1	10@1	20	Ergot			50				Spts. Vi'i R't 5 gl	40	40			
Terabin, Canada	80@	85	<b>Potassium</b>				Ferri Chloridum			35				Strychnia, Crys'l	1	10@1			
Tolutan	40@	45	Bi-Carb	15@	18		Gentian			50				Sulphur Subl	2 1/2@	3 1/2@			
<b>Cortex</b>			Bichromate	13@	15		Gentian Co.			50				Tamarinds	8@	10			
Ables, Canadian	18		Bromide	25@	30		Guaiac			60				Terebenth Venice	28@	30			
Cassiae	20		Carb	12@	15		Guaiac ammon			60				Thebromae	48@	50			
Cinchona Flava	60		Chlorate	12@	14		Hyoscyamus			75									
Buonymus atro.	20		Cyanide	30@	40		Iodine			75									
Myrica Cerifera	15		Iodide	2	50@2	60	Iodine, colorless			75									
Prunus Virgini.	15		Potassa, Bitart pr	30@	32		Kino			50									
Quillaja, gr'd.	15		Potass Nitras opt	7@	10		Lobelia			50									
Sassafras, po 25.	24		Potass Nitras	6@	8		Myrrh			50									
Ulmus	20		Prussiate	23@	26		Nux Vomica			50									
<b>Extractum</b>			Sulphate po	15@	18		Opil			1									
Glycyrrhiza, Gla.	24@	30	<b>Radix</b>				Opil, camphorated			1									
Glycyrrhiza, po.	28@	30	Aconitum	20@	25		Opil, deodorized			2									
Haematox	11@	12	Althae	30@	35		Quassia			0									
Haematox, is	13@	14	Anchusa	10@	12		Rhatany			0									
Haematox, 1/8s	14@	15	Arum po	10@	25		Rhei			0									
Haematox, 1/4s	16@	17	Calamus	20@	40		Sanguinaria			0									
<b>Ferru</b>			Gentiana po 15.	12@	15		Serpentaria			0									
Carbonate Precip.	15		Glycyrrhiza pv 15	16@	18		Stromonium			0									
Citrate and Quina	2	00	Hellebore, Alba	12@	15		Tolutan			0									
Citrate Soluble.	55		Hydrastis, Canada	2@	2		Valerian			0									
Ferrocyanidum S	40		Hydrastis, Can. po	2@	2		Veratrum Verde			0									
Solut. Chloride	15		Inula, po	18@	22		Zingiber			0									
Sulphate, com'l	2		Ipecac, po	00@2	10		<b>Miscellaneous</b>												
Sulphate, com'l, by	70		Iris plox	35@	40		Aether, Spts Nit 3f	30@	35										
bbi. per cwt.	7		Isalapa, pr.	65@	70		Aether, Spts Nit 4f	34@	38										
Sulphate, pure	7		Maranta, 1/4s	65@	70		Alumen, grd po 7	3@	4										
<b>Flora</b>			Podophyllum po	15@	18		Annatto	40@	50										
Arnica	20@	25	Rhei	75@1	00		Antimoni, po	4@	5										
Antemhis	50@	60	Rhei, cut	00@1	25		Antimoni et po T	40@	50										
Matricaria	30@	35	Rhei, pv.	75@1	00		Antifebrin	20@	20										
<b>Folia</b>			Sanguinari, po 18	20@	25		Antipyrin	20@	25										
Barosma	50@	60	Scilla, po 45	20@	25		Argenti Nitras oz	10@	12										
Cassia Acutifol,	15@	20	Senega	85@	90		Arsenicum	10@	12										
Finnevely	25@	30	Serpentaria	50@	55		Balm Gilead buds	60@	65										
Cassia, Acutifol	25@	30	Smilax, M	50@	55		Bismuth S N	1	65@1	85									
Salvia officinalis,	18@	20	Smilax, off's H.	45@	50		Calcium Chlor, 1s	40@	50										
1/4s and 1/8s	8@	13	Spigella	45@1	50		Calcium Chlor, 1/2s	40@	50										
Uva Ursi	8@	13	Symplocarpus	45@1	50		Calcium Chlor, 1/4s	40@	50										
<b>Gummi</b>			Valeriana Eng.	45@	50		Cantharides, Rus.	40@	50										
Acacia, 1st pkd.	65		Valeriana, Ger.	15@	20		Capsici Fruc's af	20@	22										
Acacia, 2nd pkd.	45		Zingiber a	12@	16		Capsici Fruc's po	20@	22										
Acacia, 3rd pkd.	35		Zingiber j	25@	28		Carmine, No. 40	4@	25										
Acacia, sifted sts.	18		<b>Semen</b>				Carphylus	20@	22										
Acacia, po	45@	65	Anisum po 20	13@	15		Cassia ructus	40@	50										
Aloe, Barb	22@	25	Apium (gravel's)	4@	6		Cataceum	40@	50										
Aloe, Cape	22@	25	Bird, 1s	7@	8		Centraria	40@	50										
Aloe, Socotri	45@	65	Cannabis Sativa	70@	90		Cera Alba	50@	55										
Ammoniac	55@	60	Cardamon	15@	18		Cera Flava	40@	42										
Asafoetida	65@	70	Carui po 15	25@	30		Crocus	30@	35										
Benzoinum	50@	55	Chenopodium	12@	14		Chloroform	34@	54										
Catechu, 1s	13@	14	Coriandrum	75@1	00		Chloral Hyd Crss 1	20@1	45										
Catechu, 1/2s	14@	15	Cydonium	50@2	75		Chloro'm Squibbs	40@	50										
Catechu, 1/4s	16@	17	Dipterix Odorate	7@	9		Chondrus	20@	25										
Camphorae	60@	65	Foeniculum	4@	6		Cinchonid'e Germ	38@	48										
Euphorbium	40@	45	Foenugreek, po.	3@	6		Cinchonidine P-W	38@	48										
Galbanum	10@	15	Lini	4@	6		Cocaine	2	80@3	00									
Gamboge	25@1	35	Lini, grd. bbl. 2 1/2	75@	80		Corks list, less 75%	40@	45										
Gauctacum po 35	35		Lobelia	9@	10		Creosotum	40@	45										
Kino	45@	65	Pharlaris Cana'n	5@	6		Creta	40@	45										
Mastic	75@	85	Rapa	8@	10		Creta, prep.	9@	11										
Myrrh	45@	65	Sinapis Alba	9@	10														

# Holiday Goods

## Our Special Samples of Holiday Goods

In charge of Mr. W. B. Dudley will be on exhibition in a room fitted for the purpose commencing the week of September 5th and continuing as usual. We display a larger and more complete line than ever before. Please write us and name date for your coming that is most convenient for you. We will deem it a favor if all our friends and customers make our office their headquarters during the

# West Michigan State Fair

## Hazeltine & Perkins Drug Co.

**Grand Rapids, Mich.**

(Agents for Walrus Soda Fountains)

# LaBelle Moistener and Letter Sealer

### For Sealing Letters, Affixing Stamps and General Use

Simplest, cleanest and most convenient device of its kind on the market.

You can seal 2,000 letters an hour. Filled with water it will last several days and is always ready.

**Price, 75c Postpaid to Your Address**

**TRADESMAN COMPANY**

**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	
Cheese		Flour, Oats and Corn	
<b>Index to Markets</b>			
<b>By Columns</b>			
<b>A</b>		<b>1</b>	
Ammonia		ARCTIC AMMONIA	
Axle Grease		Doz.	
Baked Beans		12 oz. ovals 2 doz. box.	
Bath Brick		AXLE GREASE	
Bluing		Frazer's	
Brooms		1 lb. wood boxes, 4 doz.	
Brushes		1 lb. tin boxes, 3 doz.	
Butter Color		3 1/2 lb. tin boxes, 2 doz.	
Candies		10 lb. pails, per doz.	
Canned Goods		15 lb. pails, per doz.	
Carbon Oils		25 lb. pails, per doz.	
Catsup		BAKED BEANS	
Cereals		1 lb. can, per doz.	
Cheese		2 lb. can, per doz.	
Chewing Gum		3 lb. can, per doz.	
Chicory		BATH BRICK	
Chocolate		American	
Clothes Lines		English	
Cocoa		BLUING	
Cocanut		Arctic	
Cocoa Shells		6 oz. ovals 3 doz. box	
Coffee		16 oz. round 2 doz. box	
Confections		Sawyer's Pepper Box	
Crackers		Per Gross	
Cream Tartar		No. 3, 3 doz. wood bxs	
Dried Fruits		No. 5, 3 doz. wood bxs	
Farinaceous Goods		Sawyer Crystal Bag	
Feed		Blue	
Fish and Oysters		BROOMS	
Fishing Tackle		No. 1 Carpet, 4 sew	
Flavoring Extracts		No. 2 Carpet, 4 sew	
Flour		No. 3 Carpet, 3 sew	
Fresh Meats		No. 4 Carpet, 3 sew	
Gelatine		Parlor Gem	
Grain Bags		Common Whisk	
Grains		Fancy Whisk	
Herbs		Warehouse	
Hides and Pelts		BRUSHES	
Jelly		Scrub	
Licorice		Solid Back, 8 in.	
Matches		Solid Back, 11 in.	
Meat Extracts		Pointed Ends	
Mince Meat		Stove	
Molasses		No. 3	
Mustard		No. 2	
Nuts		No. 1	
Olives		Shoe	
Pipes		No. 8	
Pickles		No. 7	
Playing Cards		No. 4	
Potash		No. 3	
Provisions		No. 1	
Rice		BUTTER COLOR	
Salad Dressing		W. R. & Co.'s 25c size	
Saleratus		W. R. & Co.'s 50c size	
Sal Soda		CANDLES	
Salt		Paraffine, 6s	
Salt Fish		Paraffine, 12s	
Seeds		Wicking	
Shoe Blacking		CANNED GOODS	
Snuff		Apples	
Soap		3 lb. Standards	
Soda		Gallon	
Soups		Blackberries	
Spices		2 lb. Standards	
Starch		Beans	
Syrups		Baked	
Tea		Red Kidney	
Tobacco		String	
Twine		Wax	
Vinegar		Blueberries	
Wicking		Standard	
Woodenware		Gallon	
Wrapping Paper		Brook Trout	
Yeast Cake		2 lb. cans, spiced	
		Clams	
		Little Neck, 1 lb.	
		Playing Neck, 2 lb.	
		Potash	
		Provisions	
		Burnham's 1/2 pt.	
		Burnham's pts.	
		Burnham's qts.	
		Cherries	
		Red Standards	
		White	
		Corn	
		Fair	
		Good	
		Fancy	
		French Peas	
		Sur Extra Fine	
		Extra Fine	
		Fine	
		Moyen	
		Gooseberries	
		Standard	
		Hominy	
		Standard	
		Lobster	
		1/2 lb.	
		1 lb.	
		Picnic Tails	
		Mackerel	
		Mustard, 1 lb.	
		Mustard, 2 lb.	
		Soused, 1 1/2 lb.	
		Soused, 2 lb.	
		Tomato, 1 lb.	
		Tomato 2 lb.	
		Mushrooms	
		Hotels	
		Buttons	

