

# MICHIGAN TRADESMAN

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Twenty-Seventh Year

GRAND RAPIDS, WEDNESDAY, MAY 18, 1910

Number 1391



RALPH WALDO EMERSON

Born Boston, Mass., May 25, 1803  
Died Concord, Mass., April 22, 1882

## The Law of Compensation

A WISE MAN will extend this lesson to all parts of life—that when he borrows money, goods or good will, he must likewise pay—and know that it is always the part of prudence to face every claimant and pay every just demand on your time, your talents or your heart. Always pay; for, first or last, you must pay your entire debt. Persons or events may stand for a time between you and justice, but it is only a postponement. You must pay at last your own debt. If you are wise you will dread a prosperity which only loads you with more. Benefit is the end of nature. But for every benefit which you receive a tax is levied. He is great who confers the most benefits. He is base—and that is the one base thing in the universe—to receive favors and render none. In the order of nature we can not render benefits to those from whom we receive them, or only seldom. But the benefit we receive must be rendered again, line for line, deed for deed, cent for cent, to somebody. Beware of too much good staying in your hand. It will fast corrupt and worm worms. Pay it away quickly in some sort.

RALPH WALDO EMERSON.

# A Reliable Name

And the Yeast  
Is the Same

## Fleischmann's

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 color-  
ing. Our vinegar meets the re-  
quirements of the Pure Food Laws  
of every State in the Union. ❁ ❁

**The Williams Bros. Co.**

Manufacturers

Picklers and Preservers

Detroit, Mich.

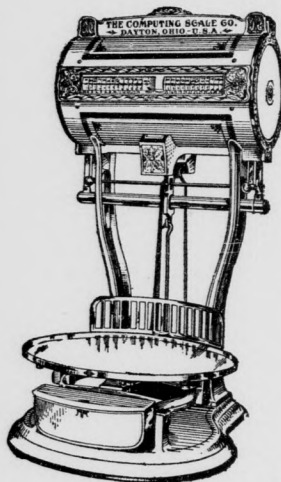


## "State Seal" Brand Vinegar

has demonstrated itself to do  
all that has been claimed for  
it. The very large demand it  
has attained is selfevident.

Mr. Grocer! It increases your profits. Ask yqur jobber.

Oakland Vinegar & Pickle Co., Saginaw, Mich.



## Eureka! Perfection!

If there is any one article on the American  
market which stands ABOVE ALL COM-  
PARISON with other devices for accom-  
plishing like results, it is the **DAYTON-  
MONEYWEIGHT SCALE**. It has been  
TESTED by SCIENTISTS of world re-  
nown; by FEDERAL and MUNICIPAL  
OFFICIALS; by MECHANICAL TESTS  
at our factory; by TIME and SERVICE, and  
by the great majority of PROGRESSIVE  
MERCHANTS. Their unanimous VER-  
DICT is PERFECTION.

### Moneyweight—Money-Saving

Our scales show automatically and simul-  
taneously the price per pound, weight and  
value, clearly and distinctly. No other practical counter scale is so quick-  
acting, sensitive and accurate. This scale protects your profits. Its accu-  
racy is a safeguard over every transaction between customer and merchant.  
It stimulates confidence and is the emblem of a square deal. They are  
equipped with our patented swivel base.

### DAYTON AUTOMATIC SCALES

Our new factory at Dayton, Ohio (just completed), is a monument to  
modern factory-building. The facilities for supplying the demand for the  
matchless Dayton-Moneyweight Scales were never so favorable as now.

**EASY PAYMENTS**—Each purchaser has the privilege of paying for his scale  
by easy monthly payments. If he pays in full in 30 days a liberal cash discount is  
granted. An old style or unsatisfactory computing scale can be traded in as part  
payment on the purchase of a new one. Ask for our exchange proposition.

**CATALOGUE FREE**—A request for information does not say you  
want to buy. It implies that if there are any unnecessary leaks in your  
method of handling your goods you want to know where they are and how  
they can be remedied. Our catalogue will give you much valuable infor-  
mation.



### MONEYWEIGHT SCALE CO.

58 State Street, Chicago, Illinois

Please mention Michigan Tradesman when writing for catalogue

## 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.



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## SPECIAL FEATURES.

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## WAR AGAINST ENVIRONMENT.

Discontent is the world's foremost agitator. It sweeps right and left, and high and low and rich and poor are affected by it. The boy on the farm and the one in the city are influenced by it and their elders, all of them, in the midst of opportunities of bettering their condition, gaze with longing eyes upon what is beyond them and wish that that fortune could be theirs. The fact of the matter is that in the majority of cases the boy's, the man's, locality is the best one for him; but the boy who stops his team and, gazing into the clouds, wishes he was somewhere else not only never gets there, but he never finishes plowing his field. Wishing and dreaming and neglecting are not the elements of success and they who practice them are down on the list of the world's failures.

Probably one of the first surprises that the young man country born and bred encounters when good luck, as he thinks, has located him in town is that it still depends upon himself whether in the city he is going to amount to anything. It is still up to him whether he is "going to get up and dust," and the second surprise is equal unto it: the home folks care whether he amounts to anything and the town folk never care a rap. In the city he is to be his own hero. If he goes up his own lift and pull are responsible for the rise; if he does not the fault is purely his own. The transfer from field to street is only a change of environment; his own personal vim does the rest and the young man who looks at the turned furrow on the home farm without the ability to see the hundredfold gain in it is the same young man who serves behind the counter year in and year out and realizes only the drudgery against which he rebels with all his might and main.

## LEARNING HOW.

The lessons of to-day and yesterday should become our guide for tomorrow. Every day has some new thought for the receptive mind; some proposition ready to be grasped for

a profit. The man who declares that he "knows all about farming without any reading" is an open witness that he is non-progressive. Likewise, the commercial man, the tradesman, has ever new lessons to learn. The subject is illimitable in its scope and constantly changing in its character.

We may learn from our own experience. Every purchase, every sale has with it some point for thought. The quality of the goods, the price, the comparison with similar material of yesterday and the demand—each has its point to be observed.

The learning how of the salesman is something like the child's learning geography. New discoveries and the passing of time with its attendant events are constantly adding new material. As fast as we think we have one lesson learned there is a new one ready, but as the child is continually led on to an approximation of the ground, so we may gain a summary of the life work and learn to make practical applications of its rules.

The study of human nature is almost as necessary as the study of trade conditions; in fact, it is a part of them. Without it no one can attain to the highest success. Too much of it can not be obtained. It is of use every time a sale is attempted. A violation of its rules usually means the cancelling of a possible bargain.

Life is in none of its paths more truly a school than in that of the tradesman. Science, art, language and mathematics all have a place in it in direct application as well as theory. The more fully we appreciate the fact and live up to it, the more thoroughly will we be equipped for the commencement leading to a higher life. Learning how is a life work, the completeness of which depends mainly upon ourselves.

## MIND THE LEAKS.

Whatever the nature of your goods, look out for the leaks and enable your customers to repair them as soon as possible. Some may think it is short-sighted to deliberately spoil the chances of another sale, but as the modern physician finds it advantageous to cure his patients as quickly and with as little expense as possible, and to familiarize them with the rules for maintaining health, so the first-class salesman has proved to his own satisfaction that every week or month which he can add to the usefulness of an article already sold yields him that much pure profit.

After an article is purchased and paid for, the main item with the consumer is to make it last as long as possible; and any shortcoming in this respect is bound to be remembered when its successor is purchased. If

its term of service has been prematurely cut short there will remain a tinge of acidity toward the one who gave the bad bargain, but if the owner of the article can point with pride to the service which it has given, although he may claim the entire credit for its wear, he will want to tell you about it and, incidentally, to renew at the old stand.

Keep on hand the solder, cement and rivets useful in mending the granite and tinware which you handle. If you deal in china, let your customer know that you are provided for the occasional breakage. If your specialty is rubber goods, furnish a good cement for mending them.

While providing for the leaks of others, do not forget your own. A leak in the roof may not only damage your goods, but your reputation for selling things in first-class shape. The leaking oil barrel will not only lose for you oil, but other things with which the leakage comes in contact. A leak in the memory may cost you the loss of one of your best customers.

The wisdom of the decision of the Western Michigan Development Bureau to establish a magazine which shall stand as an official organ is questioned by many of the best friends of the organization. Under existing conditions the Bureau has the hearty co-operation of every newspaper and every newspaper man in the district. While the magazine will not in any way conflict with the local newspaper, it, to some extent, reflects on the ability and disposition of the local newspaper to do its full duty in the premises and, in view of the very unfortunate experience the Bureau had in getting out a publication last fall, the Tradesman questions the wisdom of the officers in undertaking to launch a new publication at this time. The Secretary of the organization is one of the strongest men in his line of business in the United States. His time is fully occupied with the regular work of the organization. He can put more enthusiasm and common horse sense in the work than any man that could possibly be selected and his efforts along those lines are so effective and so permanent that he ought not to be compelled to take up a line of work with which he is not familiar and which, to some extent, at least, will interfere with his regular duties.

William W. Morris and Frank A. Lillis have formed a copartnership under the style of Morris & Lillis and engaged in the butter and egg business at 60 Market street. Mr. Morris has not been seen in Grand Rapids as yet; but his partner says he will be here Friday of this week,

being detained at home until he can dispose of property, the proceeds of which he proposes to add to the capital of the firm. Mr. Lillis declines to say where he or his partner resided before coming to Grand Rapids, so no authoritative information can be attained at present concerning the antecedents of the firm. As they are paying above the market price for both eggs and butter and disposing of shipments as fast as they arrive at less than they pay for them, the Tradesman advises caution in dealing with the firm until they are willing to disclose the character of their antecedents or give some valid reason for doing business at a loss.

## Michigan Bulk Sales Act Is Upheld.

Washington, May 16—The Michigan bulk sales act was upheld by the United States Supreme Court to-day. The Court holds that the Michigan statute is on all fours with the Connecticut law which the Court had held to be constitutional.

This is a decided victory for the credit men of the entire country, the fight having been made by the National Credit Men's Association. It now becomes certain that creditors may be completely protected when a debtor makes a sale of his stock. The law, now held to be constitutional, provides that a person about to purchase a stock of goods from a dealer must give notice to all the creditors of that dealer and give the creditors a chance to protect themselves.

Similar acts have been on the statute books of various states, but some of them have been declared unconstitutional. At last a statute has been found which stands the test and its enactment by other states is regarded as certain. One or two states have already adopted the Michigan statute bodily.

The Musselman Grocer Co., of Grand Rapids, was a party to this test case. B. M. Corwin, of Grand Rapids, was one of the attorneys on the winning side.

## The Boys Behind the Counter.

Port Huron—Guy Sharrard has secured a position at the Frank Gates grocery store.

Fenton—Claude Foster, formerly in the shoe department of the Scott & Co. store has gone to Rochester, New York, to take a position with the Fuller Shoe Co.

Paw Paw—Francis Shaefer has taken Charley Blackwood's place as clerk in the Lindsley store.

Petoskey—Raymond Brockway and family have arrived from St. Louis, where they have lived for six years. They have decided to make their home here, Mr. Brockway having secured a position with the Northern Hardware Co.



## BUSINESS PESSIMISM.

## It Sometimes Is Useful as a Balance Wheel.

In nine cases out of ten the man who has made a success is quite sure that he can lay his finger on the one great reason for his winning. Thus you will hear Jones say when questioned on this subject: "Well, I do not know what others think, but I know what did the work in my case: I was working nights when the other fellows were running around spending their money. That is why I won; I deserved it."

Smith, another successful man, will say: "I looked ahead and saw what was going to happen in this line in the next few years. I saw how a fellow could start with a little and land with a pile if he only hung on. I had the foresight to see this and the determination to go through with it and hang on. That is how I made good."

Now, incidentally, the chances are that neither Jones nor Smith is right, for it is a safe bet that few successful men would be where they are to-day if their lucky stars had not conspired to adjust circumstances in a fashion extremely favorable to them. The talk of man controlling circumstances and conditions is rot and every honest observer knows it. Napoleon was as helpless as a babe in arms when the rain refused to stop at Waterloo, and there are few Napoleons. Yet Jones and Smith are sure that they know just why they won success.

## Victim Seldom Sees Reason.

But when it comes to naming the reason for a failure—ah! that is a different matter. In nine cases out of ten the man who fails will not have any reason for it, and when he does he will be miles out of the way. To show how far the victims of a failure may be from knowing the real reason for their downfall there is a case which just now is puzzling a lot of wealthy interested Chicago creditors, in which the cause for a failure apparently is lost in deepest mystery.

The case is that of two men who, after embarking in the manufacture of advertising novelties, and for two years apparently making a brilliant success, suddenly assigned with \$30,000 liabilities and assets of \$8,000 mortgaged to the hilt.

Their smashup came as a surprise to every one, and they themselves were the most surprised of all. They had been salesmen for a big house in their line previous to venturing on their own hook. They had been brilliant salesmen. They had no trouble in getting capital to back them when they decided to go into business and they had less trouble making a showing once the business had been begun. They got plenty of orders. They filled them on time. They gave satisfaction and there were no more bad accounts on their books than are to be expected with any new house eager for business.

And yet they failed, completely and shamefully. They are done for as far as future credit is concerned. There will be little or nothing for

their creditors. And the creditors and the failures themselves are asking: "Why?"

## Fault Always With the Other.

The partners, of course, are blaming one another.

"If he had done this as I told him we wouldn't be down and out now," says Partner No. 1.

"It's his fault," says No. 2.

The creditors say: "They must have been living too high. The business was good; the ruin must have come where most of it comes from, from the outside."

It didn't, though. If these men were honest with themselves they would know why they failed. It came right through the business in the office, where the plans of the business were laid. The ruin started from the desks of the two partners and they were about equally to blame. For they were good salesmen—and that was all.

"Get business," was the gist of their business creed. All other things were subordinate to this. On the road they had come to look upon the selling of goods as the one thing to be desired and in their offices they allowed the same point of view to rule their conduct.

"We have got to get that order," one partner would say to another about some big piece of business. Then they would begin to make concessions to the desired customer. The amount of business that they got in the first year of their business went to their heads. Orders came rolling in by the dozens. How could they help but make money if they were doing business? And all the time, on every order that they took, they were losing money. They knew how to sell goods, but they did not know how to make them cheap enough to make profits.

## Rush of Orders the Cause.

In fact, it was the amount of business that they did that ruined them. Had it come slower they might have paused and seen whither it was leading. But it came with a rush and every bit of it cost them money. It was a case of optimism bringing ruin. If one of them had been a confirmed pessimist who would have been forever predicting ruin they would have gone more carefully. But they were both optimists, chuck full of confidence and sure that they were going to win. So they failed, while being apparently brilliantly successful.

But it is safe to say that they never will agree that too much optimism was the real cause of their ruin.

"Just the same," said an old manager of a big downtown store, "optimism of this kind is responsible for a whole lot of failures. People go into business with more confidence than money or sense. They have heard it said that optimism is everything. Well, it isn't. A good dose of hard, dry pessimism is about one of the best things that a new business firm can have. It will keep it from beginning to dream of millions when it's making hundreds, and dreaming is what puts a lot of business men on the rocks. When I am picking a department manager I do

not pick a man who knows he is going to do a big business next quarter. I pick the man who says: 'I'm afraid we're going to have a bad season and I'll have to work like the deuce to keep up our average.' In other words, it is picturesque to take chances, but it is business to play safe."

And, really, most failures are failures because they didn't.

Martin Arends.

## Even Beasts and Birds Advertise.

A hen is not supposed to have much common sense or tact, yet every time she lays an egg she cackles forth the fact.

A rooster hasn't got a lot of intellect to show, but none the less most roosters have enough good sense to crow.

The mule, the most despised of beasts, has a persistent way of letting people know he's around by his strenuous bray.

The busy little bees they buzz, bulls bellow and cows moo, and watchdogs bark, and ganders quack and doves and pigeons coo.

The peacock spreads his tail and squawks; pigs squeal and robins sing, and even serpents know enough to hiss before they sting.

But man, the greatest masterpiece that Nature could devise, will often stop and hesitate before he'll advertise.—Copper Bulletin.

The world knows the church by the kind of people on whom she puts her O. K.

## Not For Him.

"Will I be a baseball fan this season?" replied the drummer in answer to the question. "It is too soon. My broken heart must have time to mend. I must have time to forget."

"Did something happen to you last season?"

"It was that. I was engaged to a Detroit girl. Sweetest thing you ever saw. Just peaches. And how I loved her I can not begin to tell. She was also a baseball fan. She also loved me."

"Well, get on."

"When New York and Detroit played that last game she telephoned me to come on. I just had to get away and see it. We sat side by side in the grand stand. We yelled together. We had our dough on Detroit. We whooped and hollered and cheered."

"But Detroit lost."

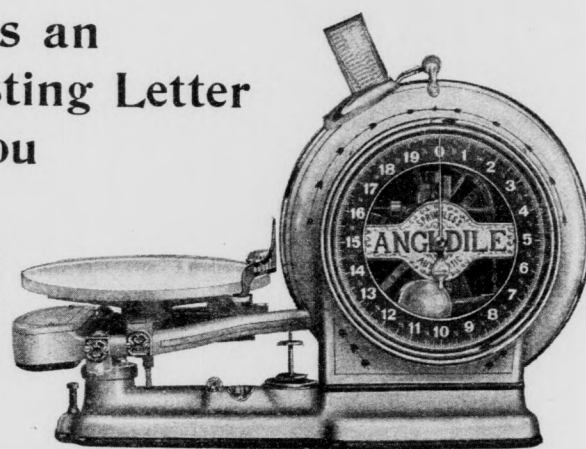
"It did and so did I. Sit still my throbbing heart when I recall it. Yes, Detroit lost and what do you suppose that dear little girl did?"

"Wept, of course."

"Not a blamed tear. She simply rose up and said it was my face that hoodooed the Wolverines and that I could return to New York to bury it! Yes, sir, claimed it was my face and from that hour we were as strangers. We shall never make up. She is sweet and lovely and gentle and all that, but I can never make her believe that but for my face the Detroit team would have dropped dead on the first innings."

## Here Is an Interesting Letter For You

(Cut shows customer's dial—12 inches in diameter)



Angldile Computing Scale Co.,  
Elkhart, Ind.

Indianapolis, Ind., May 7, 1910.

Gentlemen:—We have given your Mr. C. F. Harms, of Indianapolis, an order for a system of eight of your Angldile Computing Scales (SPRINGLESS) for our Indianapolis store. Your chart of plain figures is more satisfactory to the clerks, and the customer's dial promotes confidence in the purchaser.

We consider the Angldile to be perfection in every detail and the height of mechanical skill. The most accurate, most sensitive and absolutely frictionless.

At any time it will be our pleasure to give any prospective purchaser of scales more reasons why.

Yours truly, PETER SMITH & SONS.

The house of Peter Smith & Sons, of Detroit and Indianapolis, is one of the oldest and best known in the Middle West.

Ask us to send you some Angldile literature, in order that you may judge for yourself those features possessed only by this scale which appealed so strongly to this firm.

Angldile Computing Scale Co.

111 Franklin St.

Elkhart, Ind.



### Made a Million By Manufacturing Smoke.

A man who died the other day left a fortune estimated largely in excess of the million mark, every dollar of which was accumulated by the manufacture and marketing of smoke. Nor was he alone in this peculiar industry. There are to-day eighteen or twenty different smoke factories in operation, contributing in a marked degree to the advancement of civilization and the well-being of society.

The visible, tangible and marketable substance of smoke is soot. Soot is a product of perfect combustion. It seems like an unsubstantial foundation upon which to found a fortune, to establish an important industry, or to issue stocks and bonds and declare dividends. Nevertheless, it has a market value great enough to render all these things possible.

Of course soot is not sold under that homely and uninviting name. The name first chosen was lampblack. That did very well when soot manufacture was an infant industry; but when sootmakers grew rich and arrogant they wanted something still more dignified and imposing. The name finally chosen, and universally used, is carbon black.

There are as many different kinds of smoke and soot as there are different kinds and combinations of fuel. Most of these are quite as useless as the good housewife considers them all. They represent waste—a loss of energy. One notable exception is the smoke of green hickory wood, which contains creosote, and for that reason is valuable for curing meat. It is to infinitesimal quantities of creosote absorbed from the smoke of green hickory that smoked ham owes its mildly pungent taste. Millions of cords of green hickory are burned every year by pork-packers in the

country "smoke-houses" wherever the hickory tree grows and the hog flourishes. In this case smoke is not waste, but a preserving agent, acting as a deodorizer, a germicide and a disinfectant.

The most important exception to the general rule that smoke is waste is found in the smoke of natural gas. This is valuable because it yields a soot that is chemically pure carbon—as pure as the diamond, from which it differs only in the fact that the diamond is crystallized carbon, while in the gas soot the particles of carbon are minutely divided. It is from this that carbon black, the universal coloring agent of printer's ink, is obtained.

In theory the manufacture of printer's ink is very simple. All that is necessary is to mix carbon black with linseed oil, and the compound remains fluid in mass, but quickly dries when transferred to paper. The printer's ink in use to-day differs slightly in composition from that used by Faust and Gutenberg. Even the methods of the manufacture are but elaborations of the methods used by the inventors of the art of printing.

From the gas well to the printing press is a long journey, and not a little interest attaches to the transformation of the invisible and impalpable gas that comes from the ground into black, grimy soot or carbon black. Scattered here and there through the gas-producing regions of Pennsylvania, Ohio and West Virginia are nearly two-score dirty carbon-black factories. These furnish the soot that is the essential part of practically all the black printer's ink used, not merely in America but throughout the civilized world. In addition to its use in the manufacture of printer's ink a large amount

of soot is consumed as an adulterant of rubber in the manufacture of rubber boots and shoes, and a considerable quantity is used by the makers of shoe blacking, black paints, varnishes and stove-polishes.

The machinery used in making carbon black is neither costly nor complicated, nor are the processes involved at all mysterious. Since soot, or carbon black, is a product of perfect combustion, the whole secret of carbon-black manufacture is to burn the gas with as little air as will enable it to burn at all. There are almost as many ways of manufacturing carbon-black as there are manufacturers, but this is the philosophy of them all: There is a series of sheet-iron structures called "circles." These are five or six feet high and eighteen to twenty feet in diameter. In the center of each kiln is an upright pipe, from the top of which radiate some two-score of smaller pipes, like the spokes of a wheel. Each of these small pipes is perforated on the upper surface with a multitude of tiny holes. The upright central pipe, which answers to the axle of the wheel, is kept in constant revolution, turning the spokes with it. Through it passes the gas, escaping through the holes in the spokes in a multitude of tiny jets. Half an inch or so above the spokes is a sheet-iron ceiling, cooled by water flowing over the top. As the spokes with their multitude of gas jets revolve the flames from the jets are kept in constant contact with the cool sheet-iron ceiling, causing the black soot to accumulate with astonishing rapidity. At intervals between the spokes are thin iron blades that just touch the ceiling, scraping from it the accumulations of soot. The particles fall into a trough fastened below the scraper, with a steep in-

cline toward the central pipe. The constant vibration of the scraper and troughs caused by their motion results in the accumulation of carbon sliding in toward the center. When near the upright central pipe the carbon falls down upon belt conveyers, by which it is carried to a small central building, where it is emptied directly into the wooden casks or paper bags in which it is to be shipped.

Three or four men can attend to more than a score of "circles," consuming several millions of cubic feet of gas during each period of twenty-four hours. Fully one thousand cubic feet of natural gas are required to make a single pound of carbon-black. Last year more than ten million pounds were manufactured in the gas belts of Pennsylvania, Ohio and West Virginia. It is therefore evident that for this single purpose the annual consumption of natural gas exceeds the enormous total of ten thousand million cubic feet. Before the utilization of natural gas for the manufacture of carbon-black this product sold at from \$5 to \$7 a pound. To-day, the price, loaded on cars at the carbon-black factories, is about 7 cents a pound. It is therefore apparent that the lowering in the price of soot has been one of the factors that have helped to make possible the cheap books, newspapers and magazines of the present day.

John L. Cowan.

### After the Ball Game.

First Street Car Passenger (with one foot on the rear step)—Gee whiz! This car has 146 passengers on it.

Second Street Car Passenger—Then this conductor hasn't been on the job long. An experienced conductor could pile thirty more on this car easily.