<b>2</b>	
Oysters	
Cove, 1lb.	85@ 95
Cove, 2lb.	60@ 1 80
Cove, 1lb., oval	@ 1 20
Plums	
Plums	1 00@ 2 50
Peas	
Marrowfat	90@ 1 25
Early June	95@ 1 25
Early June Sifted	1 15@ 1 80
Peaches	
Pie	90@ 1 25
No. 10 size can pie	@ 3 00
Pineapple	
Grated	1 85@ 2 50
Sliced	95@ 2 40
Pumpkin	
Fair	85
Good	90
Fancy	1 00
Gallon	2 50
Raspberries	
Standard	@
Salmon	
Col'a River, talls	1 95@ 2 00
Col'a River, flats	2 25@ 2 75
Red Alaska	1 35@ 1 50
Pink Alaska	90@ 1 00
Sardines	
Domestic, 1/4s	3 1/4 @ 4
Domestic, 1/2s	@ 5
Domestic, 3/4 Mus.	6 1/2 @ 9
California, 1/4s	11 @ 14
California, 1/2s	17 @ 24
French, 1/4s	7 @ 14
French, 1/2s	18 @ 23
Shrimps	
Standard	90@ 1 40
Succotash	
Fair	85
Good	1 00
Fancy	1 25@ 1 40
Strawberries	
Standard	
Fancy	
Tomatoes	
Good	95@ 1 10
Fair	85@ 90
Fancy	@ 1 40
Gallons	@ 2 50
CARBON OILS	
Barrels	
Perfection	@ 10 1/2
Water White	@ 10
D. S. Gasoline	@ 13 1/2
Gas Machine	@ 4
Deodor'd Nap'a	@ 12 1/2
Cylinder	29 @ 34 1/2
Engine	16 @ 22
Black, winter	8 1/4 @ 10
CEREALS	
Breakfast Foods	
Bordeau Flakes, 36 1lb.	2 50
Cream of Wheat, 36 2lb.	4 50
Egg-O-See, 36 pkgs.	2 85
Excello Flakes, 36 lb.	4 50
Excello, large pkgs.	4 50
Force, 36 2lb.	4 50
Grape Nuts, 2 doz.	2 70
Malta Ceres, 24 1lb.	2 40
Malta Vita, 36 1lb.	2 85
Mapl-Flake, 36 1lb.	4 05
Pillsbury's Vitos, 3 dz.	4 25
Ralston Health Food	
36 2lb.	4 50
Sunlight Flakes, 36 1lb.	2 85
Sunlight Flakes, 20 1lb.	4 00
Vigor, 36 pkgs.	2 75
Voigt Cream Flakes	4 50
Zest, 20 2lb.	4 10
Zest, 36 small pkgs.	2 75
Rolled Oats	
Rolled Avena, bbls.	6 75
Steel Cut, 100 lb. sks.	3 30
Monarch, bbl.	6 05
Monarch, 90 lb. sacks	3 10
Quaker, 18 Regular	1 50
Quaker, 20 Family	4 60
Cracked Wheat	
Bulk	3 1/4
24 2lb. packages	3 50
CATSUP	
Columbia, 25 pts.	4 15
Snider's pints	2 25
Snider's 1/2 pints	1 35
CHEESE	
Acme	@ 16
Gem	@ 15
Jersey	@ 13 1/2
Riverside	@ 16 1/2
Springdale	@ 16 1/2
Warner's	@ 16 1/2
Brick	@ 16
Leiden	@ 15
Limburger	@ 16
Pineapple	40 @ 60
Sap Sago	@ 20
Swiss, domestic	@ 16

<b>CHICORY</b>	
Bulk	5 7
Red	7 6
Eagle	7 6
Frank's	7 7
Schener's	6 6
<b>CHOCOLATE</b>	
Walter Baker & Co.'s	
German Sweet	24
Premium	35
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	72
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	
Common	10@13 1/2
Fair	14 1/2
Choice	16 1/2
Fancy	20
Santos	
Common	12@13 1/2
Fair	14 1/2
Choice	16 1/2
Fancy	19
Peaberry	
Maracaibo	
Fair	16
Choice	19
Mexican	
Choice	16 1/2
Fancy	19
Guatemala	
Choice	15
Java	
African	12
Fancy African	17
O. G.	25
P. G.	31
Mocha	
Arabian	21
Package	
New York Basis	
Arbuckle	17 50
Dilworth	14 75
Jersey	15 00
Lion	14 50
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	
Extract	
Holland, 1/2 gro boxes	95
Felix, 1/2 gross	1 15
Hummel's foil, 1/2 gro.	85
Hummel's tin, 1/2 gro.	1 43
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
Arrowroot Biscuit	16
Brittle	11
Cadet	8
Cardwheel Assorted	8
Cavalier Cake	14
Circle Honey Cookie	12
Current Fruit Biscuit	10
Cracknels	16
Coffee Cake, pl. or iced	10
Cocanut Taffy Bar	12
Cocanut Bar	10
Cocanut Drops	12
Cocanut Honey Cake	12
Cocanut Hon. Fingers	12
Cocanut Hon. Jumbles	12
Cocanut Macaroons	18
Current Cookies Iced	10
Dandelion	10
Dinner Biscuit	20
Dixie Sugar Cookie	9
Family Snaps	8

<b>Ginger Gems</b>	
Ginger Gems, Iced	8
Graham Crackers	9
Gimeracks Cake	12
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 Lasses	10
Household Cookies	8
Household Cookies Iced	8
Iced Honey Crumpets	10
Imperial	8
Jersey Lunch	8
Jubilee Mixed	10
Kream Klips	20
Laddie	8
Lemon Gems	10
Lemon Biscuit Square	8
Lemon Fruit Square	12 1/2
Lemon Wafer	16
Lemona	8
Mary Ann	8
Marshmallow Walnuts	16
Molasses Cakes	8
Molasses Cakes, Iced	9
Mottled Square	9
Newton	12
Nabob Jumbles	14
Oatmeal Crackers	8
Orange Gems	8
Penny Cakes, Assorted	8
Peanut Gems	9
Pretzels, Hand Md.	9
Pretzellettes, Hand Md.	9
Pretzellettes, Mac. Md.	8
Raisin Cookies	10
Revere, Assorted	14
Rosalie	8
Rube	8
Scalloped Gems	10
Scotch Cookies	10
Snow Creams	16
Spiced Currant Cake	10
Sugar Fingers	12
Sugar Gems	8
Sultana Fruit Biscuit	16
Sunyside 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
<b>In-er Seal Goods</b>	
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
Cocanut Dainties	1 00
Faust Oyster	1 00
Fig Newton	1 00
Five O'clock Tea	1 00
Frotana	1 00
Ginger Snaps, N. B. C.	1 00
Graham Crackers	1 00
Lemon Snap	50
Marshmallow Dainties	1 00
Oatmeal Crackers	1 00
Old Time Sugar Cook.	1 00
Oval Salt Biscuit	1 00
Oysterettes	50
Peanut Wafers	1 00
Pretzellettes, 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 0
Sultana Fruit Biscuit	1 50
Uneda Biscuit	50
Uneda Jinjer Wayfer	1 00
Uneda Lunch Biscuit	50
Vanilla Wafers	1 00
Water Thln	1 00
Zu Zu Ginger Snaps	50
Zwieback	1 00
<b>In Special Tin Packages.</b>	
Per doz.	
Festino	2 50
Nabisco	2 50
Nabisco	1 00
Champagne Wafer	2 50
Per tin in bulk.	
Sorbetto	1 00
Nabisco	1 75
Festino	1 50
Bent's Water Crackers	1 40
<b>Holland Rusk</b>	
36 packages	2 90
40 packages	3 20
60 packages	4 75
<b>CREAM TARTAR</b>	
Barrels or drums	
Boxes	29
Square cans	30
Fancy caddies	32