# FREE ADVERTISING

Is secured by handling

## YOUR OWN BRAND BAKING POWDER.

You get better baking powder for less money because you don't have to help pay a million dollars' advertising campaign that benefits some one else.

You establish a name for your own PRIVATE BRAND.

YOU SELL AT YOUR OWN PRICE

# 17 YEARS

We've been putting out baking powder under private label. We aren't afraid to guarantee our goods, we know they are right.

Every customer you make will be your customer because

YOUR OWN BRAND is handled exclusively by you.

Fill in and return the attached blank. It means more profit.

WE TAKE ALL THE RISK

**WABASH BAKING POWDER CO.**  
**WABASH, IND.**



WABASH BAKING POWDER CO.,  
Wabash, Indiana.

Gentlemen:

Send me 15 dozen 16 oz. cans of baking powder on 60 days' FREE trial, prepaid freight.

If satisfied, I will pay you 6¼ cents per can for same. If not pleased, I am under no obligations to keep them.

Send sample labels from which I may select. I will then instruct you regarding printing for my OWN PRIVATE BRAND.

Yours truly,

Name \_\_\_\_\_

Town \_\_\_\_\_

State \_\_\_\_\_

NOTICE—Our goods are registered at Washington, D. C., under Serial Number 5444 and meet all the requirements of National and Local Pure Food Laws.





### Movements of Merchants.

Leslie—George Mitchell will open a clothing store here about June 1.

Vermontville—W. M. Kemp has opened a bakery and confectionery store here.

Muskegon—Medema & Bassett succeed O. E. Cutler in the grocery business on Lake street.

Carson City—Chas. Blakeslee has purchased the grocery and bakery stock of W. P. Felch.

Cadillac—Barnes & Skinner have added a line of meats to their stock of general merchandise.

Sault Ste. Marie—Willette Bros. have opened a grocery and confectionery store at Algonquin.

Boyne City—R. H. Chase has opened a new grocery store at the corner of East and Cedar streets.

Birmingham—Joseph J. Wilcox has sold his grocery stock to E. E. Cowan, who took immediate possession.

Pickford—Isaac Sandelman, recently of Sault Ste. Marie, has opened a dry goods, clothing and shoe store here.

Bellevue—T. E. Robinson has purchased the J. L. Flower drug stock at public sale and will open the store about June 1.

Elk Rapids—W. D. James is succeeded in the furniture and hardware business by Ora C. Lehman, recently of Kalamazoo.

Detroit—Freeman, Delameter & Co., wholesale hardware, have changed its corporate style to the Delameter Hardware Co.

Carson City—W. P. Felch has sold his restaurant and bakery to Charles Blakeslee, who will continue the business at the same location.

Eaton Rapids—W. R. Mead has purchased the grocery and crockery stock of George P. Honeywell and taken immediate possession.

Jackson—William A. Snyder and George Buck have formed a copartnership and opened a grocery store at 126 North Mechanic street.

Muskegon—Percy U. Cross has sold his grocery stock to his father, Enoch Cross, who will continue the business at the same location, 92 Pine street.

Coates Grove—Stowell & Wunderlich have sold their stock of general merchandise to Smith Bros., who will continue the business at the same location.

Montague—John Jager, who conducts a shoe store here, has purchased the C. H. Butzer meat market, which he will continue under the management of his son Jacob.

St. Joseph—Joseph R. Gilbert has sold a half interest in his jewelry stock to Milo Hyde and the business

will be continued under the same style.

Detroit—The Sterling Furniture & Carpet Co. has engaged in business with an authorized capital stock of \$30,000, all of which has been subscribed and paid in in cash.

Cheboygan—G. A. Thomas has taken over the interest of his partner, W. A. Lenz, in the drug stock of the Lenz Drug Co. and will continue the business under the style of the Reliable Pharmacy.

Port Huron—G. A. Law, who for many years conducted a grocery store and butcher shop on Twenty-fourth street, is selling out his stock at his old stand and will open a meat market on Connor street.

Norway—A new company has been organized under the style of the Italian American Mercantile Co. with an authorized capital stock of \$3,000, of which \$1,500 has been subscribed and \$1,000 paid in in cash.

Stambaugh—A new company has been organized under the style of the Stambaugh Lumber & Fuel Co. with an authorized capital stock of \$20,000, all of which has been subscribed and \$2,000 paid in in cash.

Saginaw—Joseph Saunders, who has been engaged in the confectionery business here for the past forty years, has sold his stock and will remove to a farm in Benzie county and devote his time to fruit growing.

Benton Harbor—Milo B. Selter has sold his interest in the grocery stock conducted under his own name to his partner, Joseph Scheurich, of Rensselaer, Ind., who will continue the business at the same location under his own name.

Detroit—Collins & Co. have engaged in business to buy, sell and deal in motor vehicles and their parts and accessories, with an authorized capital stock of \$25,000, of which \$12,500 has been subscribed, \$2,500 being paid in in cash and \$7,500 in property.

Lansing—J. W. Knapp & Co., dealers in dry goods, have merged their business into a stock company under the style of the J. W. Knapp Co., with an authorized capital stock of \$80,000, all of which has been subscribed, \$500 being paid in in cash and \$79,500 in property.

Merrill—Peter L. Perkins, dealer in grain and doing a general elevator business, has merged his business into a corporation under the style of the Merrill Elevator Co. The company has an authorized capital stock of \$20,000, of which \$12,000 has been subscribed and paid in in cash.

Detroit—Charles J. Guthard, grocer at 375 and 377 St. Antoine street, is having ground broken at Woodward and Melbourne streets for the

erection of a two-story brick building with frontage of 25 and 80 feet, respectively, on Woodward and Melbourne. The building will contain two stores, one of which will be occupied by Guthard.

Whitehall—W. E. Nelson, who for some years has been conducting a shoe store here and also been connected with the store of Geo. H. Nelson & Co., has sold his business to the latter, and will go to Chicago, where he has accepted a position as Secretary of the Cowles-MacDowell Engineering Co., in which corporation he has purchased an interest.

Detroit—David Chatlin is suing John Walker for \$10,000 in Judge Murfin's court on a charge of malicious prosecution. He charges that on May 11, 1909, Walker secured a warrant from Justice Stein and, with several police officers, searched his dry goods store at 228 Gratiot avenue, throwing goods right and left. The object of the search was to discover if Chatlin had secreted in his store any of the plumbing materials of his brother-in-law, Jacob Goldberg, who had filed a petition in bankruptcy.

### Manufacturing Matters.

South Haven—The Melin-Winkel Piano Co. has increased its capital stock from \$30,000 to \$40,000.

Mt. Clemens—M. Glass is succeeded in the cigar manufacturing business by Linneburg & Harder.

Kalamazoo—The River View Coated Paper Co. has increased its capitalization from \$125,000 to \$375,000.

Detroit—The Crary Motor Car Co. has been incorporated with an authorized capitalization of \$5,100, of which \$2,550 has been subscribed and \$1,000 paid in in cash.

Greenville—The Greenville Cheese Co. has sold its factory to F. E. Allen and A. L. Duell, formerly of Grand Ledge, who will convert it into a creamery.

Battle Creek—The Michigan Fiber Box Co. has engaged in business with an authorized capital stock of \$2,500, all of which has been subscribed and paid in in cash.

Detroit—The Puritan Machine Co. has been incorporated with an authorized capital stock of \$40,000, of which \$20,000 has been subscribed and \$4,000 paid in in cash.

Sturgis—The Sturgis Gas Co. has been incorporated with an authorized capitalization of \$20,000, of which \$10,000 has been subscribed and \$4,000 paid in in property.

Sunfield—A. S. Nunneley and Ray Sunderlin have purchased the plant of the Sunfield Creamery Co. and will continue the business under the management of Mr. Sunderlin.

Detroit—The Detroit Moulding & Tube Mills has been incorporated with an authorized capital stock of \$25,000, of which \$15,300 has been subscribed, \$550 being paid in in cash and \$14,750 in property.

Battle Creek—A new company has been organized under the style of the Simplex Fence Machine Co. with an authorized capital stock of \$25,000, of which \$15,000 has been subscribed and paid in in property.

Detroit—The local plants of the American Car & Foundry Co. achieved their maximum production last month when the total output reached 2,680 freight cars. The two plants now have 7,000 men on the pay rolls.

Champion—Harry Davidson has engaged in the creamery business here, under the style of the Keystone Creamery Co. L. A. Hawes, of Kilbourn, Wis., installed the plant and will have charge of the buttermaking.

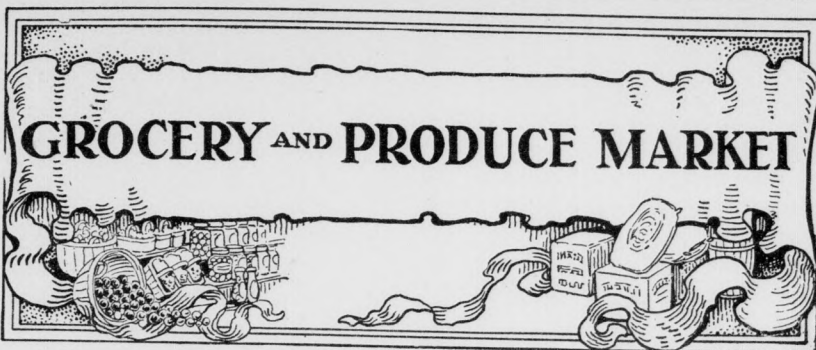
Detroit—R. H. Fyfe & Co., manufacturers of boots and shoes, wholesale and retail, have merged their business into a stock company under the same style with an authorized capital stock of \$175,000, all of which has been subscribed and paid in in cash.

East Jordan—The East Jordan Electric Light Co. has sold its dynamo and electric light equipment to Abbott & Abbott, of Detroit and Benjamin Thirlby, of Traverse City. It is understood that the purchasers will develop the properties and add to the equipment and effectiveness.

Detroit—The reorganization of the Pingree Shoe Co., made necessary by the death of Frank C. and Hazel S. Pingree, Jr., was completed Monday. John B. Howarth, former Treasurer of the company, became President and George Peck, President of the Michigan State Savings Bank, becomes Vice-President. Everett W. Pingree, son of the late Frank C. Pingree, was elected Secretary and Sherman L. Depew, formerly Secretary, is Treasurer.

Saginaw—Wallis Craig Smith has filed a bill in the Circuit Court against John B. Eddington and others in behalf of himself and other creditor of the United States Horse Radish Co. and the Vogt Provision Co. This company was established seven years ago. On March 30, 1909, it had debts aggregating \$100,000 and upward, and on that date an agreement was entered into by which John B. Eddington was appointed trustee and a part of the property of the company, real and personal, was assigned to him in trust for one year, with the provision that at the expiration of the year the trusteeship might be extended. Eddington gave bonds in the sum of \$15,000. During the year it is claimed he paid off no part of the indebtedness. The trust was not formally extended. On April 13 Schwarzschild & Sulsberger Co. commenced suit against Eddington in Cook county, Ill., and obtained an injunction and order to sell property to satisfy their claim of \$57,703.88. The suit was brought by the company as one of the creditors without reference to the interests of other creditors. The property, real and personal, of the U. S. Horse Radish Co. is in Michigan almost entirely. The jurisdiction of the Illinois court is denied by the complainant, who asks for himself and other creditors the appointment of the receiver for the U. S. Horse Radish Co. and for an accounting by Eddington as trustee. An injunction to restrain the sale of the property was ordered by the Illinois court. Judge Gage made an order that an injunction issue.





### The Produce Market.

Asparagus—\$2.25 per crate for Illinois.

Bananas—Prices range from \$1.50@2.50, according to size.

Beets—50c per doz. bunches for new.

Butter—Receipts show considerable increase in volume. The quality also shows some grass flavor and much improvement. The market is steady throughout at present quotations. There is likely, however, to be a further increase in the make and slightly lower prices. The consumptive demand is very good. Local handlers quote creamery at 28c for tubs and 28½c for prints; dairy ranges from 18@19c for packing stock to 3c for No. 1; process, 25@26c.

Cocoanuts—60c per doz. or \$4.25 per sack.

Cabbage—Mississippi stock commands \$3.25@3.50.

Cauliflower—\$1.50 per doz. for California.

Carrots—\$2 per bbl.

Celery—65@90c for California.

Cucumbers—Hothouse, \$1 per doz.

Eggs—Receipts continue liberal, but the market is steady on the present basis, which is slightly higher than a week ago. The quality of the eggs now arriving is fine and the demand both for speculation and consumption is very good. A continued good demand is looked for and a fairly liberal supply. Local dealers are paying 19@19½c f. o. b. shipping point, holding case count at 21c and carefully selected stock at 22c.

Egg Plant—\$1.75 per doz.

Grape Fruit—Cuban is steady at 2.75 per box for 96s, \$3 for 80s and 4 for 54s and 64s. California, \$4 for any size.

Green Peppers—\$3 per 6 basket rate for Florida.

Honey—15c per lb. for white clover and 12c for dark.

Lemons—The market is steady on the basis of \$4@4.25 per box for both Messinas and Californias.

Lettuce—Hothouse leaf, 15c per lb.; head, Southern stock, \$1 per box.

Onions—Texas Bermudas command \$2 per crate for yellow and \$2.25 per crate for white; home grown green, 15c per doz. bunches.

Oranges—In good demand, with prices a little higher than those quoted last week. Navels, \$3.75@4.25 per box.

Pieplant—75c for 40 lb. box.

Pineapples—\$2.75 for 42s and 48s; \$3.50 for 36s, 24s and 30s.

Plants—65c per box for cabbage and tomatoes; 85c per box for peppers.

Pop Corn—90c per bu. for ear; 3¼@3½c per lb. for shelled.

Potatoes—Florida new fetch \$1.50 per bu. Old stock is without change.

Poultry—Local dealers pay 16c for fowls and springs; 10c for old roosters; 15c for ducks; 8@10c for geese and 16@17c for turkeys.

Radishes—20c per doz. bunches for either round or long.

Spinach—\$1 per bu. for home grown.

Strawberries—\$2.75@3.25 for Tennessee, Arkansas or Southern Illinois.

Sweet Potatoes—\$3.50 per bbl. for genuine kiln dried Jerseys.

Tomatoes—\$3 per 6 basket crate from Florida.

Vegetable Oysters—15c per doz. bunches.

Veal—Dealers pay 5@6c for poor and thin; 6@7c for fair to good; 8@9c for good white kidney; 10c for fancy.

Wax Beans—\$2.25 for ⅓ bu. box.

H. T. Stanton and Ed. Frick have gone to French Lick Springs with their wives. Mr. Frick will return next week, but Mr. Stanton and wife will go on to Boston to attend the graduating exercises of their daughter.

Owosso—The Standard Pure Food Co., Ltd., whose plant at Oxford was recently burned, has leased the old "vigoro" plant here. The company will manufacture corn flakes and other cereal products.

Chas. M. Camburn has purchased the privilege heretofore held by Fred Wurzburg and will open a grocery store at Ottawa Beach for the summer. The Worden Grocer Co. furnished the stock.

Ypsilanti—The Huron Paper and Papeterie Co., which has leased the dress stay factory, will at once employ twenty-five hands, and has orders ahead to keep them busy for several months.

The Barber Grocery Co. has leased the office, grill and bar rooms of the New York Hotel building at Harbor Springs and will open a stock of staple and fancy groceries there next week.

C. Guy Curtis and Carl W. Eaton have each engaged in the grocery business at Watervliet, the National Grocer Co. furnishing the stocks.

Mrs. M. Manning has engaged in the grocery business at Zeeland, the Judson Grocer Co. furnishing the stock.

### The Grocery Market.

Tea—The trade is fair in Japan, medium and good grades being mostly in demand. Prices are steady and firm, with no slump such as is usually looked for at this season. This is principally due to limited spot supplies of these grades. The Japan market for 1910 crop reports prices opening on the same basis as last year, the quality showing an improvement both in weight of leaf and quality of infusion. There are no reports of frost and the weather prospects are ideal for a good crop both in quality and quantity. China dispatches, "Note market for new teas opening on same basis as last year." Shipments of Ceylon teas for the first four months of this year are reported about five million pounds in excess of the corresponding period of last year.

Coffee—The speculative market has been fairly active the past week, but fluctuations have not been sufficient to affect the spot market. Jobbers and roasters report that there is a fair demand for coffees, particularly the higher grades. The city retailer says the consuming demand is for a better grade of coffee and customers that used 15 and 20c grades now use a 25c grade.

Canned Goods—Corn appears to possess the most interest of anything in the line, as a great many are short and right now are looking to find a market where they can buy enough to take care of their orders. Iowa is about the only section that has any corn left. Prices are very firm and the demand continues good. Tomatoes are also a little firmer than last week, especially for good grades. The future business has not been large as yet. It is reported that stocks of canned fruits of all kinds in California are very light and lines are badly broken. Pears are particularly scarce there. The spot demand continues very good on peaches and apricots, which are in good supply. Gallon apples are in a little better demand than for some time and the market is firm, with the better grades of New York stock hard to get.

Dried Fruits—Apricots are unchanged and in light demand. Raisins show some slight improvement as to demand; not at all as to price. Currants are quiet and unchanged. Citron is selling fairly well for future delivery at unchanged prices. Spot prunes, as to some sizes, are higher. Medium sizes are quoted about ¼c higher. Large sizes show a better demand, but no higher price, and small sizes are unchanged throughout. They are relatively scarce. Future prunes are still held at the opening price of 3½c basis noted last week, but there are rumors of sales in New York at 3c, and it seems to be generally expected that 3½c will not hold.

Rice—The demand for all grades is very good. Advices from the South note improved enquiry on the Atlantic Coast. At New Orleans, under light supply of cleaned rice and a good demand, prices are firmer than for some time.

Syrups and Molasses—Corn syrup is strong and unchanged. Compound

syrup is in fair demand, due to the cool weather, prices remaining unchanged. Sugar syrup is in fair export demand but in light demand for home trade. Prices are unchanged. Molasses is quiet and unchanged.

Cheese—Current receipts show good quality for the season, and the market is firm at ½c per pound advance. The make is likely to still further increase as the season advances, and the consumptive demand will also advance as the weather warms. No radical change in prices is expected in the near future.

Provisions—Prices are still above normal and stocks are reported light. Pure and compound lard are reported steady and unchanged, with a fair consumptive demand. Barrel pork, dried beef and canned meats are dull and unchanged.

Fish—Cod, hake and haddock are unchanged and in quiet demand. Domestic sardines remain unchanged on the basis of the last quotation. The feeling among the packers as to future sardines is strong. Some are quoting \$2.85 for quarter oils f. o. b., although they can be bought from other packers for \$2.75. The demand at any price, however, is light, as buyers distrust the sardine market. Imported sardines are quiet and unchanged. Salmon is strong on spot and scarce. The demand is good considering conditions. No prices on new salmon have been named as yet. Mackerel continues dull and weak. The trade do not seem interested.

### The Story of Buttons.

The Elizabethan era gave vogue to the button and buttonhole, two inventions which may fairly be regarded as important, since they did much to revolutionize dress. The original button was wholly a product of needlework, which was soon improved by the use of a wooden mould. The brass button is said to have been introduced by a Birmingham merchant in 1689. It took two hundred years to improve on the method of sewing the cloth upon the covered button. Then an ingenious Dane hit upon the idea of making the button in two parts and clamping them together with the cloth between.

The most important branch of the button industry in the United States is the making of pearl buttons, the material for which is obtained from shells gathered along the Mississippi River. The industry has grown up within the last fifteen years or so. Its introduction was due entirely to a native of Germany, who learned the trade abroad. He saw that millions of dollars were going to waste in the shells known as "nigger-heads," of which tons were piled up on the banks of the river.

Thousands of people are now employed in turning these shells into buttons, the small manufactories being found all the way from Minnesota to Missouri.

The Rademaker-Dooge Grocer Co. has increased its capital stock from \$35,000 to \$45,000.

William Judson returned from New York to-day.



### Practical Outfit for the Women Who Work.

To no class of women should good dressing be of more importance than to those in business. To have the feeling of being well dressed—which must always mean suitably dressed as well—can not help but make a person feel more at ease and in every way add to her comfort.

Daintiness in all that the word implies should belong to every woman. Linen or other blouses that are not fresh, carelessly put on stocks, soiled cuffs, frayed edges and in fact any signs of carelessness should never be indulged in. To be sure, there are many times when circumstances must make it especially difficult always to keep one's clothes in good order, but there should be some way managed to accomplish it in. For no matter how nice a lot of clothes one may start a season with, if they are not looked over each time they are put away after wearing and well aired and brushed they are surely going to look shabby and bad before they would otherwise, and it is extravagance to practice this form of carelessness.

While every business woman doubtless will include in her working wardrobe at least one separate skirt, to be worn with tailored shirtwaists and when these clothes are well put on there is nothing which looks more trim and attractive), it would seem as if the designers of the one piece frock must have had this same class of women in mind when this particular style was introduced. It is so easy to get into, it looks so well when on and there is never any difficulty about the appearance around the waist line.

In choosing the special design for one of these gowns for business wear there are several important features which should not be overlooked. Nine times out of ten this style of frock is spoiled by fitting so tightly across the bust that the wearer is perhaps unconsciously pulling it down and it slips out of place. No matter how perfect a figure one may have there is no beauty in this skin tight fitting.

Another place that one often sees the same effect is across the hips. Both these parts of a gown should fit smoothly, but escape the tight fitting. Women who are really thin or slender will do well in designing a one piece dress for their own wear to choose a style which admits of some fullness over the bust line.

The skirt length is one of real importance, and no skirt for business wear should come nearer the ground than three good inches. Four will probably be better, and it would seem as if that should be short enough for perfect cleanliness if one is careful. Skirts five inches up are frequently seen, but there is no grown woman who does not present a somewhat grotesque and ridiculous appearance in this last named length, particularly if she is tall and not especially young.

It should go without saying that the feet should always be well shod—a well fitting walking boot, either buttoned or laced, with the heel always

kept in perfect shape and repaired as soon as any evidence of running down is discovered, and well polished. Shoes on a dressy order and with high heels are out of place during working hours.

There is no form of short skirt more becoming than the plaited one, and the skirt portion of this one piece frock can be side or box plaited, the latter being just at present the more popular form of plaiting.

As to materials, something durable as well as inconspicuous should be chosen, such as panama cloth, serge or brilliantine.

That the separate skirt with tailored shirt, lingerie or other style of blouse will be much worn this spring and summer seems evident from the great variety of materials and designs being shown. Most of the designs show some form of plaiting and the different styles are so pretty that it is hard to decide on a particular one. Plain and figured cloths, particularly some form of stripes, seem equal favorites. And plain taffeta silk is also seen.

Petticoats are another important item to be considered, and if possible is it wise to make this at home, the finish and fit will be so much better than that in a medium priced skirt ready made. Mercerized cotton poplins or moreens are both pretty and serviceable and are not too heavy and bulky. And they have the merit of laundering satisfactorily. A seven gored skirt made with an easy fitting foot or dust ruffle, and over that a deeper one, will be satisfactory.

To return to the one piece frock for a moment. It is an excellent idea to have the neck of the dress cut out in a slight rounding or "V" shape and the dress sleeves finished off three-quarters length. Then make at least two detachable yokes and lower sleeve parts of washable net or other material and always have the line on each where it attaches to the dress distinctly marked with a colored thread, for instance, so that it will be an easy matter to tack it in and be sure that it will set right. These two parts of a dress are the parts which get soiled more quickly than any other places, and these separate pieces will insure an easy way of keeping it fresh.

For wear with the separate skirt there is nothing which looks better than a beautifully made, fitted and laundered shirt waist. Made in white or any of the pretty colored wash materials they are delightfully attractive, but they certainly are a form of extravagance for constant wear, as the laundries charge so much for doing them up and the women who have time or ability to do up their own are few and far between. And to wear one that is not perfectly fresh and clean is not to be thought of.

So it would seem the part of wisdom to indulge in wearing one of these only occasionally, and in between times to wear one made of some soft silk, satin or other material to match the skirt as nearly as possible in color. Pongee is a pretty and sensible material for a separate blouse, and if the quality is a good one it launders easily and satisfactorily. Anna R. Morehouse.

### Clouds as Forecasts of Weather.

Cloud weather forecasts made by Dr. A. de Quervain of Zurich are of the utmost scientific and practical importance. His deductions are based on the familiar cumulus cloud of warm summer days. When reaching heights of six or seven miles it becomes a trundle cloud. The high floating top assumes the shape of a fleecy ice needle cloud and extends sideways in anvil shape. The ordinary cumulus cloud undergoes similar transformations at a level of three to four miles, and so does not lead to the formation of thunder storms but merely to the production of fleecy clouds.

This sort of cloud can be regarded as a presage of good weather. The veil shaped hooded clouds have not been sufficiently explained. Often they encompass the top of a quickly rising cumulus cloud, and until recently were thought to be instrumental in the production of hail. They are always found to be intimately connected with existing fleecy clouds, and on the other hand presage bad weather, occurring previous to thunder storms.

Even such reliable presages of thunder storms are the remarkably delicate varieties of fleecy clouds which are mostly found floating about four miles high. On a darker layer there are superposed delicate white heads. These lofty curly heads, generally in the morning, safely predict a thunder storm within twenty-four hours. By balloon ascents it was found that the occurrence of these clouds coincides with a violent drop in the temperature.

### Four Stages of Sign of Cross.

The sign of the cross in common with other universal emblems presents four clearly marked stages in its development—a simple idea, elaboration, sanctity, and decadence. The crux ansata of Egypt, which was originally a water gauge beginning with a simple stick set upright on the bank of the Nile to indicate the height of the annual overflow, was elaborated first by the addition of a short horizontal bar, thus forming a tau cross, the masculine symbol sacred in Phoenicia to Tammuz, and later by the sun circle, finally changed to a loop, making the object a handled cross.

Thus juxtaposed, the fertility of sun and water suggests the generative powers of Nature. This symbol appears in the catacombs with the sun circle transformed into a laurel wreath expressive of the triumphant faith and hope of Christians.

The first historical appearance of the swastika, or armed cross, fourteenth century B. C., is apparently on a small leaden figure three and a half inches long, found by Dr. Schliemann in the second city of the ruins of Troy, together with many crosses of gold, silver, etc., the location of the symbol on the figure having generative significance. The swastika indicated the sun the feet referring to the rays, then fire, and finally life.

### New Light Device in Theaters.

The latest theatrical light comes from Spain, and a Spanish engineer, Fortuny, who uses an arc lamp as the source of light. The rays of the lamp, instead of falling directly on the scene, are thrown against a series of silk bands, which are unrolled and set in any position by means of pulleys. The bands serve to reflect the light and change it into a perfectly diffused light. The new method also includes a sky which is formed in a quarter of a sphere and composed of a steel cap which is treated with a dead white coating. The diffused light is sent into this dome and gives the illusion of an unlimited space.

Another interesting device is used to dispense with the ordinary clouds, which always have a rigid appearance to the audience. These now appear to be quite plastic and mobile. Such result is secured by the use of mirrors which reflect painted screens representing clouds. When the mirrors are rotated slowly the clouds appear to move slowly over the sky.

All the present system is worked from four small cabins which are placed in the auditorium. Competent persons are of the opinion that the present invention forms a considerable progress from an artistic as well as a technical and economical point of view.

It is easy to prove your God by logic and still be an atheist in your life.

It is no use looking for wisdom on trees without roots in experience.

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

Grand Rapids, Mich.



### What Other Michigan Cities Are Doing.

Bay City will entertain Michigan's fire and police officers, sheriffs and prosecutors June 7 to 9. A display of fireworks will be a feature of one of the night programmes.

The Jackson Chamber of Commerce, through its "guarantee plan," will erect a large foundry in that city. Jesse D. Smith is at the head of the new concern.

Pontiac feels the need of a slogan and the commercial organization has hung up a prize of \$5 for the best one submitted.

Port Huron has secured another automobile manufacturing plant with \$200,000 capital. The industry will be located at South Park.

The Detroit Chamber of Commerce has chartered a boat for an outing to the Georgian Bay this summer. The start will be made June 10.

Cadillac and the Ann Arbor Railroad have had some "words" recently in the matter of a new depot. The company has renewed its promise of a new building there "some day."

Citizens of Muskegon will endeavor to raise a bonus fund of \$12,500 to bring the proposed piano factory of the Brunswick-Balke-Collender Co. to that city. The Chamber of Commerce factory fund of \$20,000 already raised can not be used except to secure new factories.

Big Rapids claims inadequate passenger service over the Pere Marquette to the West, Northwest and Southwest and is asking the Michigan Railway Commission for relief. The Board of Trade at Evart also threatens to lodge a similar complaint with the State Commission.

Kalamazoo continues to push ahead in its building operations. One concern alone, the Bryant Paper Co., plans to spend \$1,000,000 this year in additions and improvements.

The Manistee Board of Trade has authorized an issue of 1,000 copies of a map of that city, containing a statement of Manistee's resources and advantages. The Board also hopes to secure an overall factory for the city.

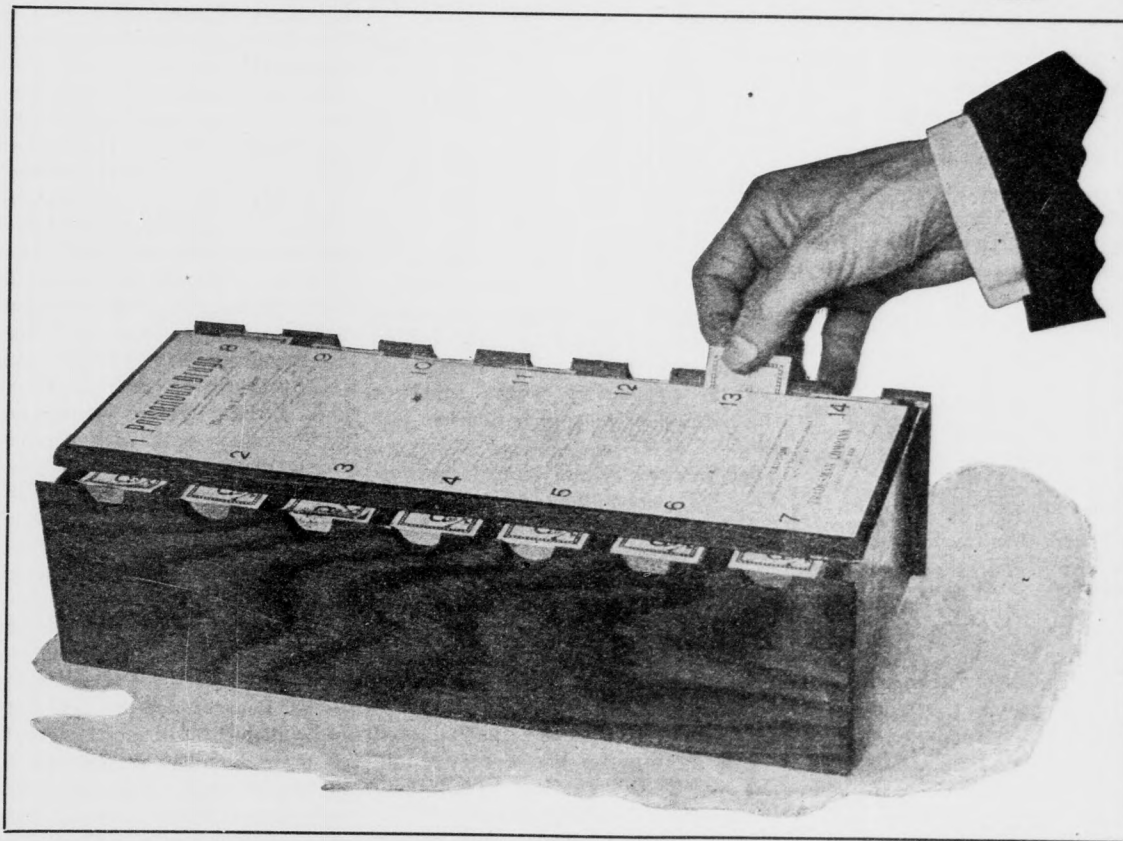
The Hastings Improvement Association has been formed, succeeding the Factory Commission appointed last year in that city. Five trustees will have charge of the property and will fulfill a previous agreement with the new factory there, the Hastings Auto Shaft Co., also handling the money and bonuses that may from time to time be subscribed for factory purposes.

Beginning May 1 the Michigan Central is giving direct train service between Gaylord and Johannesburg. The new arrangement pleases Gaylord.

Hartford has a Commercial Club, the first Board of Directors being composed of F. W. Traxler, H. M. Olney, H. L. Gleason, Edward Finley and Eugene Bennett.

Honor, the county seat of Benzie, has organized a Board of Trade, with officers as follows: President, Alex. Norris; Vice-Presidents, J. L. Barker and S. O. Barber; Secretary, Leo H. Stacey; Treasurer, J. W. Cruse. The best interests of the town, betterment of roads and other matters will be taken up. Almond Griffen.

# Tradesman Company's Classified List of Poisonous Drugs



## THE LAW

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

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

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

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

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

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

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

**Tradesman Company** GRAND RAPIDS,  
MICHIGAN





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OF BUSINESS MEN.

Published Weekly by  
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E. A. STOWE, Editor.

Wednesday, May 18, 1910

### FOR MEMORIAL DAY.

Though you are not required to take an active part in the exercises of the day, no enterprising merchant will be so oblivious to the current of thought uppermost in the minds of others as to neglect an appropriate garniture for the store. Failure to do this is a discourtesy which would not be readily pardoned by any to whom the day is sacred. It would reveal a lack of patriotism on your part, and it would stamp you as unsympathetic and selfish.

The real man is the one who can enter into the feelings of others with zest. What interests them interests him. There is not any community in which there are not some to whom the day comes as one of tender memories, one in which the love of country has not directly mingled with it love for a circle now broken.

Though we may so far allow business to engross our mind that patriotism wanes, respect for those whose hearts are directly touched should prompt to the proper attire. The more fully and heartily we enter into the spirit of the matter, the more satisfactory will be its appreciation by the public.

Bunting provides the simplest and the most familiar decoration. As a covering for doors and windows, it is perhaps not to be improved upon, but there are many little touches which will lighten the effect and prove that you have given the matter more than passing thought.

The nature of your goods must, in a measure, dictate the trimmings. If you can make a collection of old firearms—the old musket and flintlock gun, the powder horn, the sword, any relic of war, be it the Revolution or the Civil War—you will create an interest in your window. If a local interest attaches to any article, be sure to emphasize the fact. Make your window worth looking at. Prove that you remember the date.

### THE UNDERLYING MISTAKE.

If they must paint the State of Illinois black—blackier than any other State in the Union—I'll help them," remarked, if he be correctly reported, one of the suspected Illinois bribe-

takers in expressing his willingness to make a clean breast of it. It is not, however, his confession nor the efforts of those who brought it about that blackens the State's good name. The black is there already where it has been for a long time and where it was put by his misconduct and that of those who were with him—the bribegivers and the bribetakers. The turning on of the light only revealed the long existing crime for which the bribegivers and the bribetaker care little or nothing, a condition due to the grand underlying mistake that the crime had nothing to do with the deed done but in getting found out.

From first to last this kind of dishonesty has shown no signs of regret for the wrongdoing. There has been none. By a mere blunder they were caught and that is all there is to it. There are others and it makes mighty little difference how high up or how deep down you go, the real thing is there and the detection is the only fact to find fault with.

That once was the prevailing idea, but not now. Cunning is ceasing to be the current coin of the realm, and not the possession of the coin but the method of getting it is what just now is receiving merited attention. That secured, old-fashioned uprightness will again hold sway and the social world as a whole will again become respectable.

### EXAMPLE WORTH FOLLOWING

Norway has a law which this country should read and reflect upon: When a lumberman cuts down a tree he shall plant one to take its place. Had that law been enacted and obeyed here early this country would not now be brought face to face with a threatened timber famine.

It is simply illustrating a fact which is getting to be an important one with us: We can not without harm take more than we give, and the truth is by no means confined to forestry—an industry has already shown in every form of development. Farming left New England because the farmer exhausted the soil and refused to return what he had taken away. It was cheaper and easier for him to find a better soil and the rich lands of the West received him, where he repeated his methods with the same results. As long as the unexhausted fields can stand the process it will continue, but already there are indications that the end is near. Nature will stand the imposition up to a certain limit and then she gives up. "You can't draw water from a dry well" is no more a platitude than "You can't draw water from a living one after the supplying springs fail."

The fact is we can not take out of anything more than we put into it, and the man who entertains any other idea and tries to carry it out will find, after a fair trial, that he has made a mistake, whether it be farming or any other venture where legitimate gain may be confidently expected.

Faith as to what may be is more important than conviction as to what is.

### THE HELPING HAND.

Almost in the same breath with which the appeal for help comes from the earthquake sufferers of Cartago comes the nearer one from the forest fires of our own and adjoining states. The lesson is obvious: There is always need of the helping hand, although at some times this need is more urgent than at others.

There are charities about which we feel hesitation in giving; instances in which it seems almost a greater charity to let the afflicted work out their own salvation; but these are instances in which there is no doubt. The sufferers are victims of a fate which they were powerless to prevent or escape.

We are all familiar with the picture of the old man at the oars, his grandchild faithfully tugging in an effort to help. And who will say that the child's help, even though the mechanical power was nil, did not make the home trip easier to the old man?

Though we may not all of us be able to lighten the load of the burden-bearer directly, words of sympathy and encouragement will do much toward brightening his path. Sometimes a thing which we can not do for him alone will, with the help of others, materially lessen the weight of his yoke. Some of us have friends in the terror stricken district of the flames and even though they are strangers the whole world is kin in such a time as this.

Money will not cure the heart-aches, nor will it entirely replace the devastated homes. Every household has its Penates and its family treasures which can never be replaced, but there is much which can be replaced. If you have the reputation of being enterprising, the community will look to you to make the start. They will respect you for so doing. And you will have the satisfaction that you have lightened the burden for some unfortunate.

### THE NEW LEADER.

All eyes are now turned toward England, and while we sympathize with her in her bereavement, we likewise wonder what is to be her fate under the new leader. Ever since the child Victoria found out her mission in life and made the sweet resolution, "I will be good," has the outlook been promising. While the nation rejoiced in the celebration of jubilee year under such a leader, they likewise rejoiced that her successor would not lead into a retrograde path.

We are accustomed to the change in administration every few years and can scarcely imagine the feelings of those who have always lived in a monarchy. Besides, with the change, we have always had a man who sought the position. To have the highest place in the nation seeking the man is entirely out of our experience.

Even though a crisis in political affairs were not imminent, the position of King George is critical. While he has long expected to fill the place at some future time, natural affections would lead him to consider the fact only as one to occur at some dis-

tant date. We do not enjoy the contemplation of how we shall fill the shoes of our nearest friends after they are gone.

To us, who make a galaday of the inauguration of our Presidents, the coronation, which takes place in the midst of deepest mourning, calls forth mingled feelings and sentiments. How much more powerful must these be in the hearts of those nearest, despite the customs and traditions of generations. If there be doubts about the future of the country, it is not safe to judge by present acts or omissions. The new king enters into his possession at a stormy time and with a sad heart. May his strength, judgment and goodness prove him a worthy successor of two of the greatest of sovereigns!

### THE HOME GARDEN.

Did you, with the small lot, ever stop to think of the possibilities contained therein? You may feel that it is cheaper to buy garden stuff than to raise it. The busy man is not expected to have time for such small matters, yet often there is a boy or girl at home who would be interested; to whom a little work every morning would be a pleasure. The ripe tomatoes picked when fresh with morning dew or the peas innocent of a dusty ride for miles through the hot sun are an incentive to personal effort.

Most of all is the regular exercise in the morning air. Unless there is an object in view, we are apt to neglect this most urgent of personal matters. With a few growing things to invite our care, rising to hear the birds sing becomes an enjoyment.

Half an hour every day in the garden will insure for the family a good living. A small space, if judiciously planned, will furnish the soil and the gain in health and strength will be supplemented by the real pleasure afforded.

It is not yet too late for a complete garden. By investing a small amount in cabbage, tomato and celery plants, the rest can easily be started from seed. A wheel hoe will enable one to work the ground much more quickly and thoroughly, and it is an excellent way of obtaining large profits from small space. In time of drought, the thorough tillage is another great advantage.

If there are youngsters, interest them in the proposition by giving them a little corner for flowers or for some cash crop. There is an abundance of health in getting near to Nature's heart, even though on a small scale. The fresh products at any time when wanted are a luxury never appreciated until tested.

According to some it makes no difference how many dead cats you throw into the well so long as you keep the pump handle polished.

The man who demands timely preaching often changes his mind when the preacher turns to look at the way he spends his time.

No man misses more than he who has been so suspicious of all that he has never lost anything.



### A NOTORIOUS LACK.

A great deal of grumbling has been indulged in for a number of years because our young college men, students as well as graduates, know nothing about the Bible. They can not read it aloud understandingly and there are painful proofs that they do not read it at all. Worse than that they make their ignorance something to boast of, and the college boy who does not cut chapel and church and is willing to be seen with a copy of the Bible in his hands is a chump with no future before him worth speaking of. After a generation or two of this woeful ignorance there is a growing conviction that it has something to do with the lax life that is becoming more and more prominent, and with this conviction has come the determination to pit against this lax life and ignorance of the Scriptures a revival of interest in the Sacred Volume and to mark the effect upon the world at large.

For a while, as long at least as English literature and the study of English held important places in the curriculum of school and college, the Bible was looked upon literally as a "well of English undefiled" and constant reference was made to its pages for specimens of all that was best and most beautiful in English expression, but the senseless detail of grammar and the tiresome methods of the recitation destroyed all interest in the Bible even as a book of reference and this, in connection with the aggressive science teacher, made a farce of both studies and for years has flooded the ocean of English speech with an educational flotsam and jetsam which is neither English nor anything else linguistic above the earth or under it. So student life has drifted away from the Bible as a text book—from the expression first and then from the far-reaching thought behind it—and the result is generations of young men and young women without the Bible, without religion and without God in the world.

It now appears that a reaction has come and there is great need of it. Eighty thousand college men in eighteen different countries have begun again to turn the leaves of the old Bible, sanctified by the tender touch of grandfathers and grandmothers whose Christian lives have been blessings to their own homes and to the homes of their descendants as long as the Book and the Altar continued to be the shrine and so the center of the real American home.

May the 80,000 college men carry on with zeal the good work begun and may all who are not college men be so influenced by this good work that speech and manners and morals may be so acted upon that life, out of college and in, may be more in harmony with those truths which the study of the Bible is sure to inculcate.

### "LONG LIVE THE KING."

It never follows because the clouds are thick and lowery that tempest and disaster are at hand, and the gloom that is now hovering thick and black over the English throne by no

means can be considered necessarily a foreshadowing of national disintegration. Only a slight change in the point of view makes all the difference in the world and already those who are looking for them see indications not only of changing weather but of the proverbial silver fringe and lining of the cloud.

Here as in other lines of life the future is to be forecast only as the past furnishes the substance for the shadow, and to those who look with consternation upon what they consider the requirements of the English nation and the ability of King George V. to furnish them it does seem as if there is much to look forward to that is full of promise. In the first place, if we may depend upon English opinion, the "good fellow" idea is not a part of King George's makeup, and according to the American notion the lack of this one feature will be a check to the "fast life" that too many young men the world over have been indulging in in the mistaken notion that it is a part of wild oat sowing to which every young man who amounts to anything must devote the best years of his life.

It should be looked upon as something to rejoice over that the new King is not "a sport." There is little promise that the King of the Turf will be also the wearer of the English crown. Horse racing there will be undoubtedly and in England as everywhere the racing class will go and take with them the elements that make that kind of life the glory of sporting existence; but it is submitted that that element would not add much to a happy solution of the political problem which is calling today for England's wisest thought and discreetest action. It has been said already with some earnestness that old-fashioned Britons prefer a monarch of the "robust" type, with frankly defined vices, but it is equally certain that there are others of these same Britons who believe that the old-fashioned should give place to the new-fashioned and that the displacement will redound to the great benefit not only of good old England but of all mankind.

If, as we have been told, George V. is studious, conservative, industrious and possessed of the highest sense of obligation and responsibility and if his life so far has been given up to wholesomeness and purity of living instead of being a good fellow and a sport, the future of this King's reign has nothing in it to occasion dismay. He is an English King and an Anglo-Saxon King at that; and for these kingly qualities and for the fact that he will exercise them for the good of England English speaking America exclaims with her kinsmen over the sea: "Long live the King!"

### THE FUNNY SIDE.

The old proverb, "Love lightens labor," may well stand it to be amended to, "Love of fun lightens labor." The lad who is harnessed to the tiny express wagon containing packages usually finds the load very heavy unless he is allowed to prance like a

colt, when all is suddenly changed. In every stage of life it is the man or woman who can find some enjoyment in the work itself who gets out of it a life worth living. It is when we buckle down into the capacity of mere machines that honest toil becomes drudgery.

Imagine a Mark Twain doing anything without getting some fun out of it! Even working in the ditch would resolve itself into a constant banter of wit with Pat, and the dirt would certainly fly the faster because of the spirited rivalry. Did you ever notice that a hearty laugh is sometimes more restful than a couch? And aside from the direct result it leaves the atmosphere of our surroundings charged with an invigorating ozone that remains long after the remembrance of the joke has vanished.

There are constantly little sidelights in trade which may be made to reflect humor. Watch for them. Blow them into a blaze and then find yourself warmed into an enthusiasm in your work, while before you were listless and indifferent. Your customer will be attracted by the same warm rays. He will be glad he came and, doubtless, before long he will be glad to come back. It is human nature to like a good time, and the more you can add to the happiness of others, without interfering with business, the lighter will grow your own load—the more popular will become your store. Although you fancy yourself no joker, resolve to have a good time while at your work; to see the funny side and the remainder will come. Remember that humor and ridicule never make a harmonious or a profitable combination.

### SECRET OF BEING HAPPY.

"During my whole life," said Bismarck, "I have not had twenty-four hours of happiness." Can you imagine a sadder assertion? Yet a glance at the grave face of the man who uttered it but emphasizes the truthfulness of the claim. If wealth, honor, power and recognized greatness have produced this effect it is evident that true happiness lies within man and can not come from without.

Ballou says that "Real happiness is cheap enough, but how dearly we pay for it." And Byron more specifically declares that "All who would win joy must share it; happiness was born a twin." Drummond says that

"There is no happiness in having or in getting, but only in giving." Look at the portraits of two prominent millionaires; the one pinched, thin, carefully hoarding his fortune and staggering under the ever-increasing load; the other bright, jovial, cheerful, his gold being freely scattered in promoting the interests of education, literature and art. Surely there is no forcible illustration of Drummond's statement needed. The joy consists not in accumulating riches but in the purchasing power of the wealth after it is created. If we lose sight of this goal, our efforts have failed.

Jordan shows us the read kernel to the nut: "The basis of happiness is the love of something outside of self." In our daily life there are many chances to gain this happiness to which we shut our eyes. The small boy is made happy by a chance to deliver a message and thus gain a few pennies or their equivalent. His mother may be made equally happy by a few kind words of encouragement or a bit of sound advice. Through shutting our eyes to these little chances many of us have grown blind as bats; we must accustom our eyes to the sunshine of human happiness if we would develop into the noble ideals designed by our Creator.

The United States Department of Agriculture is becoming quite an extensive book publisher, and many of the works are of interest to people of all classes as well as farmers. Following his cook book, which is regarded with great favor by housekeepers, Secretary Wilson issues a public document, entitled "Habit Forming Agents." The agents which the Secretary has in mind are drugs included in a great variety of remedies for real or imaginary ills. A long list of so-called medicines containing such dangerous drugs as opium, cocaine, phenacetine, caffeine and chloral hydrate is given. Mr. Wilson says that the amount of opium, exclusive of that used in smoking, consumed in the United States per capita, is more than twice as great as it was forty years ago and that the use of cocaine is increasing to an alarming extent.

There are too many college boys looking for positions rather than jobs.

Be a boy for about an hour each day.

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## JUST AROUND THE CORNER.

## What Happened From Going Across the Alley.

Written for the Tradesman.