<b>Currants</b>	
Imp'd 1 lb. pkg.	@ 8
Imported bulk	@ 7 1/2
<b>Peel</b>	
Lemon American	13
Orange American	13
<b>Raisins</b>	
Cluster, 5 crown	1 75
Loose Muscatels 3 cr.	
Loose Muscatels 4 cr.	5 1/4
Loose Muscatels, 4 cr.	6 1/4
L. M. Seeded 1 lb. 6 1/4	7
<b>California Prunes</b>	
100-125 1/2 lb. boxes	@ 4
90-100 25 lb. boxes	@ 4 1/4
80-90 25 lb. boxes	@ 4
70-80 25 lb. boxes	@ 6 1/2
60-70 25 lb. boxes	@ 6 1/2
50-60 25 lb. boxes	@ 7
40-50 25 lb. boxes	@ 7 1/4
30-40 25 lb. boxes	@ 8 1/4
1/4c less in 50 lb. cases	
<b>FARINACEOUS GOODS</b>	
<b>Beans</b>	
Dried Lima	5 1/2
Med. Hand Pk'd	3 50
Brown Holland	
<b>Farina</b>	
24 1 lb. packages	1 50
Bulk, per 100 lbs.	3 50
<b>Hominy</b>	
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
<b>Pearl Barley</b>	
Common	3 00
Chester	3 00
Empire	3 55
<b>Peas</b>	
Green, Wisconsin, bu.	
Green, Scotch, bu.	2 30
Split, lb.	84
<b>Sago</b>	
East India	5
German, sacks	5
German, broken pkg.	
<b>Taploca</b>	
Flake, 110 lb. sacks	6
Pearl, 130 lb. sacks	4 1/2
Pearl, 24 lb. pkgs.	7 1/4
<b>FLAVORING EXTRACTS</b>	
<b>Foots &amp; Jenks</b>	
<b>Coleman Brand</b>	
<b>Lemon</b>	
No. 2 Terpeneless	75
No. 3 Terpeneless	1 75
No. 8 Terpeneless	3 00
<b>Vanilla</b>	
No. 2 High Class	1 20
No. 4 High Class	2 00
No. 8 High Class	4 00
<b>Jaxon Brand</b>	
<b>Vanilla</b>	
2 oz. Full Measure	3 10
4 oz. Full Measure	4 00
8 oz. Full Measure	8 00
<b>Lemon</b>	
2 oz. Full Measure	1 25
4 oz. Full Measure	2 40
8 oz. Full Measure	4 50
<b>Jennings D. C. Brand</b>	
<b>Terpeneless Ext. Lemon</b>	
<b>Dos.</b>	
No. 2 Panel	75
No. 4 Panel	1 50
No. 6 Panel	3 00
Taper Panel	1 50
2 oz. Full Measure	1 25
4 oz. Full Measure	2 00
<b>Jennings D. C. Brand</b>	
<b>Extract Vanilla</b>	
<b>Dos.</b>	
No. 2 Panel	1 25
No. 4 Panel	3 00
No. 6 Panel	3 50
Taper Panel	3 00
1 oz. Full Measure	90
2 oz. Full Measure	1 80
4 oz. Full Measure	3 50
<b>No. 2 Assorted Flavors 1 00</b>	
<b>GRAIN BAGS</b>	
Amoskeag, 100 in bale	19
Amoskeag, less than 19	13 1/2
<b>GRAIN AND FLOUR</b>	
<b>Wheat</b>	
<b>New</b>	
<b>Winter Wheat Flour</b>	

3

CHEWING GUM	
American Flag Spruce	55
Beeman's Pepsin	55
Adams' Pepsin	55
Best Pepsin	45
Best Pepsin, 5 boxes	2 00
Black Jack	55
Largest Gum Made	55
Sen Sen	55
Sen Sen Breath Perf	1 00
Long Tom	55
Yucatan	55
Hop to it	65
Spearment	55

CHICORY

Bulk	5
Red	7
Eagle	6
Francis	7
Schener's	6

CHOCOLATE

Walter Baker & Co.'s	
German Sweet	24
Premium	35
Caracas	31
Walter M. Lowney Co.	
Premium, 1/4s	32
Premium, 1/2s	32
COCOA	
Baker's	39
Cleveland	41
Colonial, 1/4s	35
Colonial, 1/2s	33
Eppe's	42
Huyler	45
Lowney, 1/4s	36
Lowney, 1/2s	36
Lowney, 1s	40
Van Houten, 1/4s	40
Van Houten, 1/2s	40
Van Houten, 1s	72
Webb	30
Wilbur, 1/4s	39
Wilbur, 1/2s	40

COCOA

Dunham's 1/4s & 1/2s	26 1/2
Dunham's 1/4s	27
Dunham's 1/2s	28
Bulk	28
COFFEE	
Rio	
Common	10@13 1/2
Fair	14 1/2
Choice	16 1/2
Fancy	20
Santos	
Common	12@13 1/2
Fair	14 1/2
Choice	16 1/2
Fancy	19
Peaberry	19
Maracaibo	
Fair	16
Choice	19
Mexican	
Choice	16 1/2
Fancy	19
Guatemala	
Choice	15
Java	
African	12
Fancy African	17
O. G.	25
P. G.	31
Mocha	
Arabian	21
Package	
New York Basis	
Arbuckle	17 50
Dilworth	14 75
Jersey	15 00
Lion	14 50
McLaughlin's XXXX	
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	
Extract	
Holland, 1/2 gro boxes	95
Felix, 1/2 gross	1 15
Hummel's foil, 1/2 gro.	85
Hummel's tin, 1/2 gro.	1 43

COCOA

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
Arrowroot Biscuit	16
Brittle	11
Cadet	8
Cartwheels Assorted	8
Cavalier Cake	14
Circle Honey Cookie	12
Current Fruit Biscuit	10
Cracknels	16
Coffee Cake, pl. or iced	10
Cocanut Taffy Bar	12
Cocanut Bar	10
Cocanut Drops	12
Cocanut Honey Cake	12
Cocanut Hon. Fingers	12
Cocanut Hon. Jumbles	12
Cocanut Macaroons	18
Current Cookies Iced	10
Dandelion	10
Dinner Biscuit	20
Dixie Sugar Cookie	9
Family Snaps	8

CRACKERS.

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
Cocanut Dainties	1 00
Faust Oyster	1 00
Fig Newton	1 00
Five O'clock Tea	1 00
Frotana	1 00
Ginger Snaps, N. B. C.	1 00
Graham Crackers	1 00
Lemon Snap	50
Marshmallow Dainties	1 00
Oatmeal Crackers	1 00
Old Time Sugar Cook.	1 00
Oval Salt Biscuit	1 00
Oysterettes	50
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
Uneda Biscuit	50
Uneda Jinjer Wafers	1 00
Uneda Lunch Biscuit	50
Vanilla Wafers	1 00
Water Thin	1 00
Zu Zu Ginger Snaps	50
Zwieback	1 00

CRACKERS.

In Special Tin Packages.	
Per doz.	
Festino	2 50
Nabisco	2 50
Nabisco	1 00
Champagne Wafer	2 00
Per tin in bulk.	
Sorbetto	1 00
Nabisco	1 75
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	
Boxes	29
Square cans	32
Fancy caddies	35

CRACKERS.

Seymour, Round	6
N. B. C., Square	6
Soda	
N. B. C., Square	6
Select Soda	13
Saratoga Flakes	15
Zephyrette	13
Oyster	
N. B. C., Round	6
Gem	6
Faust, Shell	7
Sweet Goods.	
Animals	10
Atlantic, Assorted	10
Arrowroot Biscuit	16
Brittle	11