It was one of those mysterious happenings which people are all the time trying to account for and never can. Here was this earnest, kind-hearted young woman of 22, born on a farm and brought up on a farm and loving it as she loved her own soul, taken by main force, as one might say, and put down in that elegant city home after four not especially happy years at a boarding school where she did herself a fair amount of credit and was supposed to enter upon a career of balls and parties and no end of foolery which she simply abhorred. Yes, it was all very fine to have and to enjoy the delightful home, but the old farm house pleased her better. There had been times in the old life when Aunt Emily in her opinion thought too much of a clean kitchen and a scrubbing brush; but at this instant could she have her way "rings and things and fine array" would be tumbled anywhere to be rid of them and she with sleeves rolled up would be down on her knees scrubbing away and singing away for dear life. What is a piano to a vigorous girl whose life has been spent one might say in making good use of a pitchfork? Outdoors and in she had been a useful member of the farm and here she was pining away for something she could do and wanted to do when there was no end of girls who would give their eyes for these very advantages which she cared nothing for. So with a resigned, "It's entirely beyond me," she tried to realize what she knew had been Aunt Emily's ideal and tried to be satisfied with what to her was a most pitiful result.

It was the rector's sermon that startled her. One statement disturbed her: "No life is really worth living which includes only ours. Misery is all about us. What have you done, what are you doing to relieve it?"

"Count that day lost whose low descending sun

Sees from thy hand no worthy action done."

And so that day at sunset she watched the twilight as it trailed her garments over the star-spangled floor of the evening. What am I doing to lighten the misery that is all about me? And the "Nothing, absolutely nothing," which she knew was her only answer, only added to the discontent that was rapidly overshadowing her.

One window of her chamber looked towards the sunset and as pondering these things she was wondering how her life could be made worth the living, through the open window she heard a faint rapping at the kitchen door below and looking out she saw a little child trying to make herself heard. Knowing that Nora was out and that the rapping was too feeble to receive attention, the young lady—did I say it is Tillie Walden that I am talking about?—went to the door to see what was wanted.

The child, hardly 6 years old, was an object of pity if there ever was

one. Unkempt and uncared for, the very picture of wretched poverty, from matted hair to the tips of her unwashed toes she repelled rather than attracted by any of the thousand and one winsome ways which make up childhood's charms. Thin to emaciation the bloodless cheeks told a fearful story of the hunger which was feeding upon the child's life, and the scared blue eyes that looked pleadingly up from under the auburn mass above them added earnestness to the feeble voice. "My mamma says you tum now," and she put up her little fleshless hand to be led back to her mother.

To the cultured lady whom Aunt Emily had hoped to have become heir of her ample possessions the child would have been an object of disgust, but to the Tillie Walden who longed for the old farm life and the common everyday crudeness which she had enjoyed there, tenderness was the only idea that took possession of her and she took the dirty child in her arms and went down the back steps.

"Now which way, little one?" and the baby finger pointed to the back gate and to a tumbled down shelter on the other side of the alley, the door of which was soon pushed open by the young lady, who stood appalled at the sight before her.

It beggars all description. What claimed immediate attention was the forlorn woman upon the bed in one corner who was trying vainly to quiet the wailing baby pillowed upon her arm. One look was enough and, saying to the invalid that she would soon return, the young woman longing to make her life worth living by including others flashed back across the alley for the nourishment that the shelter did not possess. Then there were lively times indeed.

"Don't try to tell me about it now. You are not strong enough and I know. We'll see to it all in time. Eat and rest and I'll do what I can to improve things. There is more where this comes from and while you are busy here I'll see what can be done to make you comfortable."

If the demoralized stove had been all right matters would not have been at all improved. There was no fuel and soap and warm water were now the essentials, but Tillie—it was genuine Tillie now and no mistake—was soon supplied with these from her own kitchen.

"You first, my dear Mrs. Stanwood," prompted the feeble invalid, and the sufferer gave herself up to the long deferred needs of the helpless sick. This done the baby, as tenderly as inexperienced hands could do it, was cared for and while infant and mother were enjoying the slumber until now long denied them Tillie, with a heartiness that surprised her, held out her welcoming hands to the little girl with a cheery, "Now, my lady," which childhood has never been able to resist.

It was a living skeleton that she cared for then, and when clean and sweet the child came from the bath it was easy to be seen that proper food was all that was needed to give the sparkle to the eye and color to the cheek. Already the sunshine had

nestled down among the flossy brown curls, as if it was claiming its own and was determined to keep it; but could she put the wretched clothing on that clean baby? Again thoughtful Aunt Emily came to the front, even in her grave as she was, and Tillie was soon making the most of the child's wardrobe unused for years.

While thus employed she had been taking in little by little the poverty-stricken abode and its occupants. Her first impulse was to make it fit for decent people to live in, but she soon saw that could never be; so with clean linen the bed was made endurable to sight and touch and taking good care that she was leaving no hungry ones behind her she went home certain that that day could not be counted lost against her.

What next?

It was a problem to stagger an older person than Tillie Walden and she pondered it long and deeply. One solution was easy: Across the alley were this woman and her two babies. Here was she with only a servant in this large, comfortable home. Should she? For the time being, yes; and the next morning after generously looking after their physical needs the necessary preparations were made and there the three in an abundance that soon showed the best results found a rapid return to health with a promising outlook for the future.

The poor woman's story was the common one: Misfortune, ending in the death of the young husband, had left his family in the direst straits at a time of all times when they were in the greatest need, and had it not been for the timely assistance of Tillie Walden there could have been but one dreadful result.

So the days became weeks and, finally, when mother and children had left the danger line far behind them and the physician had declared his visits were useless, the sturdy country girl, longing for a life which included others beside her own, begged permission to unfold a plan which she had long been thinking of:

"My plan, Dr. Morton, is a simple one and soon told: I am with a single servant in a house large enough for a hospital. Why not make it a private one? Why not open these doors and keep them open to other Mrs. Stanwoods and their children and having restored them to health and usefulness send them out to take up the work that heaven has planned for them? Mrs. Stanwood has already shown her efficiency and we shall need her. This is a good home for her and her children, so she needs us, and so far as I can see the one thing lacking is a head. I am satisfied that yours is the one wanted. Will you take us in charge, Doctor; become the head of 'The Aunt Emily Private Hospital' and by this means of relieving the misery about us make our own lives really worth the living?"

Then and there it was that the unexpected happened; for the young physician, with that earnestness which comes to a man's face but once in a lifetime, replied, "I will gladly, Miss Walden, if the Tillie of the old

home will consent to be the matron of 'The Aunt Emily Hospital' and that she discards her maiden name for mine? Will she?"

This pen is glad to record the fact that the Hospital has been an unqualified success for years. It stands a stone's throw from my eastern window "to witness if I lie" and the best of it all is that it is the result of an honest endeavor to make one life worth living by including that of others and that to accomplish this it is only necessary to go just around the corner or, possibly, to just step across the alley.

Richard Malcolm Strong.

## "I Forgot."

The merchant said, in caustic tones: "James Henry Charles Augustus Jones, please get your pay and leave the store; I will not need you any more. Important chores you seem to shun; you're always leaving work undone; and when I ask the reason why, you heave a sad and soulful sigh and idly scratch your dome of thought and feebly say: 'Oh, I forgot!' James Henry Charles Augustus Jones, this world's a poor resort for drones, for men with heads so badly set that their long suit is to forget. No man will ever write his name upon the shining wall of fame or soar aloft on glowing wings because he can't remember things.

"I've noticed that such chaps as you remember when your pay is due; and when the noon-time whistles throb, your memory is on the job; and when a holiday's at hand, your recollection isn't canned. The failures on life's busy way, the paupers, friendless, wan and gray, throughout their bootless days, like you, forgot the things they ought to do. So take your coat, and draw your bones, James Henry Charles Augustus Jones!"

Walt Mason.

## A Restless Vacation.

Some managers crave responsibility as a child does sugar. Take it away from them and their spirits droop and they lose their stamina. The office manager of a vigorous wholesale trade house was once given a month's vacation, supposedly to refresh his mind and get his thoughts on other lines.

He left a hale, hearty and vitally sturdy man. He was supposed to be basking in the sunshine of a mountain lake, taking life easy, far away from the toil and care of the greedy mart.

In reality he was eaten alive by mosquitoes, worried to death for fear of business going wrong, and chafed by a dragging impatience. His very soul longed for the strife and his miserable ennui drove him to aggravated liver troubles.

In three weeks he returned, blanched and haggard. He was put to work, loaded to the guards with responsibility, and with 16 hours' toil per day he fattened like a cornfed pig. It was better than the most ingenious rest cure ever invented. To this day the man dreads his enforced lay-off over Sunday.

Teach a child to lie in the hymns on Sunday and the temptations of the week will take care of the rest.



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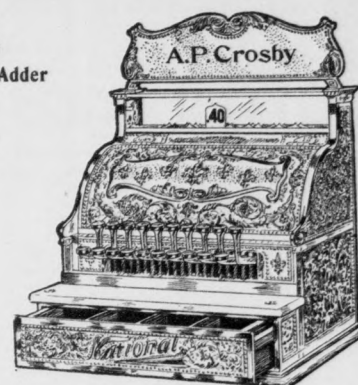
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Price  
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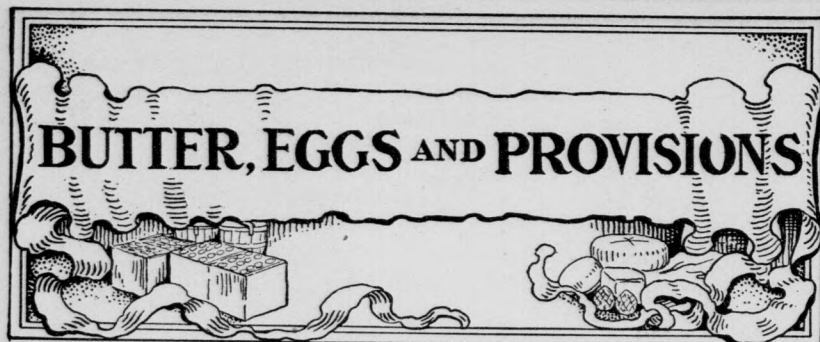
Total adder, drawer operated, with all latest improvements; prints each sale on a strip of paper. 32 amount keys registering from 1c to \$59.99, or 5c to \$59.95. 5 special keys



No. 416  
Total Adder  
Detail Strip  
Printer  
Price  
\$100.00

Total adder with all latest improvements. 25 amount keys registering from 1c to \$7.99. No-Sale key. Prints record of all sales on detail strip





### Dairy Observations Picked Up in New York.

The passage from hay to grass butter is an exceedingly interesting period and I have been watching the changes and improving quality very closely. A month ago it looked as if a large part of the receipts would now be termed full grass, but the weather turned off cold and put things back so much that the season is not quite so early as it promised awhile ago. At the same time we are getting some lots in this week that are full grass, and would do to store if the price was right. A good deal of the stock, however, shows the characteristics of hay and grass mixed, and there will be more or less of this for another week.

New milk flavor is now very prominent and this has much to do with the better quality of the product. I am inclined to think that fully 35 to 40 per cent. of current arrivals are fine enough for the best trade, and another 25 per cent. are reasonably close up to the finest. This reduces the quantity of what passes for firsts and seconds and during the past week or two these grades have sold exceptionally well as many of the out-of-town buyers have been here for something a little under-priced. That condition is liable to change any day, and we shall have a market where the secondary grades will suffer severely. When fancy stock is scarce a good many buyers find that they can work in qualities that are not of the best, but when fine butter is plenty it is a remarkable fact that nearly everyone wants the best. The result is that off grades have to be cut in price, and it will certainly pay the creameries to get their product up to the highest possible standard. Our local buyers are already discriminating more closely.

In talking this matter over with Inspector Barrett, of the New York Mercantile Exchange, a few days ago, he said that the quality had improved so much of late that from now on his standard for specials and extras would be a little higher, say about one point. As the official scoring of butter for commercial purposes was abandoned in this market some three years ago there is nothing in the way of points to designate the various grades: at the same time I very frequently hear the salesmen talking about this lot scoring ninety points and that lot two to three points higher. During the winter and up to this week Inspector Barrett has considered butter in the class of specials that was entitled to ninety-two points, with a standard of ninety to ninety-

one points for extras. With the slight change that the Inspector is now making ninety-three score would be the minimum for specials and extras would stand at ninety-one to ninety-two points. It is the intention to have the grade of specials stand for the fanciest butter made, and I am quite sure that the market reporters expect to have a quotation as high as that grade sells for on the open market. The fact that there are several points above ninety-three to be covered by specials during the period when the make is at its best leads to the conclusion that a range of quotations for specials may be expected frequently. There is a growing disposition to recognize the value of extreme high quality and I am sure that the buttermaker who turns out ninety-four to ninety-five point or better still ninety-six point butter will get a price for it that will amply repay all labor and skill expended in its production.

The widespread agitation of the cold storage question, the popular error that cold storage is a means of increasing the price of food, and the resulting disposition to restrict the business of cold storage by law have left the managers of the industry in a serious quandary. Cold storage proprietors and the merchants who depend upon refrigeration for the legitimate preservation of their stock in trade know from their experience that no restriction of the period of permissible storage is necessary to the public welfare. They know that the trade demands which induce storage compel also the withdrawal of stored goods before they can suffer any such deterioration as would render them unfit for food. They know also that while consumers may properly be informed as to the character of cold stored goods, any branding requirements that would carry this information to them by law would be enormously complicated and cumbersome and far more costly than justified by the benefit to be derived, especially in view of the fact that the length of storage is not a reliable indication of quality. Yet they appreciate the serious danger of the enactment of restrictive laws by state legislatures which would destroy the cold storage business in the localities affected by driving the business to other states where restrictions are not imposed or are less stringent. In dealing with the present proposal of National restrictive legislation the proper attitude of the cold storage interests is therefore a matter of great perplexity. Beyond the

possible provision of governmental inspection of cold storage products they feel that no legislation is either necessary or advisable; yet they believe that a Federal law applying in inter-state commerce might influence imminent state legislation with the result that restrictions would be at least uniform and thus keep the various units of the industry upon even terms. Thus in spite of a profound conviction that time limits and branding laws are not advisable they are disposed to acquiesce in the proposition of National legislation in this direction, working mainly to prevent a limitation to a period shorter than the greatest needs of the trade and consumers' demand, in the hope of thus heading off more destructive legislation by individual states.

It is a peculiar situation in which the interests most seriously affected are afraid to fight a partial wrong in National legislation for fear of suffering a still more calamitous wrong at the hands of local or sectional lawmakers.—N. Y. Produce Review.

Selfishness rocks the cradle and greed robs it.

No intellect, no order; no emotion, no action.



Mail orders to W. F. McLAUGHLIN & CO., Chicago



## SEEDS

If you want our regular quotations on seeds let us know and we will put you on our mailing list

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

**SEEDS===** Are ready—fill your orders—all kinds clover and grass seeds.

**EGGS===** Will be in market daily for fresh eggs.

**Moseley Bros.** Wholesale Dealers and Shippers Beans, Seeds and Potatoes  
Office and Warehouse Second Ave. and Railroad  
Both Phones 1217 Grand Rapids, Mich.

## C. D. CRITTENDEN CO.

41-43 S. Market St.

**Grand Rapids, Mich.**

Wholesalers of Butter, Eggs, Fruits and Specialties

Our Slogan, "Quality Tells"  
**Grand Rapids Broom Company**  
Grand Rapids, Michigan



Ground  
**Feeds**  
None Better

**WYKES & CO.**  
GRAND RAPIDS

## BAGS New and Second Hand

For Beans, Potatoes  
Grain, Flour, Feed and  
Other Purposes

**ROY BAKER**

Wm. Alden Smith Building  
Grand Rapids, Mich.

## 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



**Apples Becoming Almost Luxury.**

America is rapidly becoming a fruit-eating nation. It is not so very long since the orange was considered a luxury, and this was true much more recently of grapefruit. Many have expressed the opinion that apples should be as common and low-priced articles of food as bread and butter, eggs and milk. However, these have at times almost become luxuries in recent years.

Although the domestic and foreign demand for these fruits has increased, strangely enough the production of the apple has steadily decreased. The apple crop of 1909, reported to be less than 23,000,000 barrels, for example, was only slightly in excess of one-third of that for the years 1896 and 1900 and much less than the crop for 1905, when the production reached a low figure.

Statistics gathered by commercial organizations show that the annual production of apples in the United States is becoming less in proportion to consumption each year and has actually been less in the aggregate the last few years than formerly. The figures since 1895 follow:

Year	Barrels
1895	60,453,000
1896	69,070,000
1897	41,536,000
1899	58,466,000
1901	26,970,000
1902	46,625,000
1903	46,626,000
1904	45,360,000
1905	24,310,000
1906	38,280,000
1907	29,540,000
1908	25,450,000
1909	22,735,000

Authorities on the subject of apple cultivation declare that overproduction is out of the question, saying, among other things:

"Our highest grade of American apples can not be duplicated on the face of the earth, so we have a world market for our best apples. If the business of apple growing should be overdone in the United States, it by no means follows that the intelligent and careful fruit grower in the Pacific States would be put out of a profitable business. The evidence multiplies that a grade of apples is raised on the Pacific slope that can not be duplicated anywhere."

Professor H. E. Van Deman, noted pomologist and judge of the first exhibits at Buffalo, Portland and Jamestown and in Spokane during the second National apple show last November, on being asked what could be put into the soil to give apples the best color, replied that it was not so much what was in the soil as what was overhead. "Sunlight is the chief factor in giving color and quality to apples," he said.

No man can love the oppressed weak who does not hate the strong oppressor.

Some men never make any steam save by throwing cold water on other's fires.

If you preach without thinking you will find plenty to listen without doing.

**NEW YORK MARKET.****Special Features of the Grocery and Produce Trade.****Special Correspondence.**

New York, May 14—The weather is and has been for weeks cold, cloudy and stormy. We have hardly had a chance to see the comet, and on the two clear mornings it was too cold for 3,995,990 people out of the 4,000,000 here to get out. Drooping from the heavens to the earth, we find business generally not especially active. In the coffee market there seems to be a little more enquiry for Santos and, perhaps, the whole situation can be called steady. In an invoice way Rio No. 7 is quoted at  $8\frac{1}{4}$ @ $8\frac{3}{4}$ c, but buyers are not inclined to purchase much ahead of current requirements at these figures. In store and afloat there are 3,086,792 bags, against 3,545,139 bags at the same time last year. Milds are firm and there has been a pretty good call for Maracaibos. Good Cucut,  $10\frac{1}{4}$ c.

There is hardly anything more than routine business to report in sugar. About all transactions have been in withdrawals under previous contract and new business has been about nil. The quotation of 5.25c, less 1 per cent. cash, is now held by all refiners.

Some business has been done in the tea market and, altogether, the week has been as productive of trade as any of the recent ones. Most call seems to be for low grades. Package teas—the proprietary sorts—are meeting with good sale.

Practically all hands report a better trade in rice and jobbers have been compelled to pay some advance. Prime to choice domestic is quoted at  $5\frac{1}{2}$ @ $5\frac{3}{4}$ c.

Molasses is quiet, with about the usual enquiry. Stocks are equal to requirements and the range of quotations shows no change in any respect. Good to prime centrifugal, 26 @30c.

Has the tide begun to turn in the canned goods market? Here if one broker reporting "an exceptionally active demand for corn from all sections and everything offering at 70c has been sold." This is of considerable importance—if true. And the tomato—the long neglected love apple—is, perhaps, coming into its own, for it is said there is a very good demand for Maryland 3s. Further, we learn this demand is for 60c stock and it is pretty safe to bet that when goods sell "freely" for 60c, that amount is all they are worth. Reputable goods fetch 62½c f. o. b. factory and packers are not anxious to part with the goods at this figure unless they are in need of funds pretty badly. Corn is in less request and sellers might make some concession rather than lose a sale. Nothing is reported in futures. Other goods are moving in a routine manner.

Top grades of butter are selling well at 28½c for creamery; special extras, 28c; firsts, 27@27½c; old creamery, 23@25c; imitation creamery, 23½@24½c; Western factory, 22½@23c. Cheese is firm at 14¼@14¾c for

new full cream State. Old stock, 15½@17c.

Eggs seem to show a little advance. Fresh gathered Western selected extras, 23½@24c; regular pack, firsts, 22@22½c.

**New Company To Take Over Koopman Stock.**

Conklin, May 16—The Smith Mercantile Co. was organized at the office of the Michigan Tradesman in Grand Rapids Saturday to take over the Koopman general stock about July 1 and add largely thereto. The new corporation has a paid-in capital stock of \$10,000, divided among four stockholders in the following amounts:

Amos C. Smith .....\$4,000  
Ernest A. Stowe ..... 3,000  
John H. Koopman ..... 2,000  
Cornelius Broene ..... 1,000

The officers of the company are as follows:

President and Manager—A. C. Smith.

Vice-President—J. H. Koopman.

Secretary—C. Broene.

Treasurer—E. A. Stowe.

Mr. Smith was with the C. B. Towner general store, at Byron Center, for ten years, where he established an enviable reputation as a buyer and manager. For the past year he has been manager of the general store of Cobbs & Mitchell, Inc., at Springvale, where he has added to his already excellent reputation. The new company will carry full and complete lines of everything except drugs and hardware, giving Conklin a better and larger general stock than the town has ever had before.

The tree of much fruit gets the most clubs.

Some men are too lazy to have good luck.

**Hart Brand Canned Goods**

Packed by

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

Michigan People Want Michigan Products

**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.



THE NEW FLAVOR

MAPLEINE

Better Than Maple

The Crescent Mfg. Co., Seattle, Wash.

**Mica Axle Grease**

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

**Hand Separator Oil**

is free from gum and is anti-rust and anti-corrosive. Put up in ½, 1 and 5 gallon cans.

STANDARD OIL CO.  
GRAND RAPIDS, MICH.

**The Vinkemulder Company**

Jobbers and Shippers of Everything in

**FRUITS AND PRODUCE**

Grand Rapids, Mich.

**A. T. PEARSON PRODUCE CO.**

14-16 Ottawa St., Grand Rapids, Mich.

The Place to Market Your

**Poultry, Butter, Eggs, Veal**

W. C. Rea

**REA & WITZIG**

A. J. Witzig

**PRODUCE COMMISSION**

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

"Buffalo Means Business"

We want your shipments of poultry, both live and dressed. Heavy demand at high prices for choice fowls, chickens, ducks and turkeys, and we can get highest prices.

Consignments of fresh eggs and dairy butter wanted at all times.

REFERENCES—Marine National Bank, Commercial Agents, Express Companies, Trade Papers and Hundreds of Shippers. Established 1873





## NO SALE RECORDED.

## Clothier Still Has Two Sporty Suits in Stock.

Written for the Tradesman.

Buck had \$15 and Chuck had \$15. They called it "dough." It had been acquired selling red lemonade and peanuts to the patrons of the early ball games. They called their customers "guys."

The two dead game sports decided to buy clothing with the money. The league games were coming on, and they wanted to look fit as they wavered about the benches selling their pop and red lemonade. They called it "dope."

They did not want any ordinary suits, and so they told Sport Carroll, of the Gents' Clothing Emporium, that if he would show something that was loud enough to be heard above the ravings at the umpire they would invest with him.

"If you guys will give me a sure enough order right now I'll have what you want sent in," said Sporty, who was no slouch of a ball fan himself. In fact, Sporty's boss had a record of seventeen serious accidents that had happened to Sporty's relatives on days when there were big games on.

Buck and Chuck would not give the order. They said they were not going to sign for any new suits until they saw how they looked in action. But Sporty took chances and told the boss to sign for two of the sportiest rigs the makers had in stock. He thought Buck and Chuck would want suits which would look like maps of a new city addition, with red and blue and green markings showing the lot lines.

That is the kind of suits the boss ordered. When they arrived the clerks gathered about them in awe. Fierce is the word they used to describe them. Word was sent to Buck and Chuck and they came in to view their prospective purchases. Each had his \$15 within easy reach and Sporty looked wise. As a rule his chums of the ball field hadn't proved very good customers, not having the price, and now he was going to show the mess in the Emporium that the bleacher boys had the bolerio to paddle out when it was time for them to go to bat.

"Gee!" observed Buck, dragging a coat out to the front window. "That's the right kind of a Benjamin fr me. What?"

Chuck had a pair of trousers out by the front door.