6	7	8	9	10	11
<b>Spring Wheat Flour</b> <b>Roy Baker's Brand</b> Golden Horn, family..6 30 Golden Horn, bakers..6 20 Duluth Imperial..6 50 Wisconsin Rye..4 30 <b>Judson Grocer Co.'s Brand</b> Ceresota, 1/2s..7 20 Ceresota, 1/4s..7 10 Ceresota, 1/8s..7 00 <b>Lemon &amp; Wheeler's Brand</b> Wingold, 1/2s..7 00 Wingold, 1/4s..6 50 Wingold, 1/8s..6 40 <b>Worden Grocer Co.'s Brand</b> Laurel, 1/2s cloth..7 00 Laurel, 1/4s cloth..6 90 Laurel, 1/8s cloth..6 80 Laurel, 1/4s paper..6 80 <b>Voigt Milling Co.'s Brand</b> Voigt's Crescent..7 10 Voigt's Flourloft whole wheat flour) 7 10 <b>Voigt's Hygienic</b> Graham..6 55 Voigt's Royal..7 60 <b>Wykes &amp; Co.</b> Sleepy Eye, 1/2s cloth..6 60 Sleepy Eye, 1/4s cloth..6 50 Sleepy Eye, 1/8s cloth..6 40 Sleepy Eye, 1/4s paper..6 40 Sleepy Eye, 1/8s paper..6 40 <b>Meal</b> Bolted..3 90 Golden Granulated..4 00 St. Car Feed screened 31 00 No. 1 Corn and Oats 31 00 Corn, cracked..30 00 Corn Meal, coarse..30 00 Winter Wheat Bran..26 00 Middlings..28 00 Buffalo Gluten Feed 33 00 <b>Dairy Feeds</b> <b>Wykes &amp; Co.</b> O P Linseed Meal..34 00 O P Laxo-Cake-Meal 32 00 Cottonseed Meal..33 00 Gluten Feed..30 00 Brewers' Grains..28 00 Hammond Dairy Feed 25 00 Alfalfa Meal..25 00 <b>Oats</b> Michigan carlots..43 Less than carlots..45 <b>Corn</b> Carlots..75 Less than carlots..77 <b>Hay</b> Carlots..12 Less than carlots..14 <b>HERBS</b> Sage..15 Hops..15 Laurel Leaves..15 Senna Leaves..25 <b>HORSE RADISH</b> Per doz..90 <b>JELLY</b> 5lb pails, per doz..2 25 15lb. pails, per pail..55 30lb. pails, per pail..98 <b>LICORICE</b> Pure..20 Calabria..25 Sicily..14 Rocit..11 <b>MATCHES</b> C. D. Crittenden Co. Noiseless Tip..4 50@4 75 <b>MOLASSES</b> New Orleans Fancy Open Kettle..40 Choice..35 Good..22 Fair..20 Half barrels 2c extra <b>MINCE MEAT</b> Per case..2 90 <b>MUSTARD</b> 1/4 lb. 6 lb. box..18 <b>OLIVES</b> Bulk, 1 gal. kegs 1 40@1 50 Bulk, 2 gal. kegs 1 35@1 40 Bulk, 5 gal. kegs 1 25@1 40 Manzanilla, 3 oz..75 Queen, pints..2 50 Queen, 9 oz..4 50 Queen, 28 oz..7 00 Stuffed, 5 oz..90 Stuffed, 3 oz..1 45 <b>PIPES</b> Clay, No. 216 per box 1 25 Clay, T. D., full count 60 Cob..90 <b>PICKLES</b> Medium Barrels, 1,200 count..6 00 Half bbls., 600 count 3 50 Small Half bbls., 1,200 count 4 50 <b>PLAYING CARDS.</b> No. 90 Steamboat..85 No. 15, Rival, assorted 1 25 No. 20, Rover, enam'd 1 50 No. 572, Special..1 75 No. 98 Golf, satin fin. 2 00 No. 808 Bicycle..2 00 No. 632 Tourn't whist 2 25 <b>POTASH</b> Babbitt's..4 00 <b>PROVISIONS</b> <b>Barreled Pork</b> Mess, new..22 00 Clear Back..23 00 Short Cut..21 50 Short Cut Clear..21 50 Bean..20 50 Brisket, Clear..21 50 Pig..24 00 Clear Family..21 00 <b>Dry Salt Meats</b> S. P. Bellies..12 Bellies..12 Extra Shorts Clear..11 1/2	<b>Lard</b> Pure in tierces..12 1/2 Compound Lard..8 1/2 80 lb. tubs..advance 1/2 40 lb. tubs..advance 1/2 50 lb. tins..advance 1/2 20 lb. pails..advance 1/2 10 lb. pails..advance 1/2 5 lb. pails..advance 1/2 8 lb. pails..advance 1/2 <b>Smoked Meats</b> Hams, 12 lb. average..14 Hams, 14 lb. average..14 Hams, 16 lb. average..14 Hams, 18 lb. average..14 Skinned Hams..15 Ham, dried beef sets..16 1/2 California Hams..10 1/2 Picnic Boiled Hams..14 Boiled Ham..22 Berlin Ham, pressed..11 Minced Ham..11 Bacon..15 1/2 <b>Sausages</b> Bologna..8 Liver..5 Frankfort..10 Pork..11 Veal..11 Tongue..11 Headcheese..9 <b>Beef</b> Boneless..14 00 Rump, new..14 00 <b>Pig's Feet</b> 1/4 bbls., 40 lbs..1 00 1/4 bbls., 40 lbs..2 00 1/2 bbls., 40 lbs..4 00 1 bbl..9 00 <b>Tripe</b> Kits, 15 lbs..80 1/4 bbls., 40 lbs..1 60 1/2 bbls., 80 lbs..3 00 <b>Casings</b> Hogs, per lb..32 Beef, rounds, set..25 Beef, middles, set..80 Sheep, per bundle..90 <b>Uncolored Butterine</b> Solid dairy..10 @ 12 Country Rolls..10 1/2 @ 16 1/2 <b>Canned Meats</b> Corned beef, 2 lb..2 75 Corned beef, 1 lb..1 60 Roast beef, 2 lb..1 75 Roast beef, 1 lb..1 60 Potted ham, 1/2s..50 Potted ham, 1/4s..50 Potted ham, 1/8s..50 Potted tongue, 1/2s..50 Potted tongue, 1/4s..50 Potted tongue, 1/8s..50 <b>RICE</b> Fancy..7 @ 7 1/2 Japan..5 1/2 @ 6 1/2 Broken <b>SALAD DRESSING</b> Columbia, 1/2 pint..2 25 Columbia, 1 pint..4 00 Durkee's, large, 1 doz..4 50 Durkee's, small, 2 doz..5 25 Snider's, large, 1 doz..2 35 Snider's, small, 2 doz..1 35 <b>SALERATUS</b> Packed 60 lbs. in box. Arm and Hammer..3 10 Deland's..3 10 Dwight's Cow..3 15 L. P..3 00 Wyandotte, 100 3/4s..3 00 <b>SAL SODA</b> Granulated, bbls..85 Granulated, 100 lbs. cs. 1 00 Lump, bbls..80 Lump, 145 lb. kegs..9 <b>SALT</b> Common Grades 100 3 lb. sacks..2 25 60 5 lb. sacks..2 10 28 10 1/2 lb. sacks..2 05 56 lb. sacks..32 28 lb. sacks..17 <b>Warsaw</b> 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 <b>Solar Rock</b> 56 lb. sacks..24 <b>Common</b> Granulated, fine..80 Medium, fine..85 <b>SALT FISH</b> <b>Cod</b> Large whole..@ 7 Small whole..@ 6 1/2 Strips or bricks 7 1/2 @ 10 1/2 Pollock..@ 5 <b>Halibut</b> Strips..14 Chunks..15 <b>Holland Herring</b> Pollock..@ 4 White Hp. bbls. 8 50@9 50 White Hp. 1/2 bbls 4 50@5 25 White Hoop mchs. 60@ 75 Norwegian Round, 100 lbs..3 75 Round, 40 lbs..1 90 Scaled..13 <b>Trout</b> No. 1, 100 lbs..7 50 No. 1, 40 lbs..3 25 No. 1, 10 lbs..90 No. 1, 8 lbs..75 <b>Mackerel</b> Mess, 100 lbs..14 50 Mess, 40 lbs..6 20 Mess, 10 lbs..1 65 Mess, 8 lbs..1 35 No. 1, 100 lbs..13 00 No. 1, 40 lbs..5 60 No. 1, 10 lbs..1 50 No. 1, 8 lbs..1 25 <b>Whitefish</b> No. 1, No. 2 Fam. 100 lbs..9 75 3 50 50 lbs..5 25 1 90	<b>SEEDS</b> 10 lbs..1 12 55 8 lbs..92 48 <b>Anise</b> Canary, Smyrna..4 1/2 Caraway..10 Cardamom, Malabar 1 00 Celery..15 Hemp, Russian..4 1/2 Mixed Bird..4 Mustard, white..10 Poppy..9 Rape..6 <b>SHOE BLACKING</b> Handy Box, large 3 dz 2 50 Handy Box, small..1 25 Bixby's Royal Polish..85 Miller's Crown Polish..85 <b>SNUFF</b> Scotch, in bladders..37 Maccaboy, in jars..35 French Rappie in jars..43 <b>SOAP</b> <b>J. S. Kirk &amp; Co.</b> American Family..4 00 Dusky Diamond, 50 8oz 2 80 Dusky D'nd 100 6 oz 3 80 Jap Rose, 50 bars..3 60 Savon Imperial..3 00 White Russian..3 15 Dome, oval bars..3 00 Satinet, oval..2 70 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox..3 00 Ivory, 6 oz..4 00 Ivory, 10 oz..6 75 Star..3 00 <b>Lautz Bros. &amp; Co.</b> Acme, 70 bars..4 00 Acme, 30 bars..4 00 Acme, 25 bars..4 00 Acme, 100 cakes..3 25 Big Master, 70 bars..2 80 Marseilles, 100 cakes 5 80 Marseilles, 100 cakes 5c 4 00 Marseilles, 100 ck toll 4 00 Marseilles, 1/2bx toilet 2 10 <b>A. B. Wrisley</b> Good Cheer..4 00 Old Country..3 40 <b>Soap Powders</b> Lautz Bros. & Co. Snow Boy..4 00 Gold Dust, 24 large..4 50 Gold Dust, 100-5c..4 00 Kirkline, 24 4lb..3 80 Pearline..3 75 Soapine..4 10 Babbitt's 1776..3 75 Roseine..3 50 Armour's..3 70 Wisdom..3 80 <b>Soap Compounds</b> Johnson's Fine..5 10 Johnson's XXX..4 25 Nine O'clock..3 35 Rub-No-More..3 75 <b>Scouring</b> Enoch Morgan's Sons. Sapolio, gross lots..9 00 Sapolio, half gro. lots 4 50 Sapolio, single boxes..2 25 Sapolio, hand..2 25 Scourine Manufacturing Co Scourine, 50 cakes..1 80 Scourine, 100 cakes..3 50 <b>SODA</b> Boxes..5 1/2 Kegs, English..4 3/4 <b>SPICES</b> <b>Whole Spices</b> Allspice..10 Cassia, China in mats..12 Cassia, Canton..16 Cassia, Batavia, bund..28 Cassia, Saigon, broken 40 Cassia, Saigon, in rolls 55 Cloves, Amboyina..22 Cloves, Zanzibar..16 Mace..15 Nutmegs, 75-80..35 Nutmegs, 105-10..25 Nutmegs, 115-20..20 Pepper, Singapore, blk..15 Pepper, Singap. white..25 Pepper, shot..17 <b>Pure Ground in Bulk</b> Allspice..14 Cassia, Batavia..28 Cassia, Saigon..55 Cloves, Zanzibar..24 Ginger, African..15 Ginger, Cochin..18 Ginger, Jamaica..25 Mace..65 Mustard..18 Pepper, Singapore, blk..17 Pepper, Singap. white..28 Pepper, Cayenne..20 Sage..20 <b>STARCH</b> Corn Kingsford, 40 lbs..7 1/2 Muzzy, 20 1lb. pkgs..5 1/4 Muzzy, 40 1lb. pkgs..5 <b>Gloss</b> Kingsford Silver Gloss, 40 1lbs..7 3/4 Silver Gloss, 16 3lbs..6 3/4 Silver Gloss, 12 6lbs..8 1/4 <b>Muzzy</b> 48 1lb. packages..5 16 5lb. packages..4 7/8 12 6lb. packages..6 50lb. boxes..4 <b>SYRUPS</b> <b>Corn</b> Barrels..31 10lb. cans 1/4 dz. in cs. 2 10 10lb. cans, 1/2 dz. in cs. 1 95 5lb. cans 2 dz. in cs. 2 10 2 1/2 lb. cans 3 dz. in cs. 2 15	<b>Pure Cane</b> Fair..16 Good..20 Choice..25 <b>TEA</b> <b>Japan</b> Sundried, medium..24 Sundried, choice..32 Sundried, fancy..36 Regular, medium..24 Regular, choice..32 Regular, fancy..36 Basket-fired, medium 31 Basket-fired, choice..38 Basket-fired, fancy..43 Nibs..22@24 Siftings..9@11 Fannings..12@14 <b>Gunpowder</b> Moyune, medium..30 Moyune, choice..32 Moyune, fancy..40 Pingsuey, medium..30 Pingsuey, choice..30 Pingsuey, fancy..40 <b>Young Hyson</b> Choice..30 Fancy..36 <b>Oolong</b> Formosa, fancy..42 Amoy, medium..25 Amoy, choice..32 <b>English Breakfast</b> Medium..20 Choice..30 Fancy..40 <b>India</b> Ceylon, choice..32 Fancy..42 <b>TOBACCO</b> <b>Fine Cut</b> Cadillac..54 Sweet Loma..34 Hiawatha, 5lb. pails..55 Telegram..30 Pay Car..33 Prairie Rose..49 Protection..40 Sweet Burley..41 Tiger..41 <b>Plug</b> Red Cross..31 Palo..35 Hiawatha..41 Kyo..35 Battle Ax..37 American Eagle..33 Standard Navy..37 Spear Head, 7 oz..47 Spear Head, 1 1/2 oz. 44 Nobby Twist..55 Jolly Tar..39 Old Honesty..43 Toddy..34 J. T..33 Piper Heidsieck..69 Boot Jack..36 Money Dip Twist..40 Black Standard..40 Cadillac..40 Forge..34 Nickel Twist..52 Great Navy..36 <b>Smoking</b> Sweet Core..34 Flat Car..32 Warpath..26 Bamboo, 16 oz..25 I X L, 5lb..27 I X L, 16 oz. pails..21 Honey Dew..40 Gold Block..40 Flagman..40 Chips..33 Kiln Dried..21 Duke's Mixtures..40 Duke's Cameo..43 Myrtle Navy..44 Yum Yum, 1 1/2 oz..39 Yum Yum, 1lb. pails 40 Cream..38 Corn Cake, 2 1/2 oz..26 Corn Cake, 1lb..22 Plover Boy, 1 1/2 oz..39 Plover Boy, 3 1/2 oz..39 Peerless, 3 1/2 oz..35 Peerless, 1 1/2 oz..39 Air Brake..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 <b>TWINE</b> Cotton, 3 ply..20 Cotton, 4 ply..20 Jute, 2 ply..14 Hemp, 6 ply..13 Flax, medium N..24 Wool, 1 lb. balls..8 <b>VINEGAR</b> State Seal..12 Oakland apple cider..14 Barrels free. <b>WICKING</b> No. 0 per gross..30 No. 1 per gross..40 No. 2 per gross..50 No. 3 per gross..75 <b>WOODENWARE</b> Baskets Bushels, wide band..1 10 Bushels, wide band..1 25 Market..40 Splint, large..3 50 Splint, medium..3 00 Splint, small..2 75 Willow, Clothes, large 8 25 Willow, Clothes, me'm 7 25 Willow, Clothes, small 6 25	<b>Butter Plates</b> Wire End or Ovals. 1/4 lb., 250 in crate..30 1/2 lb., 250 in crate..30 1 lb., 250 in crate..30 2 lb., 250 in crate..35 3 lb., 250 in crate..40 5 lb., 250 in crate..50 <b>Churns</b> Barrel, 5 gal., each..2 40 Barrel, 10 gal., each..2 55 <b>Clothes Pins</b> Round Head. 4 inch, 5 gross..50 4 1/2 inch, 5 gross..55 Cartons, 20 2 1/2 doz. bxs..60 <b>Egg Crates and Fillers</b> Humpty Dumpty, 12 dz. 20 No. 1 complete..40 No. 2 complete..28 Case No. 2 fillers 15 sets 1 35 Case, mediums, 12 sets 1 15 <b>Faucets</b> Cork, line, 8 in..70 Cork lined, 9 in..80 Cork lined, 10 in..90 <b>Mop Sticks</b> Trojan spring..90 Eclipse patent spring..85 No. 1 common..80 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7..85 <b>Pails</b> 2-hoop Standard..2 15 3-hoop Standard..2 35 2-wire, Cable..2 45 3-wire, Cable..2 45 Cedar, all red, brass..1 25 Paper, Eureka..2 25 Fibre..2 70 <b>Toothpicks</b> Hardwood..2 50 Softwood..2 75 Banquet..1 50 Ideal..1 50 <b>Traps</b> Mouse, wood, 2 holes..22 Mouse, wood, 4 holes..45 Mouse, wood, 6 holes..70 Mouse, tin, 5 holes..65 Rat, wood..80 Rat, spring..75 <b>Tubs</b> 20-in. Standard, No. 1 8 75 18-in. Standard, No. 2 7 75 16-in. Standard, No. 3 6 75 20-in. Cable, No. 1..9 25 18-in. Cable, No. 2..8 25 16-in. Cable, No. 3..7 25 No. 1 Fibre..10 25 No. 2 Fibre..9 25 No. 3 Fibre..8 25 <b>Washboards</b> Bronze Globe..2 50 Dewey..1 75 Double Acme..2 75 Single Acme..2 25 Double Peerless..4 25 Single Peerless..3 60 Northern Queen..3 50 Double Duplex..3 00 Good Luck..2 75 Universal..3 65 <b>Window Cleaners</b> 12 in..1 65 14 in..1 85 16 in..2 30 <b>Wood Bowls</b> 13 in. Butter..1 25 15 in. Butter..2 25 17 in. Butter..3 75 19 in. Butter..5 00 Assorted, 13-15-17..2 30 Assorted, 15-17-19..3 25 <b>WRAPPING PAPER</b> Common straw..1 1/4 Fibre Manila, white..2 1/2 Fibre Manila, colored..4 No. 1 Manila..4 Cream Manila..3 Butcher's Manila..2 1/2 Wax Butter, short c't 13 Wax Butter, full count 20 Wax Butter, rolls..19 <b>YEAST CAKE</b> Magic, 3 doz..1 15 Sunlight, 3 doz..1 00 Sunlight, 1 1/2 doz..50 Yeast Foam, 3 doz..1 15 Yeast Cream, 3 doz..1 00 Yeast Foam, 1 1/2 doz..58 <b>FRESH FISH</b> Per lb. Whitefish, Jumbo..16 Whitefish, No. 1..11 1/2 Trout..11 1/2 Halibut..10 Herring..7 Bluefish..14 1/2 Live Lobster..29 Boiled Lobster..29 Cod..10 Haddock..8 Pickle..12 Pike..9 Perch..7 1/2 Smoked, White..12 1/2 Chinook Salmon..15 Mackerel Finnan Haddie Roe Shad Shad Roe, each Speckled Bass..9 <b>HIDES AND PELTS</b> <b>Hides</b> Green No. 1..11 Green No. 2..10 Cured No. 1..13 Cured No. 2..12 Calfskin, green, No. 1 13 Calfskin, green, No. 2 11 Calfskin, cured, No. 1 14 Calfskin, cured, No. 2 12 1/2	<b>Pelts</b> Old Wool..@ 30 Lambs..25@ 30 Shearlings..20@ 30 <b>Tallow</b> No. 1..@ 5 No. 2..@ 4 <b>Unwashed, med.</b> Unwashed, fine..@ 23 <b>CONFECTIONS</b> <b>Stick Candy</b> Standard..7 1/2 Standard H H..7 1/2 Standard Twist..8 <b>Cases</b> Jumbo, 32 lb..7 1/2 Extra H H..10 Boston Cream..12 Big stick, 30 lb. case 8 <b>Mixed Candy</b> Grocers..6 1/2 Competition..7 Special..8 Conserve..7 1/2 Royal..12 Ribbon..10 Broken..10 Cut Leaf..8 Leader..8 1/2 Kindergarten..8 French Cream..10 Star..9 Hand Made Cream..11 Premio Cream mixed 16 Paris Cream Bon Bons 10 <b>Fancy—in Pails</b> Gypsy Hearts..14 Coco Bon Bons..14 Fudge Squares..12 Fudge 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 14 Champion Gum Drops 9 Moss Drops..10 Lemon Sours..10 Imperial..1 Ital. Cream Opera..12 Ital. Cream Bon Bons 12 Golden Waffles..13 Red Rose Gum Drops 10 Auto Bubbles..13 <b>Fancy—in 5lb. Boxes</b> Old Fashioned Molasses Kisses, 10lb. bx 1 20 Orange Jellies..50 Lemon Sours..50 Old Fashioned Horehound drops..60 Peppermint Drops..60 Champion Choc. Drps 60 H. M. Choc. Drops 1 10 H. M. Choc. Lt. and Dark No. 12..1 10 Bitter Sweets, as'd..1 25 Brilliant Gums, Cryst. 60 A. A. Licorice Drops..90 Lozenges, plain..60 Lozenges, printed..60 Imperial..60 Mottoes..60 Cream Bar..60 G. M. Peanut Bar..60 Hand Made Crms 80@90 Cream Wafers..65 String Rock..60 Wintergreen Berries 60 Old Time Assorted 1 75 Buster Brown Good 3 50 Up-to-date Ass'tmt 3 75 Ten Strike No. 1..6 50 Ten Strike No. 2..6 00 Ten Strike, Summer assortment..6 75 Scientific Ass't..13 00 <b>Pop Corn</b> Cracker Jack..3 25 Giggles, 5c pkg. cs 3 50 Pop Corn Bails 200s 1 25 Azulikit 100s..3 25 Oh My 100s..3 50 <b>Cough Drops</b> Putnam Menthol..1 00 Smith Bros..1 25 <b>NUTS—Whole</b> Almonds, Tarragona 16 Almonds, Drake..15 Almonds, California sft. shell..12@13 Brazil..12@13 Filberts..12@13 Cal. No. 1..13 Walnuts, soft shell 15@16 Walnuts, Marbot..13 1/2 Table nuts, fancy 13@13 1/2 Pecans, Med..@13 Pecans, ex. large..@14 Pecans, Jumbos..@16 Hickory Nuts per bu. Ohio, new Cocoanuts Chestnuts, New York State, per bu. <b>Shelled</b> Spanish Peanuts 7 @ Pecan Halves..@58 Walnut Halves..30@32 Filbert Meats..@27 Alicante Almonds..@42 Jordan Almonds..@47 <b>Peanuts</b> Fancy H. P. Suns 3 1/2 @ 6 Roasted..6 1/2 @ 7 Choice, H. P. Jumbo..@ 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