"Say!" he said. "What will they say on the diamond when they sees them trotter-cases comin' over the bleachers? What do you know about it?"

Sporty pushed his itching fingers into his pockets and stepped back of the counter, getting ready to tie up the suits. With a \$30 sale to his

credit the boss would be, a Welcher not to let him off for the game that afternoon.

"I guess you'll have the guys out there backed off the grounds," he said to Buck and Chuck. "Throw 'em over here and I'll tie 'em up."

"The little round white spot in the center of the stoige won't be in the game with me in them duds," Chuck observed, handing the trousers over his left arm and stroking them gently with his right mitt.

Buck reached down after his \$15. Sporty's face brightened.

"Say," said Chuck, "when we gets them casings on we'll look like Dutchy Graff on second. What?"

"Dutchy Graff on second," snarled Buck. "Dutchy Graff never got to second in his life, unless some one went and got a cab and drewed him there."

"Dutchy Graff," explained Chuck, patiently, "is the only thing on the turf this year. You'll hear him batting as soon as the team gets as near to Grand Rapids as Detroit or Buffalo. You're a fool!"

"Dutchy Graff," Buck put in, patiently, too, for it had never yet been decided which of the two game sports could best the other, "couldn't hit the ground if he fell out of an air ship. Wait until you see Smock Vincent do his stunt."

"Smock Vincent," observed Chuck, trying to speak very politely, "does his stunts after dark, so you can't see him. Last season he got lost in the left garden and they brought him in with a searchlight. He couldn't catch a mug of water if he was out in a rainstorm."

Sporty began to see the danger of this sort of conversation. He had not yet received the \$30 nor the boss' O. K. on his afternoon outing.

"You'll certainly make a spread with these on," he said, pointing to the suits, which were so gaudy that they lighted up that part of the store like a spring grass fire. "They're the goods all right."

Chuck put his hand down in his pocket where his \$15 was buried.

"If Smock ever comes here," Buck said, turning to the clerk, "you go and see him if you loses y'r job. He makes plays that no other guy makes. He's the candy boy for all of mine."

"He's a fine bluff, he is," said Chuck, taking his hand out of his pocket without the \$15 he had gone down after. "He ripped off one of his pretty buttons sliding to third and stopped to sew it on before making the base. He's one of these here guys what beat up the air around a ball without hitting it. You'd have to tie a string to any sphere he hit."

The clerk began to look anxious. Buck and Chuck were getting red in the face.

"Huh!" said Buck. "Dutchy Graff! He's in the aged row. Say! I'll bet you \$15 Smock gets the batting record. What?"

The clerk tried to get the suits out of the hands of the two dead game sports, but they clung to them. He would have had them tied up and handed over in a second if he could have gotten possession.

"Smock Vincent!" howled Chuck.

"He won't be in the game when the batting record is given out. He'll be back in the cornfield fixin' his tummy for a diet of snowballs. What?"

The boss heard the loud talk and came forward. Buck and Chuck backed away, while the clerk got busy tidying up his stock.

If Sport Carroll could have reached down into the jeans of the two dead game sports and got the \$30, he would have run the risk of going to jail for highway robbery, but he was afraid he couldn't get it if he went after it.

"What's that you say about Smock Vincent?" asked the boss.

The clerk tried to wink the boss out of the game, but the boss was something of a fan himself. He never missed a game that promised to be good.

"Smock Vincent's the best—"

This from Buck. Then Chuck cut in:

"He'll be back in the cornfield league before July," Chuck said. "Anybody that thinks Smock's much has got bats. See?"

"I saw Smock do a pretty thing the other day," said the boss. "I was Down East and had a little time so I went out to the game. Smock was on second and there were men on all the bases, and it was up to

"Graduate" and "Viking System" Clothes for Young Men and "Viking" for Boys and Little Fellows.

Made in Chicago by

BECKER, MAYER & CO.

## Ideal Shirts

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

Chambrays  
Drills  
Sateens  
Silkeline  
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These goods are all selected in the very latest coloring, including

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

Write us for samples.

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

## Communion Suits

## In Long Pants And Knicker Pants

Now Is the Time  
To Place Your Order

H. A. SEINSHEIMER & Co.

Manufacturers  
PERFECTION

CINCINNATI



some one to make a run. So Smock watched his chance and slid—

"Wow!" shrieked Chuck. "Smock couldn't slide off a load of hay!"

The boss caught sight of the anxious face of the clerk, who was pointing to the two loud suits, and backed away.

"Money talks!" roared Buck. "I'll bet you \$15 Smock has the batting record when the games close! Put up or shut up!"

"Aw, what's the use, boys?" put in Sport Carroll, a cold shiver beginning between his shoulder blades as Buck took out the \$15 that was designed for the cash drawer of the Gents' Clothing Emporium.

"I don't take no back talk," said Chuck, getting the price of that talkative suit out of his jeans and waving it in the air.

Sport Carroll tried to grab the money.

"Tryin' to cop the dough?" demanded Chuck, with a scowl. "Let him put up if he wants to make a contribution to the Chuck family. Smock Vincent! Say, that dub could not see a ball if you put wings on it."

Buck grew red in the face and slapped his \$15 down on the counter.

"Cover it!" he said. "I suppose you think Dutchy Graff will get the batting bonus? Say! Dutchy couldn't bat a beer off a bar! What?"

"Come on, boys," pleaded Sporty. "What's the use? Get your clothes and go out to the grounds like sports."

"Smock Vincent!" grunted Chuck.

"Say, if a ball was an apple he couldn't knock the seeds out of it. He's in the sissy row, he is."

"What's the matter with you boys?" demanded Sporty. "Come on, now, be good fellers and go out in fine clothes. Here, I'll do 'em up."

"Let him put up if he dare!"

This from Buck. Chuck laid his \$15 down on top of Buck's \$15. The clerk reached out for the pile, but Buck called the boss.

"This is a bet," he said. "I bets Smock wins the batting bonus."

"All right," said the boss.

"Aw, come on, fellers," said Sport. "You want to pay for them suits."

"That goes, too," said Buck. "I bets \$15. See?"

"That's me," said Chuck. "I bets \$15."

The boss put the money in the cash register.

"Game sports," he remarked, as the dead game sports walked out.

"Say," said Sport, "you don't see no sale rung up, do you? What? Them fellers is pikers! All that chin ar' no sale!" Alfred B. Tozer.

#### Was Suspicious.

A Scotchman at the dentist's was told that he must take gas. While the dentist was getting it ready the Scot began to count his money.

The dentist said, somewhat testily, "You need not pay until the tooth is out."

"I ken that," said the Scotchman, "but as ye're about to make me sleep I jist want to see how I stand."

#### Time and Money Wasted By Lack of System.

Why not operate your establishment on a strictly systematic basis? The man who has succeeded will make this enquiry, for he knows how much success depends upon the employment of up-to-date, accurate and thorough business systems.

The things to be considered in the proper management of a retail business are location of store, quality and price of stock, advertising and business solicitation, ability to render good service and economical methods of inside system.

Presuming that you are well located, that your store is stocked to meet the requirements of your clientele, and that you know how and when to advertise, you are not yet on the way to complete success if your ability to give proper service is hampered by obsolete methods, and your profits are eaten up by time wasting and ineffective book, stock and accounting systems.

When your business is running so smoothly that there is never friction in replying to a telephone enquiry, a request for additional goods, or any of the many inevitables which an enquiry system takes care of, when your business is so managed that contract and shipping departments never bring you into combat with your customers, and when the clerical end of your business is cared for without waste of time or energy—then you are on your way to success.

Study the methods of progressive houses, where everything is made to

run smoothly by perfect system. See that your records are easily found and complete in data furnished. And see that your accounts have no complexity and difficulty of adjustment.

You know better than any one outside your business whether time is being wasted and profits eaten up. If you don't know how to correct these evils, get someone who does know how to straighten you out.—Wall Paper News.

#### Influence of Thought.

As I have grown older, as I have known more of the lives of men and women, as I have studied success and failure, it has been borne in upon my consciousness with ever recurring and insistent force, that all the actions of our lives are not from chance or accident but are a natural and logical outgrowth from the character of our thinking; in a word, that thought—our state of mind—is the real cause, and the outward forms of our life simply effects—symptoms of our inward mental attitude.

If this is true—as I believe it to be—we must accept the responsibility of having our everyday actions and conversation stand as an advertisement to the world of our intellectual measure.

Therefore, it has more and more seemed to me that the greatest power in the world is the development of an idea, and the noblest ambition should be to influence the thought of our generation along lines that will bring happiness to the greatest number.

Mike Kinney.



## Protect Yourself

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

### Jimmy and the Dark Lantern Out

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 can not afford to take and going without a safe is one of them.

Write us today and we will quote you prices.

**Grand Rapids Safe Co.** Tradesman Building  
Grand Rapids, Mich.



## A WOMAN'S PREROGATIVE.

## Some of Her Peculiar Rights and Privileges.

Written for the Tradesman.

Samantha Hicks, spinster, was always on the lookout lest 'Lige Carter should be imposed upon. Not that to the common mind there was any particular danger that, such a thing would happen or, if it did, that the man was unable to take care of himself. Even if he should be remiss in this duty there was Mrs. 'Lige, clothed in her right mind, very sensitive in regard to her liege lord and master, to whom she was devotion itself and never hesitating to proclaim her boundaries and to warn off any trespassers therein. When, then, Samantha made manifestations of uneasiness and began to wonder if, or whether it could be possible that, people within sight and sound of her wonderings would look at one another queerly and begin to talk about something else.

Daleville was a little quiet village where everybody knew everybody else and the romance of Samantha and 'Lige had become a little mouldy with age, but for all that when the manifestations put in an appearance they who knew had to notice them and to wonder to one another if the poor foolish woman ever would get over it. From first to last Samantha had been the only one affected. She and 'Lige had known each other always. As children they played together, together they stood in the same classes in the old school house; but not until school days were done was there anything doing at all noticeable between them, until one memorable Sunday night when 'Lige Carter went home with Millie Merriman from the evening service.

Such news travels fast in such places as Daleville, to be told, joked about and forgotten. So it was now with one exception: Samantha Hicks, pale of cheek and weak of limb, went home heartheavy and cried herself to sleep. 'Lige knew nothing about it—if he had known it would have made no difference—his mating time had come and with all the zeal of an earnest, devoted lover he and his heart's desire repeated the old, old story, and one glad spring day when the orchards were in bloom the two plighted their troth under the big apple tree in the Merriman dooryard, every red-streaked, wind-swayed blossom above them spilling its exquisite perfume upon the two and proving beyond all doubt that, while the course of true love never runs smooth, this was the rare exception that confirms the rule.

From the old home apple tree the happy pair went to a home of their own, for 'Lige Carter never believed in having a mate with no place provided for her, and there the two with work of hand and brain proved to themselves that marriage is not a failure and that it is only in the heaven-blessed home that human happiness is ever found. There were children born to them—a houseful—and they grew up and mated and flew away, so that now with birdlings grown and gone the two, wrinkled and gray,

were alone in the empty nest making the most of what a kindly fortune had brought them and ready and willing to lighten with it those about them whose paths had fallen in less pleasant places.

During all these fleeting years, however, Samantha Hicks remained unhappy and during all these same years she had never been known to say anything genuinely kind of Millie Merriman, as she persistently called her. "Yes, Millie's intentions were good, everybody must admit that, but she guessed if the truth was known that 'Lige Carter didn't find life any too rosy for all everything was so quiet and calm on the surface. Folks did say, them that had a chance to know what they were talking about, that 'Lige didn't have a minute's peace from the time he got out of bed until long after he got into it. It was nothing but nag here and nag there and poor 'Lige half the time was at his wits' ends to get along with it. Neat? As a pin; but let him step on her floor without wiping his feet first and the Old Harry was to pay right then and there. Good cook? Well, opinions differed about that, but if 'Lige didn't happen to like the vittles and said so or didn't eat 'em, it was 'Hail Columbia' right straight off. All her born days Mill Merriman had been stubbornner than ten mules and woe to anybody that disputed her! Anybody who knew 'Lige in his younger days knew how he would take such things and so she guessed, take it all in all, there were times when the fur flew," all of which while amounting to nothing got to be wearing as well as monotonous.

In addition to this, constant dropping wears a stone, and they who had known Samantha all these years could ably testify to the constant dropping. Her dressmaking extended her field of ceaseless endeavor and, going as she did from house to house, needle and scissors and tongue of the finest temper and keenest edge, she managed to start the idea that "poor 'Lige" was an object of pity and ought to be treated accordingly. The social circle in Daleville is not large and one evening when Jim Lucas came over for a smoke with 'Lige he told him with such additions as had a tendency to create interest the gossip that was making him an object of pity! Instead of awakening the object's wrath it tickled him; and when under Jim's skillful manipulation Samantha's undying regard for 'Lige was revealed the two laughed until their sides were sore.

"Of course, Jim, this thing has got to stop. The pitiful part of it, however, isn't Samantha's foolishness so much as it is the sensible women of Daleville being influenced by such nonsense. Jim, what do you say to facing 'em—the whole blamed lot! To-morrow is sewing circle afternoon and if you'll go with me I'll have a talk with them and let 'em see how things look from my standpoint."

They shook hands on it and the next afternoon about 4 o'clock Mrs. Deacon White, sitting by the window, saw somebody coming in at the front gate and wondered aloud what

'Lige Carter and Jim Lucas were coming in there for. Between doorbell announcement and coming in there was little delay and before there was any chance for embarrassment 'Lige announced the purpose of his coming:

"Two things have brought us here, Mrs. White. I am in hearty sympathy with the object you ladies are working to carry out and I want to contribute this ten dollars to forward that object," the bill was received amid exclamations of delighted ohs. "The other is of an entirely different nature: Samantha Hicks in the kindness of her dear old heart has been working up a lot of disinterested kindness for me. In doing this she has got things all tangled up and failing to untangle them has put them all on my wife, over there. Take that old story, for instance, of Mrs. Barker's following up the Elder with her brush and dustpan every time he came into the house. When she first began to tell it she fastened it on to Jake Smith and his wife. Of course nobody cared anything about it and there was no more truth in it than in the other yarns she tells; but now she's fastened it on to Millie and she wants you to pity me for it. Some twenty years ago Samantha began telling the story of Tip Day's wife ragging the life out of him.—Yes, you did, Samantha, for I heard you!—Well, all of you know now it was not Tip's wife at all, but mine and it's 'poor 'Lige!' instead of 'poor Tip!' and if there is a single one of you who hasn't been told that Millie and I are leading a cat-and-dog life, let her put up her hand so we can see who the exception is. Not a hand. That's what I thought. Now don't one of you pity me. My wife may not suit Samantha but she suits me, and while a poor old woman who

never had a beau in her life can't understand it, every married woman here knows that a wife has certain prerogatives as her peculiar rights and privileges and she exercises them. Whether there is always harmony each must judge for himself, but in spite of Samantha's statement to the contrary the cat-and-dog life she tells about has got hitched to the wrong party, like the other facts she states.

"That's all. If any of you are still inclined to pity me and to put me down as 'poor 'Lige,' don't. Turn your pity and sympathy into cash and turn it over to the Treasurer for this same church purpose you are working for. I'll manage to get along without. I bid you good afternoon, ladies;" and the two men left. Immediately afterward the dressmaker followed suit and Daleville has heard no more about "poor 'Lige" and the treasury amount has not increased a single cent.

Richard Malcolm Strong.



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## INDIANA ITEMS.

## Some Recent Changes in the Hoosier State.

Ft. Wayne—M. E. Lynde has retired from the grocery firm of Lynde & Costigan and the business will hereafter be conducted under the name of J. V. Costigan.

Princeton—The Retail Merchants' Association of Princeton, which is making a fight against peddlers and transient street salesmen who pay no taxes in the county, has petitioned the City Council to change the peddlers' license fee from \$1 a day to \$10 a day. The Association has recently brought about the prosecution of several persons for peddling without license.

Sweetser—William Burge, who has been in the grain and milling business since 1888, has disposed of his interests in the Burge Milling Co. to his son, Alfred Burge, and O. M. Thomas, of Marion. Mark, Burge & Lake established a feed mill at this place in 1888 and two years later they engaged in the milling business in Marion, manufacturing Tip Top flour. Mr. Thomas held a position with the company, but it was twelve years later before he bought the interest of Mr. Mark. A short time later Alfred Burge bought Mr. Lake's interest. Now Messrs. Thomas and Burge have bought the third interest that has been held by the senior Mr. Burge.

Marion—The Swayzee Canning Co. will rebuild its warehouse that was recently wrecked by the severe wind storm. The wind was of such force

that it carried the roof, 40x80 feet in dimensions, a distance of forty feet and dropped it in a pond. The unroofing of the building caused some of the bricks to fall in. The loss, which will amount to something more than \$1,000, is covered by tornado insurance.

Decatur—The Waring Glove Co., with headquarters in this city and a branch factory at Huntington, will probably also start a branch at Rochester. The two factories employ about 100 or 150 girls each, and the new one will also have that large capacity. More would be employed if there were more available, hence the starting of a branch in a new place. It is likely that Rochester will erect for them a \$5,000 building, to be conveyed when the company has paid out \$100,000 in wages.

Terre Haute—Arthur Seymour, an itinerant vender of things edible, has learned that the State food and drug authorities do not forget cases in which defendants evade trial. Seymour was arrested in Rockville a year ago for offering in the streets food-stuffs which were unprotected. When the preliminaries were being arranged for his hearing Seymour left the city and was next heard of in Ohio, where he was following street fairs. A few days ago he returned to Indiana and came to this place, where he was arrested and taken to Rockville. There he was fined \$10 and costs, amounting to \$32.50, or \$10 more than if he had remained in the court room a year ago and pleaded guilty to the charge lodged against him.

Vincennes—Enough lots in the Board of Trade subdivision have been purchased by citizens to insure a factory fund of \$100,000. This money will be used in bringing new industries to the city.

Bluffton—Carl Bonhom & Co. have incorporated as the Public Drug Company for \$10,000. They have the old M. A. Stout store. The directors are L. C. Davenport, Frank Ehle, Carl Bonhom, Wilbur Oman and Frank Gordon.

Kendallville—John Koch has sold his suburban grocery stock to W. H. Crain, formerly foreman at the hoop mill, the transfer being made Monday. The new proprietor expects to put in a stock of goods that will meet the requirements of a Greater Kendallville and give the city a suburban store such as may be found in a metropolis. Mr. Koch will remove to South Bend.

Elkhart—The American Coating Mills has been organized with a capital of \$100,000 and the business will be installed in a factory formerly occupied by a wagon concern. The incorporators are Mole Cook, Joseph C. Teague and Fred B. Walter, all of the Wabash Coating mills.

Ft. Wayne—The Leikauf Packing Co. was recently fined \$10 and costs in the city court on the charge of having sold a cotton seed compound under the brand of pure lard, and at once took an appeal to the Circuit Court. One of the State chemists testified that the preparation was a compound; that 30 per cent. of it was

cotton seed and that there was a mixture of beef fat in it.

Elwood—Lewis Heffner, the wealthy sawmill owner and lumber dealer of this city, announces that he will convert his large lumber mill into a grain elevator and a large force of men has begun the work of clearing away the debris. The sawmill, which is being removed, is one of the city's landmarks, having been erected in 1854, and portions of the machinery installed at that time have been in almost constant use all these years. The elevator will be one of the largest in Central Indiana and is so situated that it can receive and discharge grain into cars on both the Lake Erie and the P., C. & St. L. railways without extra switching facilities.

Sullivan—A conference of business men and the City Council was held one night last week with F. R. Daniels, State Hydraulic Engineer, and plans to lower the rates of fire insurance here were discussed. Recent fires, including the entire destruction of the south side of the square, have caused the insurance rates to become high.

Carthage—The Carthage Light, Heat and Power Company, Hiram O. Henley, receiver, has been sold to F. F. Brenen, of Parkersburg, W. Va. The consideration was \$3,600. The purchaser will take charge of the plant and improve and operate it.

There are some people to whom it is not courteous to be polite.

To want little is always to have plenty.



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## MANISTEE'S FUTURE.

## How It Can Be Made Great and Glorious.\*

Just as it is human nature when a man receives an invitation to address a body of representative citizens for for him to most sincerely desire to say something worth while, so is it, on the part of those who are so courteous as to extend the call, to hope and hope earnestly that the speaker will stay down on earth and make his points—if he makes any—that may be of practical value; something that will strike home for the home folks.

Those who know me best do not accuse me of being an orator; neither do they openly charge me with flitting about among the clouds to any noticeable degree; and so, recollecting that human nature is a composite structure having numerous characteristics, all differing in sort and temper, I promise you simply that I will, as a business man who has had more or less experience with public welfare organizations, try to tell you something in a plain way that may possibly fit into conditions in Manistee; something, perhaps, which may, by a process of evolution, be developed by you into results of value to your beautiful city and your county.

Only I beg that you will not do, as did a very active, forceful and wealthy old gentleman whom I know, as the result of his newly acquired knowledge as to the meaning of the word "evolution." Assured that all lines of business, all improved processes in business, all betterment in life—physical, moral, mental and material—are the results of evolution, an unfolding or growth from a latent, inferior development, he proceeded to evolve.

He was a member of a newly-organized business men's association formed for the purpose of promoting the best interests of the city where he lived, and within one year of the time he learned the meaning of the word evolution—one year after he joined the Public Welfare Association—he had not only raised all rents in an office building he owned, but he had acquired, at a very low figure indeed, about forty acres which were known as "The Flats," a tract of land having a river on one side and two railways traversing the territory. It was ideal property for factory sites and the Association had had it in mind as one of its possible chief resources. My friend, the evolutionist, offered the property to the Association at a price 50 per cent. greater than had been the figure at which he bought it, and when his terms were turned down he resigned his membership in the Association.

"What made me resign!" he exclaimed when questioned. And he continued in all sincerity. "They are continually talking about bettering things, boosting the town and telling of the power of evolution—nice word that—and when I try to show 'em how they give me the icy mitt."

To return to the matter of human

nature just an instant: Selfishness is one of the strongest characteristics of that nature and the one which is most insidious and insistent against the efficiency and success of any organization which depends upon united, harmonious action and genuine public spirit for really good results.

And now we will come directly to Manistee—an Indian word meaning a "river at whose mouth there are islands." But that ancient translation has been changed; has been evolved. Every citizen of Michigan who knows your city—who knows you—knows that to-day the name "Manistee" means an open harbor all the year round; a deep-water channel letting the great ships from all the important ports above the Niagara into a deep-water inland lake five miles long and from a quarter of a mile to a mile and a half in width, with twelve or fifteen miles of water frontage and dockage; that three railways have their terminals at this point already and that before five years pass in all likelihood a fourth railway—from Manistee Junction to Walkerville, sixteen miles only—will seek your harbor as a terminal point. And let me say right here that the business men of Grand Rapids will do all in their power to bring such an outlet to you.

The present day translation of the name "Manistee"—with all due respect to the smooth flow of the prettiest and most mellifluous Indian name attached to any Michigan city, and with apologies to Cheboygan, Petoskey, Muskegon and Kalamazoo—the name "Manistee" means "a city where the citizens are 'next' to the universal awakening to the unimpeachable power of civic righteousness when represented by solid and unshakeable community co-operation in behalf of the general welfare.

Now, what has Manistee to offer to men or corporations seeking advantages of various kinds? What has Manistee to offer to her own citizens? What can the city of Manistee offer to the county of the same name and what can both city and county offer to the State of Michigan? Finally, what are your limitations?

Those are the questions which must be answered by the Manistee Board of Trade if it is to realize the high ideals it has set up for itself.

In considering these problems I most earnestly urge that you remember these two facts:

Satisfactory, adequate and worthy solutions of these topics can not, in the very nature of things, be reached in ninety days or ninety months, because, to be just to your city and your county, to be just to yourselves, you must get at the bottom facts pertaining to each enquiry. Know exactly where you are at on each subject.

The other essential I wish you would keep ever in mind is the indisputable fact that you are enlisted for a long campaign and a campaign which depends chiefly—nay, solely—upon a complete obliteration, so far as the public welfare is concerned, of all personal dislikes, petty jealousies, preconceived notions or hobbies and selfishness. You must work together,

absolutely, and bear in mind that while your annual dues are necessary they will be absolutely valueless unless you give of your personal, individual thought, time, effort and influence also.