Small size, 1 doz. box .40  
Large size, 1 doz. box .50

### 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, Beck .....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 ..... 6 1/2 @ 9 1/2  
Hindquarters ..... 8 @ 10 1/2  
Loins ..... 9 @ 14  
Rounds ..... 8 1/2 @ 10  
Chucks ..... 6 @ 7 1/2  
Plates ..... @ 5  
Livers ..... @ 5

#### Pork

Loins ..... @ 14 1/2  
Dressed ..... @ 11  
Boston Butts ..... @ 13 1/2  
Shoulders ..... @ 12 1/2  
Leaf Lard ..... @ 13  
Pork Trimmings ..... @ 10

### Mutton

Carcass ..... @ 10  
Lambs ..... @ 14  
Spring Lambs ..... @ 14

### Veal

Carcass ..... 6 @ 9

### CLOTHES LINES

#### Sisal

80ft. 3 thread, extra... 1 00  
72ft. 3 thread, extra... 1 40  
90ft. 3 thread, extra... 1 70  
80ft. 6 thread, extra... 1 29  
72ft. 6 thread, extra...

#### Jute

60ft. .... 75  
72ft. .... 90  
90ft. .... 1 05  
120ft. .... 1 50

#### Cotton Victor

50ft. .... 1 10  
60ft. .... 1 35  
70ft. .... 1 60

#### Cotton Windsor

50ft. .... 1 30  
60ft. .... 1 44  
70ft. .... 1 80  
80ft. .... 2 00

#### Cotton Braided

40ft. .... 95  
50ft. .... 1 35  
60ft. .... 1 65

#### Galvanized Wire

No. 20, each 100ft. long 1 90  
No. 19, each 100ft. long 2 10

### COFFEE

#### Roasted

Dwinell-Wright Co.'s B'ds.



White House, 11b. ....  
White House, 21b. ....  
Excelsior, M & J, 11b. ....  
Excelsior, M & J, 21b. ....  
Tip Top, M & J, 11b. ....  
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; God-  
mark, Durand & Co., Bat-  
tle Creek; Fielbach Co.,  
Toledo.

Peerless Evap'd Cream 4 00

### FISHING TACKLE

1/2 to 1 in. .... 6  
1 1/4 to 2 in. .... 7  
1 1/2 to 2 in. .... 9  
1 3/4 to 2 in. .... 11  
2 in. .... 15  
3 in. .... 20

### Cotton Lines

No. 1, 10 feet ..... 5  
No. 2, 15 feet ..... 7  
No. 3, 15 feet ..... 9  
No. 4, 15 feet ..... 10  
No. 5, 15 feet ..... 11  
No. 6, 15 feet ..... 12  
No. 7, 15 feet ..... 15  
No. 8, 15 feet ..... 18  
No. 9, 15 feet ..... 20

### Linen Lines

Small ..... 20  
Medium ..... 26  
Large ..... 34

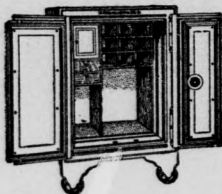
### Poles

Bamboo, 14 ft., per doz. 55  
Bamboo, 16 ft., per doz. 60  
Bamboo, 18 ft., per doz. 80

### GELATINE

Cox's, 1 doz. Large .. 1 80  
Cox's, 1 doz. Small .. 1 00  
Knox's Sparkling, doz. 1 25  
Knox's Sparkling, gr. 14 00  
Nelson's ..... 1 50  
Knox's Acidu'd. doz. .. 1 25  
Oxford ..... 75  
Plymouth Rock ..... 1 25

### SAFES



Full line of fire and burg-  
lar proof safes kept in  
stock by the Tradesman  
Company. Thirty-five sizes  
and styles on hand at all  
times—twice as many safes  
as are carried by any other  
house in the State. If you  
are unable to visit Grand  
Rapids and inspect the  
line personally, write for  
quotations.

### SOAP

Beaver Soap Co.'s Brand



100 cakes, large size.. 6 50  
50 cakes, large size.. 3 25  
100 cakes, small size.. 3 85  
50 cakes, small size.. 1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50  
Black Hawk, five bxs 2 40  
Black Hawk, ten bxs 2 25

### TABLE SAUCES

Halford, large ..... 3 75  
Halford, small ..... 2 25

## Lowest

Our catalogue is "the  
world's lowest market"  
because we are the  
largest buyers of general  
merchandise in America.

And because our com-  
paratively inexpensive  
method of selling,  
through a catalogue, re-  
duces costs.

We sell to merchants  
only.

Ask for current cata-  
logue.

## Butler Brothers

New York

Chicago St. Louis

Minneapolis

## Becker, Mayer & Co.

Chicago

LITTLE FELLOWS'

AND

YOUNG MEN'S CLOTHES

## FLOWERS

Dealers in surrounding towns will profit  
by dealing with

Wealthy Avenue Floral Co.

891 Wealthy Ave. Grand Rapids, Mich.

FIRE AND  
BURGLAR  
PROOF

## SAFES

Grand Rapids

Safe Co.

Tradesman Building

## What Is the Good

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

Tradesman Company  
Grand Rapids

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.



# BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

## BUSINESS CHANCES.

For Sale or Exchange—An up-to-date bakery and confectionery fully equipped in live Eastern Michigan town, 2,500 population. Manufacturing cream, private lighting plant; doing good business; sickness compels immediate sale. F. E. Holt, 519 North Ottawa St., Phone 1846. 931

For Sale—Balance of stock, consisting of clothing, shoes, dry goods, etc. Will invoice about \$5,500. Cheap if sold at once. Will sell or rent store building if party wishes to remain in town. M. Alvin, Marion, Mich. 954

Dry goods and shoe stock in Southern Michigan, 1,000 population, one competitor. Invoices five thousand. No fakirs. Address D., care Tradesman. 953

For Sale—Drug stock and fixtures with or without building in a good town of 650 people. No competition nor cut rates to contend with. Store has done a paying business in the same family over 40 years. I wish to practice medicine exclusively. Address No. 952, care Michigan Tradesman. 952

Grocery for sale, snap. Invoices about \$2,500. In southern part Michigan. Did \$50,000 business last year. Write for particulars. Address No. 951, care Michigan Tradesman. 951

For Rent—A two-story solid brick store building, fifty foot front, seventy-five feet deep, fitted with counters and shelving and including fine living rooms upstairs if desired; best location in a good town of 700 people, in which there was paid out last month for cream alone about \$6,000. Here is a first-class opening for the right man to engage in the general merchandise business. For particulars address E. V. Moore, Eagle Bend, Minn. 949

Write for bargain list of farms in the Ozarks of Missouri. A. A. Parsons, Laquey, Pulaski County, Mo. 948

For Sale—\$6,000 stock of general merchandise in small town near Marshfield, Wisconsin. Owner doing nice business; must quit on account of his health. Business well-established in a growing farming community and can be increased. Full particulars on enquiry. John F. Cole, Marshfield, Wis. 947

Assistance given in reports, debates, toasts, addresses for occasions, orations, lectures, speeches, club programs. Dept. I., Bureau of Research, New Albany, Indiana. 940

For Sale—Small clean stock of shoes, any reasonable offer accepted. Address No. 945, care Tradesman. 945

For Rent—Corner store in new brick block, diagonally across street from Hotel Belding. Excellent location. Good live city. Eight large mills, all in operation. Store 25x85 feet. Fine light in day-time, electricity at night. The best store building in city. Address W. P. Hetherington, Agt., Belding, Mich. 944

For Rent—Store building 22x65 feet, now occupied by millinery stock, doing big business. A first-class opening for millinery, only two stocks in town. Well located, steam heat, rent \$22.50, etc., must be rented by Sept. 1st, otherwise we will use it ourselves. Apply G. Van den Bosch & Son, Grand Haven, Mich. 946

For Sale—A drug store in a town of six thousand; established 25 years; poor health the reason for selling. Will sacrifice same. Address D. H. Bryant, Charlotte, Mich. 943

Successful speculation, weekly dividends; amounts \$20 and upward; accounts withdrawn by sight draft; no races, oil or mining. For particulars address Co-Operative Trading Bureau, Room 1305, 71-73 Nassau St., New York. 942

Safety razor blades sharpened. Gillette, Gem Jr. and such blades, 25c dozen. Star and Gem blades 10c each. Mail to me. J. M. Phelps, Box 423, Centralia, Mo. 935

For Sale—Old-established general merchandise stock in pretty village Southern Michigan. Fine fruit and farming district, fine large store building to rent or sell. No opposition. Fine school, churches, creamery, flouring mill, pickle factory, good railroad. Stock \$6,000. Will discount for cash. I want to retire. Address R., care Michigan Tradesman. 938

For Sale or Exchange—Good brick hotel building in Middleton. Fourteen rooms. Only hotel in town. H. M. Gillett, 109 Monroe St., Grand Rapids or J. J. Robbins, Boyne Falls. 934

For Sale—Meat market in thriving town of 1,500, including buildings; first-class trade. Address B. B., care Michigan Tradesman. 908

For Sale—Excellent opportunity for any one wishing to make good investment that will pay 10 per cent on \$25,000; good business property, located in the city of Buffalo, corner property, 60x91; four stores and four flats, all in good condition. Well rented. Will sell at bargain. Address C. F. Selman, care Hens-Kelly Co., Buffalo, N. Y. 909

Large Bakery—Doing fine wholesale and retail business that will stand the strictest investigation. Very large shop, flour and store room; two ovens, Day mixer, cake machine, flour sifter; two wagons, four horses. We use 45 barrels of flour a week, half of it rye. Reason, am not a baker. For particulars address Rudolph Roesch 3023 Walnut St., Denver, Colo. 904

Fine opening for clothing or department store, Pendleton, Indiana, has none. Former occupants did \$25,000 year in exclusive clothing business. Modern corner room, 30x100, completely equipped with fixtures. Immediate possession. Rent reasonable. Write Charles Stephenson, 167 Dearborn St., Chicago, Ill. 932

For Sale—Milk and ice cream plant in town of about 20,000 population. Four routes doing good cash business. Paid better than 25 per cent. on price asked last year. Good opportunity to start butter business. Bears investigation. Good reasons for selling. Must be sold soon. Findlay Dairy Company, Findlay, Ohio. 900

Wanted—Stock general merchandise, clothing or shoes. Give particulars as to size and condition in first letter. W. F. Whipple, Macomb, Ill. 902

Make electric lights for your bedrooms, autos, motor boats, oil sheds, coolers. Our booklet tells you how. 10 cents. Lintern Car Signal Co. Cleveland, Ohio. 901

For Sale—A fine stock of bazaar goods in a growing city of 12,000. Invoices \$6,500. Will make interesting price. Address L. J., care Tradesman. 891

Drug and grocery stock for sale in hustling Southern Michigan town of 2,000. Good fixtures, gas lights, rent cheap, dry territory. Invoices about \$3,000. Daily sales \$80. Address No. 899, care Tradesman. 899

To Rent—Well located store building 26x70, in prosperous Northern Michigan town. Address L. H. Smith, McBain, Mich. 890

## IF SPOT CASH

and quick action appeals to you, we will buy and take off your hands at once all the Shoes, Clothing, Dry Goods, Furnishings, etc., or we will buy your entire Shoe, Clothing, Dry Goods and Furnishings stocks. We buy anything any man or woman wants money for. Write us to-day and we will be there to-morrow.