What are the benefits to a city which are certain to come through the efforts of a board of trade? someone asks I fancy.

Chief and first among the advantages is, in my opinion, the creation of a spirit of local pride or ambition backed by an enthusiastic quality of public zeal and uniformity of purpose and action. I place this result first because upon its creation depends all other benefits.

And that it is entirely possible to develop such hearty, generous and effective co-operation on the part of a community is amply evidenced in my own as well as by dozens of other American cities.

Second on my list of benefits thus obtained is—no, it isn't the securing of new industries, neither is it the correction of unfair freight rates. It is the fostering of the financial, commercial, mercantile, industrial, educational and social advantages you already possess.

In his lecture last Thursday before the University of Berlin, on the World Movement, our most eminent fellow citizen, Colonel Theodore Roosevelt, said: "The good citizen must be a good citizen of his own country first before he can, with advantage, be a citizen of the world at large."

The city possessing a well organized board of commerce, board of trade, public welfare association, or whatever it may be titled—an association well conducted and well sustained—must, of necessity, be a good city. Such an organization constitutes a guarantee, is the hall-mark, so to speak, by which the world at large, as in the case of the good citizen of his own country, is assured that in such a city will be found fair dealing, wide awake citizens of ability, a community spirit of co-operation and a city where civic righteousness dominates municipal affairs.

As I understand it, Manistee is not blighted by floods nor cursed by strikes; it is the most healthful city in Michigan; it is adequately provided with churches and schools; it is well equipped with street railways, gas and electric lighting facilities, an excellent water supply, a good sewer system and has "more miles of first-class pavement than any other city of its size in Michigan."

All of this is good, but don't stop. Keep a-going and look way ahead when you will be a city of 50,000 with at least 60 per cent. of your population enthusiastic, ambitious and workers for better conditions. Improve your sewer system promptly and according to best known practices that your good health record may not deteriorate; take initial steps now, now when property values are comparatively low—for additional park spaces, for boulevard rights-of-way, for a lake shore drive; consult and co-operate with railway and steamship companies and with factory owners for the embellishment of the vacant grounds around their properties and, above all, work in perfect harmony with your municipal government.

Time was in years gone by when the organization of a citizens association of any kind was as a red flag to a healthy, aggressive bull. It was

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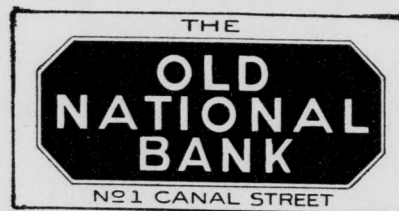
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\*Address delivered by E. A. Stowe at annual banquet Manistee Board of Trade, May 16, 1910.



like putting a chip on the shoulder and daring the city officials to knock it off. That time is passed. To-day, all over the land, we find municipal authorities welcoming the suggestions of and courting conferences with boards of trade and other associations of business men.

Why the change?

Because citizens have come to a recognition of the fact that mayors and aldermen are holding office by their consent; and that, even although they are mayors and aldermen, they are entitled to fair and courteous treatment because they are open to conviction, and—invariably I believe—when they are confronted by a rational proposition submitted by any association, no matter what, they will go to the limit of a city's charter and ordinances to put the suggestion into operation. On the other hand, the mayors and aldermen have found out that citizens' associations to-day are not merely captious critics, heard from only when it is to find fault.

And, by the way, this condition is a result of evolution. In the beginning civic reform took the shape of a false sentimentality. We had to learn that the aim was as real and solid as are the hills, and that parlor reformers and the select few must come down from their heights and be men among men—honest, earnest, practical and in no sense self-seeking. The lesson has been learned elsewhere and I suppose it has been learned here.

"Playgrounds in Manistee?" was the incredulous response of one of your citizens recently when asked if such an institution existed here, and then he continued: "Why, bless your soul, the boys and girls of Manistee have the wide, wide world to play in—they can swim, sail and row boats on thousands of acres of water, they can roam fields, hunt the forests, play ball and race to their hearts' content and no one to hinder."

That is good, very good. Yet for all of that it is a safe bet that a conveniently located, well equipped playground for children—little ones from one to ten years of age—would prove not only a healthful, safe resort for the children but a Godsend to many a tired mother. More than that, it would prove a benediction to the city in that it would lessen idle loitering in undesirable locations and so prevent the formation of disagreeable associations and habits. This result has been demonstrated over and over again and in places smaller than Manistee. Think it over.

Manistee county was created seventy years ago, but was not organized until fifteen years later. What does that signify?

It means that the two or three hundred pioneers who were here in 1840 looked ahead and were ready when, in 1855, there were 500 here to organize and do business.

Sixty-five years ago—think of it—there were no public highways, no bridges, no ditches nor drains, and, I am told, there were but three churches and five school houses in Manistee county. Sawmills? Yes, they were the backbone of the locality, little muley-saw concerns able to cut up a

log in the course of half an hour or so, but they served their purpose and were a boon to the old-timers. Instead of the 2,000,000,000 feet of hardwood tributary to Manistee to-day the entire county was a virgin forest—a forest lapping over all the counties north of the main line of the Michigan Central Railway.

Sixty-five years is not such a very great span of years; and yet look at your city to-day with its 15,000 or more inhabitants. Those pioneers did the best they knew or could with the means at hand, and you of to-day are profiting by what they did. It is up to you of to-day to see to it that you serve as well for those who will be here in 1975.

And you are on the right track, but, as I have already observed, you must know your limitations.

For example, as it appears to me, there is no limit to your transportation possibilities; your agricultural resources are almost limitless, with your county peopled as it should be; there may be a limit to your hydro-electric power possibilities, but that limit is far and away beyond any demand that may be developed during the next quarter of a century.

And so I come to your industrial status or, rather, to the almost universal cry—Fetch in new industries—made by every novice in the science of public welfare associations and their purpose.

All right; it is a good idea. New industries attract additional population. That means an increase in the city's aggregate monthly pay; it means an increase in real estate values, more business for the retail merchants, the lawyers, doctors and dentists. Sure thing, let's get new industries.

But how and what kind?

"Offer free factory sites, pay for the removal of machinery and operatives and their families and, if necessary, pay a bonus," says one.

To this I say, "No!" most emphatically. And the same response is given by nine out of ten commercial organizations in the country to-day.

It is axiomatic that no industrial establishments will change their location except for certain reasons. Either they wish to get nearer to the raw material they require or they desire to get where better freight classification and rates obtain, or they desire a less expensive land area (or rental), or they contemplate moving because of labor troubles. These four reasons are legitimate. The other reason is that they aim to secure a money profit in the form of a bonus, or the same thing, a free site and buildings, or both. This is not business. Once in awhile you will find that a concern hopes to secure an increased working capital by the sale of stock and once in awhile—if the standing of the article manufactured is high and if the ability of the business manager of the concern is exceptionally good—this may be a good proposition.

But first of all—and this takes me back to your limitations—you must back to your limitations—you must know beyond peradventure what kind of industries can be undertaken successfully in Manistee.

I can see no valid reason, but perhaps you may who are better acquainted with details that I, why any industry using iron—pig, cast or wrought—might not be successfully carried on here; the same may be said as to a tannery or a shoe factory, but not as to saddlery and harness, because the big markets, Texas and British Columbia, are too far away. You have the raw material for success in manufacturing furniture, but you lack the workmen and would have difficulty in attracting them away from the larger cities. In my opinion, while Manistee is a good location for car manufacturing, it is not good for an automobile factory, for the same reason that your city is handicapped as to workmen. Automobile machinists are a transient lot, skilled although they are, and flit constantly between Detroit, Cleveland and other large automobile centers.

But, on the other hand—and here I believe you have a fine opening—I think Manistee is admirably equipped for establishments making gasoline and electric motors, automobile bodies and other parts of those vehicles, and there is a constantly growing demand for such products. There is this fact, however, about this proposition: Such establishments would be either young in years and with their trade not fully developed or would be entirely new and in each instance the chief factor would be the business manager. Make sure both of his character and his ability.

I can not undertake, my friends, to go into a complete review of your limitations and your possibilities, chiefly because I do not know them so well as you do yourselves.

And so let me repeat:

You will be required to know what Manistee has to offer to her own citi-

zens and to others away from here. You must know this authoritatively and accurately and you must know what she can not in fairness expect. Knowing these things, inaugurate a frank and honest publicity campaign. Use your local newspapers, your daily correspondence, your everyday interviews and conversations in advertising Manistee, but first be sure of your facts and stock to them religiously.

I thank you.

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## COMFORTS OF COMPETITION.

## How They Tend to Make Life Worth Living.\*

It is as impossible, it seems to me, for a man to contemplate his own active engagement in any department of human endeavor without taking fair competition into account as it was for the venerable, white haired and unkempt old recluse who lived many miles from his nearest neighbor and in the very bottom of a deep gap in the mountains of Virginia.

"Do you never suffer from loneliness?" asked a sympathetic, curious wanderer who had sought the hermit.

"Bless you, man. I'm never alone, with the birds and wild animals all around me," was the response.

"I know that, of course," continued the stranger, "but don't you want to meet human beings once in awhile?"

"I meet up with 'em often enough, just as I am meetin' up with you to-day," retorted the solitary one.

"Don't you ever feel the need of companionship—something to spur you on, something that makes you wish for better things?" was the next enquiry.

"Deed ah does," quickly replied the old man with unexpected enthusiasm. And then he told his visitor how—a fortnight before—he had experienced an unpleasant encounter in the mountains with a pole-cat. "Ah killed the varmint," he continued, "but ah had to burn up every rag ah had on and stay burrowed in a bed of muck three hul days; an' ah couldn't help wishin' all that time that ah had seen the dog-gonned skunk fust."

The old man had met unlooked for competition in his quest for solitude and had been bested in the argument.

Long before the making of epigrams had become cheap and commonplace by developing into a habit someone declared: "Competition is the life of trade." The ancient saw is a strong one and reliable, but, unfortunately, too many people distort it in applying it to themselves so that it reads: "Competition is the trade of life."

Competition in its true sense, embodies rivalry, ambition, persistence, courage, discretion and, above all, rectitude. As an entity honorably directed it constitutes one of the most potent factors in the development of a satisfying, comfortable life and the man who meets honest competition honestly is certain to be happy.

The little preamble I have offered is for the purpose of showing you clearly how deeply I appreciate the fact that your invitation to me specified that you desired me to say a few words on the Comforts of Competition—which is only another way of asking me to speak upon the subject of honorable competition.

There are absolutely no comforts for anyone in competition that is dishonorable. On the other hand, all fair and square competition is rich in comforts—the chief one being that

it is an absolute specific against that most dangerous and insidious foe—retrogression.

Competition is the faithful, dependable buffer which, when disaster, discouragement and despair seek to lay hold upon a man or an institution representing honorable purposes and methods, gives to those sneaking messengers a good swift kick, knocking them out of the way and back into the oblivion where they belong.

Down in the hickory belt of the West Tennessee, along the inlets and bottoms bordering our wondrous Mississippi River, lives an old woodsman and farmer whose two sons, under the father's direction, operate the eighty acre farm with moderate success, while the old gentleman spends his time, profitably, making second growth hickory ax helves.

"I don't see how you make a cent," said a Memphis merchant who happened to know and meet the primitive manufacturer. "How do you meet the competition of machine-made helves?" he asked.

"Competition!" repeated the old man, "them things ain't no competition. In the fust place I know how to chop; in the next place I know how to make a real-for-true helve so 's 'n ax can't help heagin' right; an'—shucks, man, I use the best second growth hickory on earth 'n' I make every helve on the square. There ain't no competition can beat me 'less they do jest as I do, 'n' even then I've got as good a chance as they have."

There you have it in a nut shell. Competition is the spur which encourages faith in one's self, inspires adherence to the ways dictated by rectitude, pushes a man to strive so that he may have an equal chance with any other equally honest man. Competition is the one feature in business life which very promptly separates the wheat from the chaff—the square man or corporation from those that are the opposite.

There is abundant comfort in such competition—the only sort that is genuine competition. Of course, competition means rivalry; it means a race for a certain goal; but it means more: It means emulation born of a generous rivalry. Because two men are competitors it does not follow and should not follow that they must be enemies. This world would be a little stuffy and very uncomfortable concern if any such silly, peevish estimate should be generally accepted. There's not only room for generous rivalry—honorable competition—but the general welfare demands and profits constantly by such contention.

For example:

All here present have keen recollections of those dire days when, as a rule, every community was served by but one telephone corporation—an organization which controlled absolutely every known factor in telephonic communication. The telephone subscriber paid his fees and—because there was no competition—the telephone company did about as it pleased. If you called up "central" a dozen times or so and each time were rewarded with, "Busy now," you

had to let it go at that, because there was but one head to which you could appeal and that head didn't care much. It didn't have to care for there was no incentive to better the service. Maybe you couldn't get anybody on your phone, not even "central," and so, very much out of patience, you dropped a postal card to or perhaps visited the local manager. You were assured prompt attention, but you had to wait the pleasure of the Only One in town.

This Only One was serene and deliberate. He didn't have time or the help or the disposition to get busy every time any one kicked and, besides, having paid your rent—in advance—what could you do about it?

Look at the situation to-day and the comfort therein. You have competition and the result is all parties are alert and, inspired by the desire to keep up with the procession, both parties are perpetually striving to produce the best results. Each competitor eggs on all the others and the general public gets the benefits and the comforts. Isn't it a comfort when you call up "Trouble" or "Information" to get an immediate response? Isn't it a comfort to know that you—even you—are in the game and with both feet, contributing your mite toward developing an honorable competition, toward inspiring rivals to vie with each other in the effort to deal squarely, not only with you and the general public but with each other? Isn't that a comfort? Isn't it a comfort to feel that because of your interest in and good will to-

ward such competitors you are certain to reap, at the earliest possible moment, the value and comfort of every new and useful addition to the equipment, promptness, accuracy and civility of all rivals? And the fact that the competitor who fails in any of these respects will very soon "pass on" because of innocuous desuetude isn't that a genuine, practical comfort?

There is another view of this matter of competition that is honorable:

Such competition exercises an impalpable secret influence which makes for good in the affairs of associations, copartnerships, alliances and joint stock companies, and so becomes, paradoxical as it may seem, a strong force in developing public spirit and co-operative effort.

"How's that?" asks someone, "I thought competition to be the direct opposite of co-operation."

Primarily this difference does exist; but in a secondary sense this discord is modified. As an illustration:

Once upon a time the business men whose establishments were upon two of the principal streets in a large city formed an association for co-operation in an effort to emphasize those thoroughfares—to make them more attractive, and agreed, after much consideration, each street vieing with the other in an effort to get the better of the argument, that a system of brilliantly blazing arches of electric lights would be the best possible device to adopt. The reaching of this conclusion was a veritable triumph of civic righteousness, when one con-

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**BOSTON**

\*Response by E. A. Stowe at annual banquet of Independent Telephone Associations of Michigan and Indiana at South Bend, May 12, 1910.



siders that the two streets were active, enthusiastic competitors in a business sense. They had organized for co-operation and thus far they had co-operated; and it meant a great deal in a civic sense.

But there were two electric light corporations in the city. They were competitors and each rival had its friends among the merchants. Plans had been prepared for the arch lighting and bids were invited. With startling promptness each electric light company responded that, unless it could have a major portion or all of the contract it would not submit bids. The project had received a body blow and the co-operative effort of the merchants appeared to have come to naught.

The action of the lighting companies, from the competitive standpoint, the business standpoint, was square—nothing crooked about it—save, perhaps, an exhibition of greed; and that could be overlooked because it came so spontaneously and publicly—no effort to coerce or bribe or propose a graft.

But the merchants did not give up and the light companies indulged in second thought. The result was that the electric light companies submitted bids for arch lighting each street and the bids were wide apart as to expense. Selecting the lower bid as a basis for an agreement the merchants informed the lighting companies that if they would decide, by lot, which street each company should get they would contract with each company for lighting one of the streets at the price which was lower. If they declined to draw lots then the entire contract would be given to the lower bidder or abandoned.

Thus developed a protest by the lower bidder, which was met by an offer from the higher bidder to take the entire contract at the low price. At last, neither lighting company desiring to lose even half a loaf, they conceded the settlement by lot. The competition was an aid to the co-operation and the general welfare was promoted.

How?

In the first place the success of the merchants inspired them to a greater faith and interest in co-operative effort and the competing light companies learned that they stood on an equal footing with the business community and so each one was encouraged to do its level best in the equipment and furnishing of the lights and the arches. More than that, both the merchants and the lighting companies learned that whereas, they could not obtain desirable results by adhering to purely selfish motives, they could, even although they were competitors in business, accomplish almost any good result desired by dealing fairly and squarely with each other and in perfect harmony as co-operators in behalf of the general welfare.

"John," said the manager of a large department store to the head of his delivery service, "I'll raise your wages a dollar a week for every week your department shows a 10 per cent. reduction on delays in deliveries," and John smiled somewhat foolishly as he

responded: "I'll do my best, sir." Shortly thereafter the manager made a similar proposition to the head of the package and bundle department and the offer was accepted.

Within two hours there was a strong competition on between the package department and the delivery department. Every clerk, every bundle boy, the cashiers and bill clerks—everybody—were co-operating, some in behalf of the delivery department and some for the other one. The result was that each department won its bonus and two weak spots in the general conduct of the business were very decidedly improved. The competition inspired co-operation and the establishment profited.

I wonder how many of you ever give the daily newspapers credit for being harmonious competitors? True, once in awhile a paper refers to its rival as "one of the hellhounds of the opposition," and the other one retorts that "our friend across the way who thinks he's thinking says," etc., but, after all, they are practically a unit in the effort to dig up news and—incidentally now and then—a page advertisement. They strive continually to inform the public as to current affairs in every department of human intercourse. That is their ambition and their gospel. And yet the daily newspapers—while they are most strenuous as competitors and usually honorable in their struggle, provide the greatest example of co-operative effort on earth.

Because they compete the wonderful news gathering organizations—the Associated Press and the United Press Associations and scores of other splendidly organized associations which make a business of gathering and distributing daily information from all parts of the world—are made possible, and because these facilities exist the newspapers can and very profitably do co-operate.

Speaking of the comforts of competition, are there any gentlemen here who would gladly give up the comforts he derives from his daily paper?

How many are there here—to merely allude to another comfort of competition—who would tamely submit to being deprived of those thrilling league ball scores each afternoon? Can you think of any competition that is more red hot than is that furnished by the experts of the base ball diamond? And yet base ball would become an absolutely dead issue were it not for co-operation.

The public schools of South Bend, Grand Rapids, Chicago, New York or any other city are competitors. Their methods and regulations, their routine and every inspiration they develop teach competition and yet, thank God, they infuse a spirit of co-operation into all that they teach.

One day recently a gentleman from Australia was in my home town negotiating for the fitting out of a new hotel with furniture, and at a little social gathering he was asked if the people of his country feared the Yellow Peril.

"Not in the least," was his reply. "All Australians invite competition and every man of 'em is ready to

'ride hell for leather' in any square co-operative effort."

The reference to riding "for leather" was a poser for his friends, and, asked to do so, he explained that it was a slang phrase of the herders—the cowboys of Australia, who are noted for loyalty to their kind and who will ride until they drop to help one another in any good cause.

"When your great fleet of battle-ships visited us," he continued, "we understood and Japan and China understood, that the English speaking nations are a unit in preserving the integrity of Australia and that all nations east of us may be depended upon to compel co-operation in preserving the integrity of both China and Japan. There is no Yellow Peril," he concluded.

In conclusion, permit me to declare myself an optimist and to add that competition of the right sort is, in my opinion, an offspring of optimism. No man, no nation, can prosper long that is not square; and all square men and nations are optimistic.

Assuming this to be true, it is the natural and the rational thing for the optimist—individual or nation—to not only invite competition but to profit by it.

No man, especially if he is an optimist, desires to stand still, to live a stranger to ambition and indifferent to achievement. No, he must needs be up and doing and he can not do this without meeting and measuring up with competition.

If he measures up honestly and if the competitor does the same both parties to the meeting are benefited and, almost intuitively, they are also friends and admirers each of the other.

And I can conceive of few comforts more satisfying than is the winning of such a friend and such an admirer.

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### THE INVALUABLE CLERK

Is Worth Dollars While Others Are Not Worth Cents.

Written for the Tradesman.

Always room for good men. This is the story the world over. It is sometimes a trouble for a good man to bring the knowledge of his excellence to the man he wants to work for, but in time his abilities bring him to the goal he seeks.

There are clerks who are punctual, who go through the motions of serving customers with precision, who are honest, yet who hold themselves down to the dead level of the dull finish effect. You can not say a word against them and yet they don't enthruse. They have no more soul for humanity than a cigar store Indian.

Again, there are clerks who are on a live wire every instant. They learn what there is in the store and do it in short order. They learn the moods of customers. They get a grip on the people who trade at their counters. More than all, they make friends with customers and are trusted by them. Such a clerk in a dry goods store is worth more than an army of the dull finish kind.

There is Henry Gordon. Of course you do not know Henry Gordon, but this is not a made-up name. He works in a store down in Central Michigan. He has been in that one store for about fifteen years and will probably remain there as long as he is obliged to work for his meal tickets.

Henry Gordon knows the needs, the moods, the necessities, the capacities, the financial capabilities of thousands of ladies. If you go to that store and ask for him it is more than likely that you will have to await your turn, like a man in a barber shop on Saturday night.

One morning last week I went into the store to buy something ordered by the Boss of the Commissary Department. Henry Gordon stood in front of his counter, confronted by a fine-looking lady and two fine-looking girls of 14 and 16. The lady was looking discouraged, the girls were looking hopeful and Henry Gordon was looking as if he scented a large roll of money for the store. If I tell you what took place there you'll know why Gordon is an invaluable clerk.

"I've studied over the problem night and day until I'm in the last stages of nervous prostration," said the woman. "I don't know what to do. I've looked over fashion plates and magazine 'Helps for the Mother,' and all that, but I haven't discovered a single ray of light!"

The girls snickered. They knew how seriously their spring costumes had been talked over at home. The invaluable clerk smiled.

"You want something suitable for the girls?" he asked. "Well, here is what the girls are going to wear this summer. This is the shade and these are the goods. Now, there are other shades, of course, and other qualities of goods, but the girls will look well in material of this sort."

"The dressmaker said I must get fourteen yards for each dress," said the woman.

The clerk laughed again, and, really, he has a peach of a laugh, cheering, confidential, and all that. You have confidence in the man when you hear him laugh.

"You see," he said, "this is yard-wide material. Sixteen yards ought to make two dresses. The dressmaker probably didn't understand about the width of the new goods. She wouldn't try to deceive you, I know."

Henry Gordon never casts stones. He doesn't criticise. If he has nothing good to say he keeps his face closed, as the invaluable clerk must.

"That's all right for the material," said the woman. "Now for the styles and the trimmings."

Then the invaluable clerk came out strong. He knows more about the habilament of women than half the women. He has an eye for the artistic.

"Sure, now for the styles and the trimmings."

He had maps, blue prints, front and rear elevations, and all that, right on hand. He showed why this style wouldn't look well on those slender girls, and why this other style would. He showed how these girlish uniforms must be draped and cross-harrowed and pruned and spliced with kedeweys and seasoned with an uplift and developed with a contrast.

Of course I am not giving the exact, that is, the scientific names for all these things. Perhaps the lady readers of the Tradesman will have guessed as much. If you were receiving weekly instructions to make plots concise and holding, to put in plenty of bright dialogue and curtains, with action not represented by physical activity, I guess you wouldn't have time to go into a shop where they turn out young girls to look sweet enough to eat and learn the trade.

Anyway, Henry Gordon showed this lady and her two girls all about how to rig out for spring. Slowly the despair faded from the mother's eyes and the kiddies looked as if they wanted to hug the invaluable clerk.

The stress and strain of weeks were over. The mother left a large roll of yellow ones with Henry Gordon and went home happy. It was enough if he thought the suits would be all right. He knew, and she knew that he knew.

There are hundreds of ladies in the town where this clerk lives who do just as this lady did. They go into the store and ask for Henry Gordon. When they get his attention they unload their troubles on him and go their way. Incidentally, they usually go their way with an empty pocketbook, for he is persuasive, and the goods he sells are honest.

There are some funny scenes in that store. One day an aged lady with a brogue to be proud of as bearing the trade-mark of the Dear Auld

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Are very popular this spring. We show a very attractive line, lace and embroidery trimmed and tailored effects, collars and jabots separate and combinations. Retail from 5 to 50 cents. Write for samples.

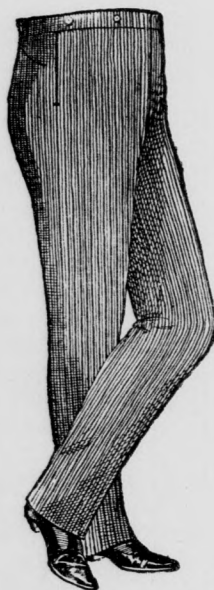
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Grand Rapids, Mich.

P. S.—We close at 1 P. M. Saturday.



## Cuff Bottom Trousers With Belts

The above style trousers with belts of the same material are now in big demand. We have them to retail at \$1, \$1.50 and \$2 per pair, showing the dealer a nice profit.

Colors are Green Striped Coverts, Plain Khaki, also Plain Olive Green.

Ask our salesman or write us.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Mich.

N. B.—We close at 1 P. M. Saturdays



Sod went into the store, with a wet newspaper in her hand. The wet newspaper held something which wanted to slip out and get on the nice white floor. The old lady's clothes were wet with melting snow, her hat was considerably more to the southwest than it should have been and her hair, which was growing gray, was in disorder.

"Hinry Gordon," she said, presenting herself to the clerk, "I have mit wud an accident on the hill beyont. I rowled from the crown to the guther, it was that slippery, an' I destroyed me frock, but I saved me fish! Will ye be afther puttin' that in a clane paper, now? 'Tis a shame to be carryin' it through the strates wid the tail of him wavin' in the winds of hiven!"

The clerk never cracked a smile. The ladies he was serving at the time knew him well, so they said not a word. The clerk brushed the snow from the old lady's skirts, wrapped the fish in fine white paper, opened the door and bowed her out.

Do you see where the grip is? When this old lady got into trouble with her wet skirts and her fish she thought of this clerk the first thing. She went to him as she would have gone to a son, and he is quite young enough to be her son. She wasn't a woman whose trade was worth much. That made no difference, she had the clerk in mind in an emergency, and that is what clerks are born for—to cause people to think of them when they want anything!

There are other emergency cases at which this invaluable clerk officiates. I was in a home, the other day, where the lady was struggling with a dress. When she came to put the finishing touches on it did not look right to her. It was too dark, or the main display lines were not in touch with the character of the matter, or the hero of the thing wasn't the same one who started out in the opening chapter. Anyway, there was something wrong and that dress had to be completed before dark.

She went to the phone and asked for Henry Gordon. When he came I heard this one-way talk over the phone:

"I'm in trouble again! This last trimming is not in line with the plot. I don't like it at all. Whatever am I to do? I've just got to have this frock ready before dark."

I could not hear what Henry said.

"Oh, it's too, too, too! You know!"

In a moment she smiled and looked over to where I sat.

"Yes, it is the dress goods I bought there. Oh, you remember the pattern and the trimmings? That's clever of you."

Quite a long pause, during which the lady's smile did not come off.

"You really can pick out the right thing and get it out here on the next delivery? You're a jewel! I thought you'd know what to do. I knew you would help me out. Send it c. o. d. Wait until I come down? Oh, all right. By-by!"

Here was another emery call answered. The long and short of it is that this clerk gets a grip on customers. He takes an interest in them.

He calls them by name when they go into the store. Why, a woman will walk a mile to spend five dollars with a clerk who knows her name and comes out from behind the counter to talk with her. You know it. If the reader of these few lines is a lady she has done it herself.

I don't know whether Henry Gordon will like this or not. Anyway, when he finds out that the Tradesman never corrects a statement made in good faith, never compromises on a libel suit but fights it through to the Supreme Court, he won't be apt to sue the paper.

But, all this aside, how would you, Mr. Dry Goods Man, like to have a store full of clerks like this one? And you, Mr. Cigar Store Clerk, how would you like to be as solid with a thousand first-class customers as this one is? You wouldn't be troubled to find a job, would you?

Well, there is a way!

Alfred B. Tozer.

#### A Slave of His Business.

Every now and then we find a case where a merchant allows himself to be driven by his business. We have in mind the case of a merchant scarcely past middle age so wrapped up with business cares and worries that all obligations to himself, his family and the community are forgotten. His mind is wholly absorbed by the routine of his store life, which has long since grown to be a drudgery instead of pleasure which it once was.

This merchant plans and worries all through the day, and when night comes pockets the cares of the business and instead of enjoying the evening in some social manner sits at home with his mind occupied with these worries. He never mixes in the social affairs and rarely attends a public entertainment.

In the same town we find another merchant with a business of equal importance and with cares apparently as great; yet to him business seems to be only a pleasant diversion. He mixes in the social and commercial affairs of his townspeople; his family entertains quite frequently and his home life is of first importance. Naturally he has a wide circle of warm friends which form a valuable asset to his business.

The results in the former case were brought about largely because of a lack of organization. This merchant displayed no confidence whatever in his salespeople; he had no executive other than himself. All the cares and worries together with the details of the business fell upon him. Lack of system was apparent; waste motion was the result and he was gradually but slowly driven to the point where he might be called a slave of the business rather than the master.

Sooner or later the business is going to suffer under such conditions, yet the case has now gone so far that it is unlikely that this merchant will realize the mistake. And even although he does, it will be a hard matter to break away.—Dry Goods Reporter.

Courtesy requires consideration for others and self-restraint.

#### New Cloth Made of Seaweed.

Seaweed cloth is an Australian textile. From Melbourne comes the news of a marine plant which the learned term Posidenia Australia. Spencer gulf contains millions of tons of material of which the fibers of Posidenia constitute a great part. The properties of these fibers enable them to be used in numerous ways. They may be spun and woven by mixing them with wool.

Experiments made in the large Australian woolen factories have demonstrated that they take dye almost as well as wool itself, which is not the case with any other textile of vegetable origin, and which makes their utilization possible in the manufacture of large carpets or rugs. The fibers of Posidenia do not take fire until in the neighborhood of 375 degrees F. They are as good as hemp for calking vessels and may be of great value in making bags for the transportation of coffee, wool, or cotton.

Numerous soundings in Spencer gulf have proved that the deposit is extensive, for it has been accumulating for centuries. It is found sometimes a few inches under the surface and sometimes at a slightly greater depth. It reaches a thickness varying from four to twelve feet. The fibers have been entangled by the action of wind and waves in a mass of fine sand, shells, clay, and calcareous matter. They are intimately mingled with all these substances, holding them together like a web. The lower strata are of better quality than the upper, for the latter contain decaying roots of the more recent vegetation. But below two feet the fiber is of much clearer color even while mixed with layers of earth.

Specimens of the best quality for industrial use have been gathered in layers covered with two to ten feet of water. The mass of sand, shells, clay and lime mixed with fibers is easily worked, so that the extraction of the textile substance does not appreciably increase the cost. On an average twenty tons of material will furnish one ton of fibers in condition for manufacture.

The crude fiber, after imperfect drying on the beach, is sent to a neighboring port on barges. Here it is dried mechanically, sorted according to quality, and then made up into

packages for shipment. If the use of the objects manufactured with the Posidenia fibers shows that durability is one of the valuable qualities of this textile plant, the industrial and commercial movement that has started in Spencer gulf is destined to quick extension. A company is forming to exploit the fiber commercially, either in the raw state for a relatively low price or by the adoption of machinery specially adapted to work it in the best possible condition.

#### Are You the Man?

If there are dull seasons in your store it is because some one is not hustling hard enough in the right way. That somebody is probably you.

Advertising that your store is the place to trade will not make it so, not by a jugful. You must prove it by using right methods. There is no such thing, really, as permanent publicity. When you have made your store prominent by advertising, only advertising continuously will keep it prominent.

Good goods make good customers. Cheap goods make cheap customers. The store that would be successful needs all kinds of customers in order to make a big business.

Never try to be funny with a customer unless it is some one of whose sense of humor you have no sort of doubt. There are people, you know, who can not take a joke.

Every day people are failing to buy goods of you because they do not know that you have them. Get every line you carry before the public. A customer once overcharged is pretty apt to be a customer lost to you forever. An unfairness of that sort is not quickly forgotten.

The store that always looks prosperous is the store that is prosperous. This must be so, because to look prosperous will make the store actually so, and to be so will make the store look so.

Your store may be scrupulously neat without the fact exciting comment once a month, but it can not be dirty without causing that fact to be remarked.

Frank Farrington.

In some churches cold facts would make a hot sermon.

No man is brave until he has faced ridicule.

## Klingman's

### Summer and Cottage Furniture: An Inviting Exposition

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

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

### Klingman's Sample Furniture Co.

Ionian, Fountain and Division Sts.

Entrance to retail store 76 N. Ionian St.



## EDUCATION FOR EMPLOYEES.

### How It Is Undertaken by Some Employers.

Written for the Tradesman.

While riding on an "L" train recently I overheard a conversation between two young men. One was complaining because he could not get an education and the other was telling him how to secure a good business education without cost.

I was interested enough to look into the advice given by the second young man and I found that a great many large retail and mail order houses of Chicago conduct schools for training and developing new employees.

I have taken one institution as an example. For instance, when a person is hired for a clerical or any kind of office position outside of skilled stenographer or book-keeper, for the more or less important class of semi-executive work, or for any position in the house which requires knowledge of the clerical end of the business, such as filling of orders, the picking of goods, packing or shipping, he receives a thorough course in the educational department of the institution. The purpose of this course is threefold: In the first place the object is entirely to teach the new employee how to do the work for which he has been employed so that he need not be broken in among other employees.

The second object, in a way part of the first, is not only to fit the employee to step into his new position with some previous knowledge but to fit him to do his work better than he could possibly learn to do it there by teaching him not only the particular kind of work he has to do but every other part of the office work also.

The third purpose is to weed out the incompetent before they get into the actual work.

The fourth purpose is to properly place new employees, that is, to find the position for which their ability, their experience and their talent best fit them.

The fifth purpose is to give them an intelligent and right attitude for their work and for the house.

The average firm, when it hires employees for the office, has two sources to choose from, experienced and inexperienced people. Office work has become so specialized that except in cases of straight stenography, which is a trade, or in book-keeping, which is more or less a science, the conduct of every office varies from that of others. Experience, therefore, in clerical, entry or filing work is merely a relative term. A new employee must be broken into a new system, must be taught the details of it and its course of operation. Therefore, some instruction or breaking in is necessary for the greater number of office employees, whether they be experienced or inexperienced. If the employee is set right to work, and this is made a process of breaking in rather than instruction, three obstacles or inconveniences are met with: First, the employee, being green, is strange to the work and

does but a fraction of the whole for the first week or even longer. This is a loss of anywhere from 25 to 75 per cent. in the employee's first month's wages. But this is not the greatest loss. That comes in in the fact that some one who is experienced and is doing a full day's work must train the newcomer. This takes time from the instructor's work, whether he be executive or a clerk. It breaks up his routine; it takes away his attention from his work. The third source of loss is in the fact that new employees make mistakes which are liable to prove disastrous. They waste time not only of the person who is directly instructing them but of all who are around them by continually asking questions, by getting into confusion and by not carrying on their end of the work properly. It is just as if a machine consists of ten parts, each of which has to do its certain part of a piece of work. If one section of the machine is slow all the other sections of it must be slowed down to correspond with it.

A department is apt to regulate itself according to the slowest part in it. If a group of clerks is to be kept up to a high speed there must not be a weak individual among them. This concern has found by actual statistics that it takes entry clerks twelve weeks to become experts if turned directly into the department, and during this period they make ten times as many mistakes as does a practiced worker.

When an employee is taken on, therefore, for any of the clerical departments he is at once sent to the head of the educational department. Here he makes out a record which shows the instructor the education he has had, what his previous experience in this kind of work has been and for what kind of work he is intended. The instructor can also draw from this card the grade of intelligence of the applicant and his capability for work. It is the idea eventually to make this educational manager the head of the employment and labor bureau, to whom department heads will send in requisitions, and he will send people to fill those positions whom he has selected and who have been trained in his department. In receiving applicants he will choose them, in the first place, with reference to the number he needs for a period of one month for the future; that is to say, inasmuch as it takes from one week to one month to train employees in his school, he must keep on hand enough people to fill positions a week or a month ahead. He hires them, in the second place, with reference to the positions he has to fill. For instance, from past experience and requisitions on hand he knows that four weeks from now he will need four entry clerks, five order copiers, six pickers, and so on. He must choose to-day fifteen people who will fit those positions four weeks from now. As far as he is able to do so the instructor determines when employees are enrolled what positions they are eventually to fill. This determination may be changed as the employee goes through

the school, for it may develop that he is not fitted for this class of work or is better fitted for some other sort of work.

All new employees of the various departments for which employees are trained go through substantially the same course of instructions. While this may seem unfeasible, at first sight, second consideration shows that it is a wise plan, for in any house, whether it be wholesale, retail, manufacturing or any kind of business requiring a great deal of clerical work, every part of the work, every detail fits into one unified course which is built around the selling of the goods. Orders in some form or another compose the greater portion of the office work of the wholesale house, of the retail house, or the manufacturing house, or mail order house. The buying requires relatively two records. In manufacturing houses the orders of customers are larger and the orders which go into the factory take up the rest.

Now the theory of this educational plan is that any individual who has one little operation to perform in regard to an order, supposing it is merely to put the order number in one corner, or to determine upon the routing, or to mark the prices, can do this more intelligently, more efficiently, more quickly if he knows the entire process through which the order goes. Not only this, but, as one employee says, he never knew what a big mix-up one little mistake can make. It teaches them to look ahead, to see the result of their work and to understand its importance.

Some office managers believe that it is well to let an employee know no more than of the one thing he has to do; that he grows too big for the work, that he grows careless because he thinks it has little importance compared to the big things. Experience shows that this view is wrong.

The employee goes through really four departments of work and takes them up in the order in which the business itself runs. The first thing done when an order comes in, after the mail has been distributed, is to enter it. Therefore an employee is put into a room where he is shown how to enter orders, whether he is to be entry clerk or packer. Here an extra clerk who has had years of experience in actual entry work—who knows every eventuality, knows the meaning of every detail and who has at the same time the ability of imparting this information—trains him. He is taught how to pick out the names and addresses, how to enter an order, how to group the items for the different departments properly on the different sheets and why these are put on different sheets; how to enter money enclosed and the prices of each article; what the order number and the other identification numbers mean and where they should be put. Here the employee stays until perfected.

After the order has been entered it is sent to the pricing and routing department, and so the student goes from the entry work instruction department to the department where he is taught how to route goods and

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from there to the department where he is taught how to price goods. Expert pricing, of course, is a matter of long familiarity with the goods and with prices. A new man, however, can be taught the use of the forms, how to find prices and why pricing has to be done so carefully, and so on. In this department there are the same kind of instructors as before. Just as the order then goes to the various departments to be filled so the clerk follows the order through the routing and pricing departments to the merchandise department. In the school there is a regular merchandise department made up, a room with shelves with empty boxes corresponding to the goods. The shelves are arranged by numbers as they are in the stock room and the boxes are numbered as they are on the shelves. The room contains the same office equipment and the clerk at his desk, whose duty it is to take orders, classify them and give them out to the pickers. The student puts in a certain amount of time at this desk and learns how to classify and handle the tickets. Then he goes in as picker—learns how to pick the goods, what notation to mark on them and on the tickets, learns how to stack them up, how to check them over and call them back with the packer. Then he acts as packer for a while. He learns how to pack and how to label the goods, where to put the route notations, and so on, and also what notations to put on the ticket and what to do with the ticket

after he has finished packing the goods.

In actual operation of the concern the ticket at this stage goes back to the office, where the record of the sale is made on the general books of the company and also on the customer's card. The student performs these operations, learns how they are done and what their significance is. This finishes the student's work, unless he is trained for one of the special departments which requires more skill, in which case he goes back and receives further instructions in that particular work.

The head instructor receives from each of his department instructors a report every night regarding the progress of each student. He can thus watch the work of the students, find out whether they are quick, whether they are intelligent, whether they can write well, whether they are industrious, capable of concentration, have great application, how fast they are learning and for what they manifest a special suitability. This report enables the head instructor to know whether a student should be sent from one department to another, although this is usually decided by a department instructor. Each evening the instructors decree which students shall go into the next department.

The manager, when he starts a student in the school, makes out a card which gives the gist of the information about the individual's experience, education, apparent ability, etc. On this card are entered day by day

the student's progress and development in the school. When the student is through the school this card and information which the instructor may have gained in another way—through observation or through department instructors—enable him to determine, in the first place, whether the person is fitted to do the work for which he is intended, whether he has received sufficient instruction and what particular work he will best fit into, to which work he is then assigned.

It often happens that a student is not at all qualified for the work he himself wanted. Usually he wants too high a class of work. He is then put on simpler work. Often it is found that he will not fit the organization at all and he is then discharged at once. It has been estimated that time and expense saved in thus weeding out those who will not fit into the organization would alone pay for the expense of the educational work. Those people are always the disorganizers of an office. It is often difficult to get rid of them when they once get into the work.

A part of the instructor's work, which is not considered with these direct instructions, is none the less very important, and that is teaching the new employee the policy of the company and his proper attitude towards the business.

There are many points in which the employee has a wrong view of the attitude of the business towards him and, consequently, of his attitude towards it. Many employees are likely

to think that a concern is too fussy about errors; that it fines too heavily; that it makes fines not so much to prevent errors as to get back the money. A course like this will eventually show an employee that an error costs more than any fine imposed.

The very fact that a concern is willing to train its employees will give the employees the impression that the firm is trying to make something out of them; that they are going to be made to count for something; that it takes an interest in them, and they will feel like returning the obligation under which they rest and will do it as loyalty to their employer's interests. They are given an insight into the game of business, which arouses enthusiasm—they see they are a part of a big thing, part of an active thing.

Although this part of the instruction is not made obtrusive there is instruction given in the policy of the company. This is usually done through the chief instructor. These talks are simple short talks on questions of the business conducted, exercise, industry or the firm's system of promotion, or system of paying or on the hours of labor. A hundred and one subjects of this character can be found.

When a student has left the course and gone into the actual work it is not at all the design of this plan to have him pass out entirely from the sight of the instruction school. The manager of the department still has the employee's card. On this card he enters the date that he began to



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He realizes the trouble  
and loss in handling it—  
scooping and weighing and  
putting it in a paper bag,  
to say nothing of the little  
broken pieces which settle

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NEW YORK



work and the department. He keeps track of this student for months, he receives a report from department heads, not in a formal way, but usually informally, by personal enquiry, or if anything comes up he will naturally hear about it. The payroll department thus gives him notification whenever an employe is transferred, or when a salary is raised. If the educational manager sees that an individual is doing well in some low position where his efforts are not apt to bring him any advancement he transfers him to some other department where he will have a wider scope. It very often happens, for instance, that instead of being put into the department he wants, or for which he is best fitted, circumstances of the moment demand that he be put into some other department. In this case it is the duty of the educational manager to see that he gets into the right work as soon as possible.

H. Franklin Thomas.

#### Unpack the Box.

Are you viewing your life and your work very much like a man who receives a box and because it does not look attractive on the outside doesn't stop to unpack it and find out what is in it?

There are many people who allow a surface indication, a superficial judgment to determine their view of everything.

The only way to get a thorough realization of what your life holds for you, and to know what its possibilities are for you, is to get on the inside, to get down deep into it and find out for yourself what there is.

Thought is what is necessary. Too many of us give no particular thought to anything. We don't realize that thought rules the world; that everything that we call material, matter or whatever we choose to name it is under the government of thought.

You and I were placed in this world for the purpose of developing ourselves to the highest that is in us. Are we going to do it or are we going to allow this outside looks of things, this superficial judgment to determine our course of action as long as we live?

Why not get down to business right away and determine that we are going to go ahead, that we are going to think, that we are going to utilize, use, exercise and work to the utmost capacity the gray matter that was placed in the top of our skulls?

There is no sense in allowing this box, our lives, to be kicked around in the back yard for years and years and never discover that there was a very valuable shipment in it. If you haven't yet discovered what is in yours, get out your chisel of determination, pry off the cover, get on the inside and learn what there is there for you. John L. Hunter.

Most of us are public spirited for private dividends.

The man with horse sense knows when to say nay.

New truth comes through obedience to old.

#### Surprise in Store for the Men.

The work in civics is not new to the women who recently formed the club which has called forth news and editorial mention. The club women have been working for many years along the lines now outlined for concerted action. This is but one instance of the many when man (if woman is given the franchise she is seeking) will discover to his surprise that his betterhalf is equally well informed as himself and perhaps a trifle better. He will find her a political helper worth his respect or a political antagonist calling for his best steel. She has had long and continued experience in political maneuvers in her various club fields, and as for the study of municipal questions—she has been the silent instigator of many of the most sensational reforms in Chicago during the recent years.

She it was who started the wheel of white slave investigation so many years ago that the average club woman was surprised at the length of time it took to interest the public men. She it was who worked long and persistently for the child laborer, before he became a legal question. She it was who insisted upon shorter hours for the women workers long before the men thought of the necessity. She it was who made the vacation school a possibility and who now is working for the child predisposed toward tuberculosis. And the preliminary efforts toward pure milk for the babies are to her credit along with so many other movements which have become civic history that the masculine workers have every right to greet her new civic club as an old friend.

#### Team Work in the Store.

"Now that the baseball season is opening up, I think I can draw a pretty good parallel from the ball field," said a retail man, recently. "Did you ever see a team go plum to pieces, although made up individually of good players, simply because the men got quarreling among themselves and didn't play together? Well, that same thing can occur in a store, and the bigger the store the more chance there is for just this trouble. I don't mean that there may be a failure on the part of the clerks to co-operate with the management, because it is pretty safe to say that any of us who are making a living are going to try to do our best to continue to do our best to make good, and the clerk who doesn't co-operate with the house will be sure to get through pretty soon, but I mean co-operating with each other.

"There is just as much chance for team work in the store as there is on the baseball field, and it is just as important for the head of a store or a department in my opinion to see that his people are getting along harmoniously as it is for the ball manager to achieve the same result.

"I am not intending to make out a set of rules for the securing of cordial relations between employees, I am merely pointing out the necessity of getting them, but one general principle will do more to secure them than anything else, and that is absolute

fairness. Ill feeling is most frequently caused by jealousy, and jealousy in turn is caused nine times out of ten by favoritism, and there you are."—Boot and Shoe Recorder.

#### He Was Settled.

"Sir," said the humble-looking man to the man with a newspaper on the street car, "I take it that you keep track of the questions of the day?"

"To a certain extent, yes," was the reply.

"A year ago, sir, there was a great question before the public. It was a burning question. It was talked about and discussed everywhere."

"Yes?"

"That question, sir, was whether woman should ride a horse man fashion or not. Do you remember, sir?"

"Oh, yes."

"Then I would like to ask you how the question was finally settled? I lost track of it and don't know how it came out."

"Why, it was settled that any durned woman could ride any blamed horse any b'gosh old way she took a notion to."

"I see. Thank you, sir. Glad to hear it, sir, and if any durned man finds any fault with any blamed woman for riding any b'gosh way she pleases, I will be one of a mob to string him up to the first dog-gone lamp-post! Burning question, sir—all settled, sir—and thank you very much, sir."

It is never the job—it is always the man behind the job.



#### Crescent Flour Solves the Problem

Just bear in mind, Mr. Grocer, that the flour question never bothers the house that handles "Crescent."

No trouble in supplying the most particular trade—and no trouble to get new customers started to using it.

Crescent flour is just so good that the first trial sack convinces the housewife, and each succeeding sack keeps her convinced—and satisfied.

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## CIVIC REACTION.

## Has Grand Rapids Actually Lost Ground?

Written for the Tradesman.