Paul L. Feyreisen & Co.,  
184 Franklin St., Chicago, Ill.

For Sale—Blacksmith shop, tools and fixtures. This business has been successfully run by the same party for about thirty years. Hustling town, good business for the right man. Reason for selling, poor health. Enquire of Dr. Towsley, Lowell, Mich. 889

For Sale—Small stock of general merchandise and buildings on Grand Rapids and Indiana Railroad; cheap. Address Calvert, Valentine, Indiana. 866

\$259 will buy a 250 light Brush Dynamo with wire, lamps, switches, etc., all in first class condition. Easy terms. Address No. 872, care Tradesman. 872

For Sale—Funeral car, Cunningham make, eight column, newly painted, new rubber tires and in first-class condition throughout. Weight about 1,500. Just the car for city and country work. Price \$600, but will discount this if sold at once. Photograph on application. Address F. Car, 91 Pearl St., Grand Rapids. 930

Wanted—Salesmen to carry, as sideline, Rochester's finest line of soft sole infants' shoes. Adler, Martin & Katz, Rochester, N. Y. 929

Agents, woolfat is your harvest. The great hoof softener for horses' feet and all sores. Sample and terms free. E. J. Worst, Ashland, Ohio. 927

For Sale—Only exclusive shoe store best county seat town Northern Missouri, invoices \$4,000. Up-to-date paying proposition. Good reasons selling. J. Q. Boner, Carrollton, Mo. 926

For Sale—Entire balance of stock, consisting of shoes, dry goods, notions, etc. Will invoice about \$7,500. Cheap if sold at once. No exchange considered. Ill health, the reason. I. Netzorg, Battle Creek, Mich. 850

For Sale or Rent—Brick store building in center of business district, adapted to any line. Box 2212, Zeeland, Mich. 883

For Sale—A well-assorted stock of hardware in a good factory town of 5,500 in Michigan. Will invoice \$5,500. Convenient store and tin shop. No dead stock. Address C., care Tradesman. 847

For Sale—The best up-to-date ice cream parlor and confectionery store at the county seat. Population 3,500. Write Lock Box 38, Glencoe, Minn. Steam heat furnished; rent \$25 a month. 845

Anything and everything to equip store, office, restaurant or ice cream parlor. Some special bargains; second-hand goods. Michigan Store & Office Fixture Co., 519-521 N. Ottawa St., Grand Rapids, Mich. 837

For Sale—Good paying drug store cheap, expenses light. Reason for selling, death of owner. Address C. H. DeGowin, Cheboygan, Mich. 835

For Rent—Restaurant, fully equipped; all modern conveniences; in an office building of 160 rooms; city of 25,000 population; no competition, opportunity of a lifetime; write quick. Address Manager State National Bank Building, Texarkana, Ark. 834

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

The country of opportunity: Mr. Merchant, if your eyes turn to the great and prosperous states of Minnesota, North and South Dakota, Montana, Idaho or Washington, get in touch with us by correspondence or when in St. Paul, as we have some valuable information about desirable openings for merchants. Finch Van Slyck & McConville, Wholesale Dry Goods, Men's Furnishings, Notions, etc., St. Paul, Minn. 884

For Sale—Stock of clothing and furnishing goods in good factory town 4,000 population, doing yearly business of \$32,000 to \$35,000. Stock inventories \$16,000. Can reduce stock to suit buyer. Will lease store, best location, all modern front. Geo. H. Sheets, Grand Ledge, Mich. 823

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. Lorie & Co., R. F. D. 5, St. Johns, Mich. 800

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

Well drilling machinery. Modern in every particular. Effective, durable, convenient. Absolutely unequaled. Loomis Machine Works, Box K, Tiffin, Ohio. 791

For Sale—Drug stock and fixtures in town of Southwestern Michigan, center of fruit belt, good business year round, heavy resort business. No dead stock, up-to-date fixtures, soda fountain alone cost \$2,500. Stock invoices about \$3,000. Good reasons for selling, not a booze drug store, wet county, went wet by large majority at last election. Address Lock Box No. 993, Benton Harbor, Mich. 915

General merchandise stock, \$8,000, doing good business in Northern Illinois, stock new two years ago; best location in the city; everything in first-class shape and salable; no trade, cash sale. F. M. Edgett, Earlville, Ill. 925

For Sale—\$2,000 stock general merchandise, Northwestern Iowa. Snap. Cash only. Address Box 633, Rock Rapids, Iowa. 922

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. 635, care Michigan Tradesman. 685

Only Bakery—Central Ohio town of 1,600. New Hubbard over No. 18; gas engine, Day mixer, all in good order. Good reason for selling. Mt. Sterling Baking Co., Mt. Sterling, Ohio. 921

I pay cash for stocks or part stocks of merchandise. Must be cheap. H. Kaufer, Milwaukee, Wis. 771

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—At a bargain, 100 feet drug shelves, 200 drug drawers, 250 shelf bottles, assorted sizes, one 12 foot case, one double 24 syrup soda fountain, one 12 foot marble top counter. V. Roussin, 59 W. Western Ave., Muskegon, Mich. 919

Will pay spot cash for shoe stock to move. Must be cheap. Address P. E. L., care Tradesman. 609

Stores, business places and real estate bought, sold and exchanged. No matter where located, if you want to get in or out of business, address Frank P. Cleveland, 1261 Adams Express Building, Chicago, Ill. 125

For Sale—One 200 book McCaskey account register, cheap. Address No. 548, care Michigan Tradesman. 548

## HELP WANTED.

Wanted—An experienced clerk in general store, steady position to right party. J. W. Jackson & Co., Chesaning, Mich. 939

Wanted—Registered assistant druggist or one with at least two years' experience. References required. C. E. Van Avery, Kalamazoo, Mich. 950

Agents, \$95 monthly, selling Suction Sign Holders. Something new. Lightning sellers. Get busy. Particulars free. B. F. Barr, Altoona, Pa. 941

Wanted—By a Philadelphia manufacturer, salesman on commission, to handle a side line of turkish towels, scrub cloths, etc., to the dry goods and department store trade for the State of Michigan. Write territory covered and lines you handle. Address Textile Manufacturer, 2022 North Howard St., Philadelphia, Pa. 924

Wanted—Clerk for general store. Must be sober and industrious and have some previous experience. References required. Address Store, care Tradesman. 242

## SITUATIONS WANTED.

A high school and salesmanship graduate desires a position on the road with some good house. Give me a chance. Address Salesman, care Tradesman. 888

Young married man with four years' experience in selling clothing and furnishings, wishes position. Good references furnished. Address E. O. S., 314 Trowbridge St., Allegan, Mich. 923

Wanted—A reliable young man wants position in grocery store. Experienced. Address X. Y. Z., care Tradesman. 863

Want Ads continued on next page

## Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

File and 1,000 printed blank bill heads..... \$2 75  
File and 1,000 specially printed bill heads..... 3 00  
Printed blank bill heads, per thousand..... 1 25  
Specially printed bill heads, per thousand..... 1 50

Tradesman Company,  
Grand Rapids.



## THE OTHER EXTREME.

The pendulum is on the backward swing. The poor farmer has ceased to be the object of ridicule and reproach. He has discarded his jean overalls and the single suspender together with the one button that kept them or tried to keep them in place. Gone from his mouth is his favorite straw, gone is the hayseed from un-kempt hair and whiskers, gone in fact is the typical farmer himself and in his place and in his touring car the "plutocratic agriculturist" rides to town. The hinge on the farmhouse gate has been replaced, panes of glass have relieved dilapidated hats from duty, a coat of paint has covered the ravages of time in the farmhouse and Job's turkey has ceased to be the standard of comparison for the way-back's proverty. In a word the farmer has come back to his own and has taken the place too long neglected, if not abandoned, among the responsible men of his time.

Reduced to a single reason the great change has come to the farmer through his determination to be no longer an underling. He got tired of posing in the cartoonist's picture and out of it as the country gawk with a straw in his mouth and with hayseed in his hair. He waked up one morning to find that it was a fool who laughed at book farming and that he was the fool. He harnessed the horses and took that boy of his to the State Agricultural College and stayed with him long enough to get an inkling of what was carried on there and to do a little study for himself. Instead of crawling off to bed as soon as it was dark he lighted the evening lamp and went to work. He studied soils and what crops they would best produce. He found out that there is a great difference in seed and, finding the difference, he applied his knowledge to his own fields with results that astonished him. He was literally making two blades of grass grow where one had been growing before. He doubled the number of bushels he had been raising to the acre and that too without an extra expenditure of muscle; and having learned all this he went to work. This is the season of the year when the reports begin to come in and here are some of them, according to Secretary Wilson's annual report, made public a day or so ago.

The total valuation of farm products in the crop year of 1908, the biggest in the world's history, was \$7,778,000,000—that is to say seven and three-fourths billions of dollars of wealth have been produced by farmers this year for national sustenance and for export to the craving millions of foreign nations; and it is a real, tangible wealth at the time it leaves the hands of its producers. It is about four times the value of the products of the mines, including minerals, oils and precious metals.

Greatest of all crops is Indian corn. Its value almost surpasses belief. It is \$1,615,000,000—wealth which has grown out of the ground in four months of sunshine and rain and which is enough—so says the report

—to pay for the Panama canal and fifty battleships.

Wheat is 1.5 per cent. above the five year average in production and 23.3 per cent. above that average in total value—\$620,000,000—which was never approached nearer than \$66,000,000.

"The value of the farm products of the dairy cow is getting closer and closer to \$800,000,000 and the eggs and poultry produced on the farm are worth as much as the cotton crop, seed included, or the hay crop, or the wheat crop. To the farmer who has averaged hardly 20 cents a pound for the butter he has sold, 3 and 4 cents a quart for his milk and about 1½ cents for each egg, and even to the consumer who has paid prices much above these, this increase in value is striking."

The best of this has been already stated. The farmer has been saving his muscle and working more with his brain. The result is a mental, moral and physical uplift the country over. With the improvement of his temporal condition the spiritual comes crowding in. He has time and improves it in thinking of higher and better things. The bettered road has rendered frequent communication with his neighbors pleased and profitable and his world thus widened has given a greater prominence to the school house, the college and the church, and these three, buttressed about by the refinement of a genuine home, are making this general uplift the greatest blessing that the country as a nation has so far known.

## A BIT BUMPTIOUS.

A rug sale was in progress and the statement that secured the sale was the fact that that was the last fiber rug to the house and the last it was going to have for the manufacturer had sopped making it. That last, together with the fact that \$2 was taken from the price, sold the rug and the voluble clerk, having found a willing listener, did not fail to make the most of it.

The house had had no end of trouble with the Eastern manufacturer. He thought—it was a sectional characteristic—that the Middle West dealer didn't know his own mind. Everything was of the wild and woolly variety and it was incumbent upon him, the manufacturer, to take the Western dealer in hand and teach him a thing or two. These fiber rugs, for instance, was an illustration. The house found a ready sale for them and wanted them; but the manufacturer in spite of this had concluded that the West ought to have something else and was proceeding accordingly. He knew and the West didn't know what was wanted out here and we must take what he concluded to send—that or nothing and it was going to be nothing so far as fiber rugs were concerned. The fact is that manufacturer is a bit bumptious and he would find it out to his sorrow one of these days.

Another fact, showing the same thing—that the West can't go alone without the all-wise East's holding its little hand—is that that part of the

country seems to have made up its mind that this part must indulge in dark colors because that part does. Carpets must be dark and wallpapers must be dark and whatever goes with these must be dark, because dark colors are the thing now, and because, Bismillah! the East wills it so; and there in the sunshine-flooded West, big enough to hide in its capacious pocket the whole of the country washed by the Atlantic and to lose it in one corner, light colors must be shut out—another bit of the bumptious, not much longer to be put up with.

After making due allowance for the salesman's lively imagination and voluble tongue, it must be admitted that the complaint is not a new one. It has been most noticeable in foreign markets, however, and the bumptiousness has appeared in South African traffic, in dealings with Japan and China—in the foreign market, generally, where the superior textile, the product of the superior machine, both American, was of course the best of its kind on earth and both covering what must be the undisputed fact, that the American mind so idealizing and so realizing can make no possible mistake in other directions; and, therefore, when it concludes what this country or that country needs all those countries have to do is to take what America provides for them and be thankful!

There can be no disputing that the Yankee wit and the hand it guides have been able to make their way in the world. They spin as fine a thread—cotton or wool—as anybody can and they weave it into as fine and firm a cloth as the market anywhere produces. From the raw material, fresh from large grazing lands and by a transformation known alone to them the most comfortable and the cheapest are sent out into the world, which, once testing, will wear nothing else. They, the Yankee wit and hand, plow and plant and harvest by the square mile, a single state already reporting a wheat crop of eighty-four millions bushels, and yet with a bumptiousness which the rest of the earth laughs at say "very wisely," like Touchstone, the clown, that the world must take only what they decide to give it, be it food to eat or clothes to wear or color to please!

There is but one conclusion: with a big country and big crops and big everything the United States of America is a bit too bumptious. She does "make good" in whatever she undertakes. She is rich and prosperous and as generous as the sunshine on a cloudless day, but with all her wit and with all her wisdom, tested by experience, it has not yet dawned upon her that she does not know everything, that she is not supposed to know everything and that the specialty of deciding other people's affairs which she believes to be peculiarly her own is a bit of bumptiousness which she can not get rid of a minute too soon.

## Thirty-Seven Original Subscribers To the Tradesman.

Thirty-seven of the original subscribers of the Michigan Tradesman—that is, those who have taken every

issue since No. 1—are still on the subscription list, as follows:

Chas. H. Coy, Alden.  
Amberg & Murphy, Battle Creek.  
J. B. Watson, Boyne.  
Adam Newell, Burnips Corners.  
Drury & Kelly Co., Cadillac.  
J. L. Norris, Casnovia.  
F. H. Bitely, Casnovia.  
E. S. Botsford, Dorr.  
Chas. G. Phelps, Elwell.  
J. H. Voller, Evart.  
R. D. McNaughton, Fruitport.  
D. Gale, Grand Haven.  
Wm. J. Clarke, Harbor Springs.  
Walsh Drug Co., Holland.  
Furber & Kidder, Hopkins.  
F. B. Watkins, Hopkins.  
L. M. Wolf, Hudsonville.  
Osborne & Hammond, Luther.  
Rodenbaugh & Stevens, Mancelona.  
Wisler & Co., Mancelona.  
Thompson Bros. & Co., Newaygo.  
A. Rogers, Ravenna.  
W. F. Hessler, Rockford.  
M. V. Wilson, Sand Lake.  
Milo Bolender, Sparta.  
Mrs. Anna Mulder & Son, Spring Lake.  
O. P. DeWitt, St. Johns.  
S. E. Wait & Sons, Traverse City.  
A. G. Clark & Co., White Cloud.  
Belknap Wagon Co., City.  
F. C. Beard, City.  
Wolbrink Bros., Ganges.  
Geo. Carrington, Trent.  
Lindley & Lindley, Bailey.  
Edgar Campbell, Baldwin.  
E. H. Luce, Lawrence.  
I. J. Quick, Thompsonville.

## Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, Aug. 25—Creamery, fresh, 25@28½c; dairy, fresh, 20@24c; poor to common, 18@20c.

Eggs—Strictly fresh, 24@26c.

Live Poultry—Fowls, 15@15½c; ducks, 12@14c; geese, 11c; old cox, 11c; springs, 16@18c; turkeys, 12@17c.

Dressed Poultry—Fowls, 15@16c; old cox, 11@12c.

Beans—Marrow, hand-picked, \$2.85@3; medium, hand-picked, \$2.60@2.65; pea, hand-picked, \$2.50@2.60; red kidney, hand-picked, \$2.25@2.40; white kidney, hand-picked, \$2.60@2.80.

Potatoes—New, \$2@2.25 per bbl.  
Rea & Witzig.

## BUSINESS CHANCES.

For Sale—At a bargain, first-class wall paper and paint business; well established and in excellent location; business growing nicely; will sell for cash or trade for good real estate; good reasons for selling. Address Bargain, care Michigan Tradesman. 955

Wanted—The right man with experience, energy, good judgment, good habits. Write, sending references to Mills Dry Goods Co., Lansing, Mich. 959

Opening—Fine opening in city of nearly 5,000 for furniture and house furnishings business, centrally located store which has been furniture store for 15 years. Can be had at reasonable rental. No exclusive furniture store in city. Address Box 67, Greenville, Mich. 958

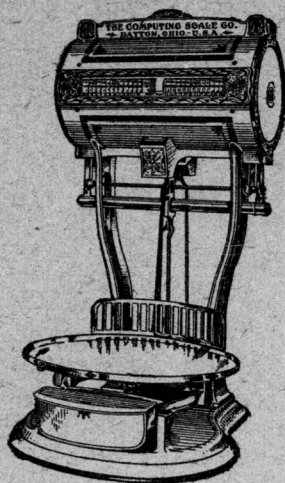
For Sale—On account of poor health, established millinery business, staple stock of ladies' furnishings, in good location, cheap rent. Address Box 240, Utica, Mich. 957

Wanted—Party with large amount of shingle, lumber and lath timber, wishes to interest a party, lady or gentleman, who can put in some means and take a working position with company, either in office or woods. Address O. M. Ware, General Delivery, Duluth, Minn. 956

For Sale—Owing to death of owner, established dry goods business in flourishing town of two thousand. Cheap for cash. Cummings Store, Paw Paw, Mich. 960



# They Never Wear Out



The new low platform  
Dayton Scale

THE SPRINGS of a correctly made automatic spring scale will never give out. Exhaustive scientific and practical tests prove this fact beyond controversy.

Continual use and years of service will dull the edge of the finest knife-edge bearing, especially the thin wafer-like blade of the main pivot of a large capacity pendulum scale.

City Sealers are now testing and sealing spring scales which have been in constant use for over 30 years.

Clothes do not make the man, neither does paint and gold stripes make a computing scale. It is the working parts which must stand the

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THE DAYTON MONEYWEIGHT SCALE is proven to be the only practical and scientifically built scale. All claims of its makers are verified by actual use.

Send for our free catalogue before buying elsewhere.



**Moneyweight Scale Co.**  
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To please Sardine lovers. "Small fish in a can" won't do.

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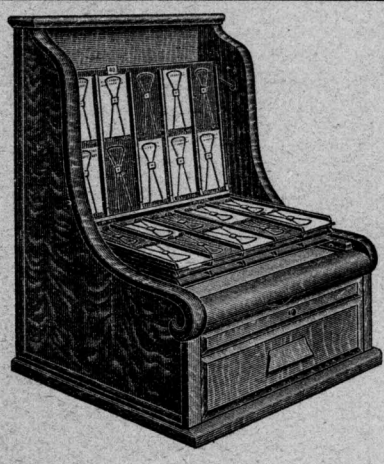
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BECAUSE we want the best trade and the most of it, we do printing that deserves it. There is a shorter way to temporary profits, but there is no such thing as temporary success. A result that includes disappointment for somebody is not success, although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

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

**Tradesman Company**  
Grand Rapids, Michigan



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Make as good a ketchup as Blue Label is because they can't

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Make Blue Label Ketchup better is because we can't

As long as we have the finest ketchup on the market we are satisfied. As long as we create an enormous demand for it by our advertising and keep your customers buying it on account of its quality and give you a good profit we believe you will be satisfied

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When your customers are satisfied  
And when we are satisfied  
We figure that the problem is solved.

If you have a customer who doesn't buy BLUE LABEL KETCHUP from you tie her closer to you by telling her to try it—you will only have to do it **once**.



**CURTICE BROTHERS CO., Rochester, N. Y.**



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You cannot expect your town to furnish an officer whose business it shall be to stand in front of your store every night in order to keep the man with the

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You must protect yourself and your own property.

## A Good Safe Isn't Expensive

and you will feel a heap more comfortable with your money in it than you do by hiding it in a tea chest or bolt of cotton. There are certain chances you cannot afford to take, and going without a safe is one of them.

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