For a number of years past the Tradesman has taken great pride in the fact that a civic awakening was in evidence in our city to a degree that was setting the pace for other municipalities, so that there was large enquiry all over the country as to "how it is done in Grand Rapids." Pioneered by the splendid work of Prof. Zueblin, it looked at one time as though it was to be our fortune and pride to take a place in the lead among similar municipalities, but the conviction seems almost inevitable that we are to take our place far down in the procession. It is not that the ones taking the lead are losing their interest in the least; indeed, there is just scored one of the greatest victories possible in the pure water solution; and those interested in special lines, such as parks, playgrounds, etc., are as enthusiastic as ever and the same can be said of those at the head of the splendid work of the Board of Trade committees, and yet that we are in a decided reaction can not be overlooked.

There is no reaction in the general growth and development of the city. Every trip through the residential part is a surprise as to extent and quality of home building everywhere. Then, as to the rapid growth in business localities, there is no question but that the city is growing with an even movement as great as can be desired by those satisfied with less than a boom. But this growth, especially in business districts, is almost as random and much of it is as misdirected as in the veriest village.

The causes of the reaction in real civic progress are not far to seek: The principal one, doubtless, is the unfortunate political situation. Communities, like individuals, fail in accomplishment in any given line when subjected to undue distractions. Attention could not be given to civic improvement when the question of the saloon and other matters had to be fought out. Sheer weariness of political effort is, doubtless, enough to account for some apathy.

A more evident and effective cause is the unfortunate outcome of the mayoralty contest and all that depended on it. The continuance of this unfortunate regime with its narrow machine political favoritism amounts to little less than a calamity in civic progress. Indeed, on general principles it will be conceded that there can hardly be any material advance along such lines without the co-operation, to say nothing of the leadership, of the head of the executive. The leaders in Denver and elsewhere, where progress is rapid, are the mayors, and in these cities the other branches of the government are in harmony with the spirit of improvement.

The Mayor of Grand Rapids can not be a leader in any material civic reform for several reasons: He is not a man to command the association of such as lead in such movements. These may be ever so broad-minded and willing to accept the in-

evitable, but it is not in the man who has taken his "past university work" in the saloon gambling hells to take any such leadership. He does not know how, even if he had the inclination. He is able to comprehend and take advantage of the worst methods of ward politics and there his ability ends. So long as we are condemned to suffer this impediment, progress requiring any great personal leadership must be looked for elsewhere.

The reaction is manifest in more than one direction. Perhaps as serious as any is the saloon situation. The unfortunate time and manner of waging that contest resulted in so sweeping a majority that the saloon element has taken the "bits in its teeth" and is going its own pace. A year ago, when the agitation for reduction of saloons was on, the Mayor promised to do great things in that line shortly. These promises were repeated and reiterated in the management of the recent campaign. Acting, however, on the presumption that the community was "wet," as indicated by the vote, these promises are substantially ignored. The status of Grand Rapids as to its ratio of saloons and the manner in which gambling and the other damnable features are permitted is that of the lumber or mining community. The promises of the administration will be kept after the expiration of its term of office.

Contingent upon the same political management the unduly small municipal budget of last year is followed by an increase that startles the officials. Something drastic must be done. "Cut down the Board of Education." "Cut down the Library." "Cut out the smoke inspection." "Must not extend the parks." This unfortunate condition subjecting everything of real municipal progress that depends on money to the knife is no small factor in the reaction.

The city, through its Board of Trade and its committees, had a positive plan for civic development along consistent lines well under way. In the stress of politics and the struggle to meet current needs in the present limitations all consideration of such a plan seems to be abandoned. Private enterprise is giving us a large number of creditable buildings, but these are being put hit or miss, here and there, without the slightest reference to any plan. Even the city itself is putting one of the most serious obstructions in the way of one of the most important features of the plan by building its leading engine house in the worst possible location.

The reaction just at this time is much to be regretted. Civic improvement in Grand Rapids is bound to be realized, but with such delays we are losing our prestige as a leader. And not only this, but when the advance does come it will be at tremendously increased expense. Park lands and playgrounds that now can be bought for a few hundred per acre will soon be approaching the thousand. Values are going up because Grand Rapids is growing and this fact will not wait the vicissitudes

of political or heedless convenience. The matter of civic plan improvement now means the eventual expenditure of a few hundreds of thousands. The city of Denver, because she did not secure such a plan when she was the size of Grand Rapids at a corresponding cost, is now undertaking it at an expense of millions.

W. N. Fuller.

## Some Tabloids of Wisdom.

If women would be as careful in the matching of their daughters as they are in matching their ribbons there would be fewer divorces to record.

To owe a million is a pretty sure indication that you have achieved the position in which you find yourself with much credit.

It is eminently proper that the biggest fish should get away, as they proverbially do. In the vaudeville of existence the top-liner never gets the hook.

Snoring in church may be bad manners, but the clergy can lay the flattering unction to their souls that it is excellent criticism of a sermon.

Distinction may make many enemies for a man, but it also makes many unknown intimate friendships that only other people ever hear about.

If men went about telling only that which they know, what a deep, sweet silence the world would presently be wrapped in!

The man who is looking around for a rich wife is more likely to find a check-mate than a soul-mate.

We are forced to believe that the cat would be a more agreeable nocturnal companion if she would cultivate a more technically correct use of those inner violin strings with which Nature has endowed her.

There is plenty of room at the top, but the floor space is limited and the rent is high.

A man is known by the bank-account he is able to make people believe he keeps.

No office boy is a hero to his boss. If a critic condemns your book for its somnolent qualities do not worry, but rejoice. You have either caught him napping or he has not told the truth.

Viewing the situation broadly, what England seems to need most at the present time is a policy that will insure her against accidents of birth.

**TRACE** YOUR DELAYED  
FREIGHT Easily  
and Quickly. We can tell you  
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**BEST SUGAR FOR  
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## A BIT OF THE HYPO

## And How Promptly the Right Thing Cured Him.

Written for the Tradesman.

Robertson, a man who had never been sick since he could remember and who, with the three-score milestone passed, seemed to be entertaining the idea that he was immune from all the evils that human flesh is heir to, found on waking one morning that his auto wasn't in good running order. After examining the oil tank and finding that all right, still the machine wouldn't go and he started in, wrench in hand, to tighten up the loosened screws, if there were any, and fix any other little arrangements that had become misplaced. There weren't any. Then with a good many "What in thunders!" he got down to breakfast to find that the old Harry had got into the kitchen and spoiled what ought to have been a good breakfast. Coffee? Missouri River water with a bean soaking in it! Eggs? Cold storage—age unknown! Rolls? If that Nora had been warming over any of her dope for him there was going to be a row! No dope, no warming over, but the woman behind the peculator was sitting up and taking notice and when, after a liberal helping himself to the butter with a peevishness beyond all endurance, he remarked that it was "rank and smelt to heaven," patience ceased to be any longer a virtue and Abigail Robertson—she was a Marchbanks and was getting ready to proclaim her ancestry—proceeded to say that if there was anything rank and smelling to heaven it wasn't in the breakfast so far as she was able to judge.

"For a good breakfast, my dear, two essentials are necessary, one a good breakfast—that's exactly what this is—and the other is a good appetite, which you don't seem to have. A man of your age has lived long enough in the world to know that for weeks and weeks he can not sit hovering over the fire and never stir outside because it's cold, and that's what you've been doing ever since winter started in the first Monday after Thanksgiving. You don't get any fresh air; you crawl down into your corner with the morning paper and there you stay day after day. If anybody says anything about your getting out and breathing you growl and go on with your paper. The result is that your stomach can not stand it and rebels and if you hadn't the constitution of an ox you'd been ill long ago. There's nothing the matter with the breakfast; but your stomach has reached that point where for the lack of exercise you can't tell whether you're eating eggs and rolls or sawdust, and I should advise you to stop eating awhile. Get out into the air—the colder the better. Walk as if you had a little life left in you. Take in long deep breaths of vigorous winter air. Walk down to the post office, take in an extra block or two for the sake of the exercise and come back with your nose red and your fingers tingling. Do that for a number of days and you won't be troubled about everything tasting like everything

else; and, by the way, you'd better go to the postoffice right after breakfast and get some stamps and on your way home stop in at Miller & Johnston's for a package I was to call for and forgot."

It is one thing to give advice and it is quite another to follow it. The day was what Young America puts down as "rotten." It was too cold to snow and by way of compromise the wind got hold of sleet enough to have some fun with and went at it with a vengeance. The street corners were the favorite places and it did beat and pester the life of every man, woman and child that dared to venture out, and in spite of Abigail and her good advice—he knew it was good, but it made him mad all the same—old Bobbie looked out and saw what he'd get if he dared, and into his corner with his paper he sneaked and stayed and wondered what he had eaten to give him such a dreadful stomachache!

After any trouble like that gets hold of a man like that it doesn't at once let go. The man himself with a lifetime of good health behind him knows no good reason why he should not eat as much as he wants to and whenever he wants to and, confident that he's going to be all right in a day or two, he keeps right on eating and staying in the house and having the stomachache until nobody in the house can live with him. These "never sick men" are apt to be as stubborn as they are healthy and when Robert Robertson's Abigail told him that he'd got to stop that kind of existence with much assurance he informed her that that happened to be his stomach and since for something over sixty years he had managed it pretty fairly well he believed he could be trusted with its management a little longer, to all of which and considerable more Mrs. Abigail responded with some earnestness that in theory that was all right, but the time was coming and pretty soon at this rate when his auto was going to get the best of him and then in spite of all his boasting she had got to take the thing in hand and that was what she was afraid of.

That's exactly what did happen. He would eat what and as much as he wanted to. His exercise was limited to the distance between his place at the table and his chair in the warm corner and finally with a "See here!" the stomach called a halt. Old Bobbie laughed and at that the organ started in. It happened one day immediately after breakfast. The meal was to the man's liking and, "full as a tick," he sought his chair and his morning paper. The news was exciting that morning, but all at once the man dropped his paper and seized his stomach with both hands, at the same time gasping, "Great Scott!" with a vehemence that meant that the performance was now about to begin.

There was no doubt that the man was in misery. The meal happened to be one of his great liking and he ate to repletion, but the abused stomach had reached its limit and rebelled. It rebelled, too, in its most emphatic way. Old Robert doubled up, bugged himself hard and groaned.

For the first time in his life he knew what real bodily pain was and he proceeded at once to let people know that he knew. Mrs. Abigail was promptly on the scene and she had no difficulty in inducing her lord and master to go into the bedroom and lie down. There was no refusal of her kindly offices and half sustaining him he was soon in bed and almost as soon as he was ready for them there were hot water bottles surrounding him and good and hot they were, settling right down to business.

Now if there was one thing more detested than another in Robert Robertson's estimation it was Abigail's water bottles. They were her refuge. At the approach of a cold—water bottles. A headache was met with a hot water bottle and discreetly surrendered; and if any confidence at all can be placed in what Mrs. Abigail's husband said Abigail's comfort and consolation in this world were a water bottle, and he sometimes told her when he wanted to be especially funny that he wondered what she was going to do one of these days when she got where there wasn't any fire with her no end of water bottles! There was now, however, no fun made of the objectionable articles. Bottles to right of him, bottles to left of him, bottles on top of him snuggled right down to him and Abigail took good care to have them full of scalding water and the old man never winced. At last the pain gradually let go when the abdomen, tortured outside and in to the very verge of blistering, quieted down and the patient dropped to sleep.

"Better be a little careful what you have for dinner, Robert, hadn't you?" and when he answered weakly and feelingly, "Yes, faith!" the good woman knew that the pathway stretching out before her far but not fair was not especially pleasant to contemplate.

The old fellow did have a hard time of it. His first idea was, if he could not eat what he liked and wanted then he would not eat anything. "Abigail is great on slops," he said one day when an old crony had called, "but she doesn't get any of 'em down me. No nourishment in 'em;" but when he ate anything else it almost killed him, and after a siege of hot bottles he took the "slops" and was thankful. There was one inevitable result—he lost strength and grew thin. From his usual weight of 165 or in that neighborhood he got down to 120, with every prospect of going still lower. His legs and arms didn't have any meat on them and his chest looked like a washboard, so thin he was, and his ribs stuck out so.

Well, let that sort of thing go on for two or three months and it makes a difference. It did anyway in old man Robertson. He lost every whiff of breath he had if he walked a block and he didn't venture to go downtown and back without stopping somewhere to take a rest, and it got to be a good long one.

Pretty soon his tumultuous stomach and his failing strength began to tell. Toast and tea, about the only things he could eat, were neither fattening nor filling and naturally,

enough he made up his mind that he was a sick man. He began to contemplate his pipe stem limbs and the shriveled skin that covered them and this led easily to the most serious question of all, How long was this going to last? That seemed to jar him; he wasn't quite ready to study that phase of existence; just yet it scounded too much like giving up—the last thing in the world for a Robertson to think of even. He believed in his soul he was getting despondent, down at the mouth—"blue," then, if you must have it—and he must drop a line to Jake Jonesbury to send him a good, cheery, old-fashioned letter, a rattling old piece of literature that would have made Job laugh in the midst of his heaviest affliction.

So he wrote: "Dear Jake—I guess I'm sick or going to be. Little under the weather and things look squally, dark! Don't you want to write to me and cheer me up a little?"

"Dear Jake," read the weak, whining note and exploded. "The old sinner!" he said after a very meaningful "Humph!" "Thinking, as usual, of his own precious hide first and because he happens to have the stomachache"—he didn't say stomach—"and can't find the peppermint he wants me to stop right in the busiest day in the week to say I'm sorry, and hope and—oh, all the rest of the soft, flabby things that the occasion calls for. All he wants is something he won't get. The stubborn old jackal has cooped himself up all winter over the register and now that he is getting what he has been begging for he plays the baby act and is tormenting that wife of his out of her seven senses. A cheery letter, is it? All right, old man, that's what you're going to have and here it is, right off the griddle:

"Dear Old Snoozer—I am in receipt of your letter and would like to enquire what in the devil you have to be blue about? You have no one to look out for but yourself while I have a multitude of people depending on me and some of them are not averse to drawing quite heavily.

"Still I think this is a good old world after all and the people in it are pretty good people. I think they average up pretty well, as people go, and when we get to the other world we shall find things about the same as they are here—only more so. If I had no more to look after than you have I'd join a church choir and sing my heart out, but I do not suppose you can do that in your church, because your choir is usually composed of little chaps with white nightgowns on, so I shall have to think of something else for you to do to keep happy and contented and level-headed.

"A little lady has just dropped in here whose mother is 86 years old and her aunt living with them is 91; and her mother is the happiest person in the city, although she is bed-ridden and chair-ridden through rheumatism.

"I wish I could think of something more to say to cheer you up, but I think I have said enough to convince you that I am the one who needs to be cheered up and that you



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Jake Jonesbury."

In the meantime Abigail Robertson had reached the end of her rope. From hot water bottles down she had rung the changes. She had the doctor and friends without number had come in and prescribed each his certain cure for such cases, every remedy leaving the patient worse and the nurse half distracted. At last, her mind made up, thus she discoursed after a very trying time when that willful, spunky, half-sick husband was getting too ugly to get along with: "Now, Robert, this has gone far enough. I'm to prescribe and you're going to follow my prescription or go to the hospital. You are to get out of that corner and take such exercise and such food as are good for you or I give up. We begin now. Here are coat and hat. Get them on, get out into the air for two good hours and when you get back I'll have something you can eat."

Robertson knew which side of his bread was buttered and minded. When he came back he drank buttermilk. His next meal was a hearty one and wound up with Limburger cheese. That night he slept without distress. In the morning mail came the letter and the old codger came near laughing his head off. Of the three remedies, buttermilk, Limburger or Jake's letter, there are doubts which was the most effective, the main point just now being that the scales showed a gain of several pounds average the last time the invalid used them and a casual remark of Mrs. Abigail to the effect that the letter with a little moral suasion was the best thing she knew of "to get a man out of the notion he was going to die when there is no danger of it!"

Richard Malcolm Strong.

#### The Conquest of Night.

French scientists have been gathering some interesting data with reference to the present state of the art of artificial illumination, with special reference to the continued improvement of gas-lights.

Man has now so far advanced in his effort to banish night that in Paris, for example, the artificial illumination is estimated to be nearly one ten-thousandth of the amount of sunlight. This approaches the amount of illumination, of solar origin, on the planet Saturn.

Although we are now in the age of electricity, the French investigations show that the incandescent mantle, the acetylene-lamp, and other inventions, cause a constant increase in the use of gas for illumination. One effect of the introduction of the electric light has been to bring about vast improvements in other methods of producing light; and man needs them all, for night on the earth will grow brighter and brighter as civilization advances.

He who takes his own time generally takes other people's, too.

#### TRAVELING IN ENGLAND.

##### Places of Interest Passed Every Few Minutes.

Dublin, Ireland, April 23—The traveler who comes to England will find much to instruct and entertain him, whether it be for sightseeing alone or from a business standpoint. If it be for the former purpose there is certain to be some place of historical interest passed every few minutes—in fact, every few moments—while one is riding through the country: Here a palace in which some former king or queen has lived, there a castle that has many centuries of history attached, which may include some of the present notable people of the land, or perhaps a field will be pointed out that has been the scene of some bloody conflict of the long ago. This will apply as well to Scotland as to England. One will observe, soon after the journey is commenced, that but a small fraction of the land is in an uncultivated state. Especially is this true of the latter, where many goodsized cities are constantly being passed. As the former named country is reached the change can easily be noted. The appearance is much more wild, the hills soon becoming of such a height that cultivation of them only to a certain distance is out of the question. The villages are fewer in number and smaller in size, which is always a good test in learning the productiveness of a kingdom or state.

Perhaps no greater attraction will be found near London than a visit to Windsor Castle, where a half-day can be profitably spent in and around where the royalty come at certain seasons of the year. From the grounds of this sightly place one can see the home where William Penn was born, also the church which stands in the cemetery where Gray's Elegy was written and where its author is buried. If one takes the Great Western Railway to Windsor a junction town named Slough is passed. Here Horlick's Malted Milk people have a factory and nearby Scott's Emulsion is made also. At Windsor we saw the firm name of Roberts & Co., and found it to be the one which manufactures Brown Windsor Soap, a brand with which all druggists of long experience are familiar.

At Salisbury one can behold a sight quite unique and at the same time very interesting. It is that of an immense white horse, the figure of which has been cut in the limestone rock, the sod having been cut away to correspond. Although three miles away this figure can plainly be seen from here and for a much farther distance. And this can better be understood when it is stated that it is 168 feet in length, other dimensions being in proportion, the eye alone being of the size that will permit thirty-two persons to stand upon it at one time. It has been here longer than the oldest inhabitant can remember; some suppose it to be of the Period of the Druids. One other, not quite so large, is on a hill not far from Bristol, but none others are known to have been made.

As one makes northward, going up the east shore, he comes to Yarmouth—Great to distinguish it from Little, which is located on the Isle of Wight. This place is the famous herring town on the eastern coast, whence "Yarmouth Bloaters" are exported to all parts. The curing of the herring takes place in strange looking alleys running up from the sea, and the rows are scarcely more than wide enough to admit the trolleys of fish. This is the chief industry here and affords employment to many of the 50,000 inhabitants, from a pecuniary standpoint bringing them in annually many thousands of dollars.

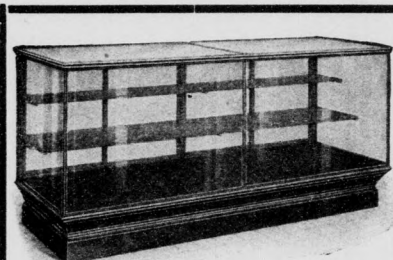
A few miles westward, as one works back to the center and north part of the country, he finds himself in the city of Norwich, where the Colman Mustard Works is located. This company is now putting a brand of soda on the market and advertising it by the trite saying, "Of the same quality as Colman's Mustard." We doubt if, in all the brands of food stuffs on the market, one exists whose name is so familiar to the public all over the world—that of Colman's Mustard.

As the more northern cities are reached one is reminded of many articles of merchandise, such as cutlery when Sheffield is reached; also many armourplate, nickelware and silverplate industries are located here. At Leeds one finds himself in the center of the cloth industry and at Manchester in the cotton metropolis of England. The former city exports great quantities of silks, woolen goods, hats and chemicals, also machinery. Perhaps it may not be generally known that a ship canal thirty-five miles long, twenty-six feet deep and 120 feet wide, costing \$30,000,000, was finished in 1894, connecting this city with the sea.

Birmingham, some distance southward, seems to be the center of the hardware and allied trades and has, within recent years, become one of the most important manufacturing centers in the world for these lines.

England's second city, Liverpool,

lies three miles from the sea on the River Mersey. Since 1840 it has been the chief port of communication with the United States, which laid the foundation for its present importance. Its principal trade is in raw cotton, grain, flour and corn, which are imported from the United States in vast quantities. Most of the raw cotton is sent to Manchester and is returned as cotton goods for export. American liners leave this port nearly every day in the week and the six



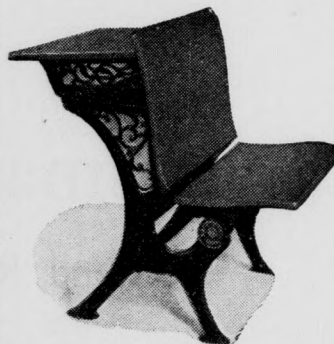
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miles of docks along the Mersey form a sight in which the visitor will find both great interest and education. They take an area of over 1,000 acres, one-third of this being occupied by wet and dry basins. The landing stage for steamers, about one-half mile long, is a floating quay on huge pontoons and it is approached by seven iron bridges.

Crossing the line and getting into Scotland, nothing of much importance is reached until about one-third of the country has been covered or about two hundred miles. Here the land is narrowed to less than fifty miles and in this distance, almost directly opposite, are the two most celebrated cities of this northern country—Glasgow on the west side with her three-fourths of a million inhabitants, a commercial city pure and distinct, while on the eastern shore lies Edinburgh, the beautiful city of nearly one-half million if Leith, her port town, be numbered with her inhabitants. The former is situated on the Clyde River about twenty-five miles from the sea. The steel and iron industries, to which may properly be added shipbuilding and marine engineering, here reign supreme. Large numbers of battle-ships and cruisers for the British navy and for other governments, too, are built here, besides which a vast navy of steamers, for both freight and passenger traffic, are here launched every year. This city can justly claim the finest municipal building, from the standpoint of interior decorations, that we have yet seen, it being built almost entirely with the choicest Italian marble. Two rooms deserve special mention, one the Council Chamber, which is done off with solid mahogany, while the other, the reception room, is in satinwood. The furniture in each room all corresponds and the whole effect is of the finest imaginable. Georges Square, in front, is a block devoted to statuary, appropriately arranged about the central figure, the Duke of Wellington on horseback.

In crossing to Edinburgh one can see the immense oil refineries all along the line. These differ considerably from those we had seen before in that they do not pump the oil out of the ground, the usual method, but, strange to say, it is found in the shale rock, which, after being taken out of the earth, is ground and then the oil is extracted. After these facts are learned one can understand whence comes the mountain-like pile of rock which is seen at each of these places. As the city is reached the first object that will greet the eye is an old castle upon a high prominence in a very central position. This has stood for twelve centuries and is yet in an excellent state of preservation, it being occupied by soldiery and also containing a museum. The city is about two miles distant from the port (Leith) on the Firth of Forth. Its architectural beauties and its superb situation, lying as it does among hills, render it one of the finest cities of Europe. Near the center of the city we beheld the beautiful park, Princes Garden. Near the center of it there has been erected a magnifi-

cent tribute to a former citizen, Sir Walter Scott. Towering to a height of over 100 feet, this monument reminds one of a beautiful church steeple. In the center, on a raised platform, Steel's statue of this "Wizard of the North" has been placed, which represents this famous author as bending forward with book in hand, in thoughtful mood, while his faithful dog stands by his side, both being in an extremely life-like attitude. There is also to be seen here a fine statue to the famous explorer, Livingstone. One can see in the churchyard of the Grey Friars the stone slab on which the Covenanters signed that famous compact which bound them together to defend the faith, which meant to so many the cost of their lives. Here in St. Giles' cathedral stands the shaft which tells of the sturdy defender, John Knox, and beside the church a brass plate in the street which says that under it there lies all that was mortal of this grand man. His old home, standing not three blocks away and from whose windows he preached the Word after he became too old to do more, has fairly stood the ravages of time. This city has some lines of business which particularly impressed us, as we had in former years sold their products in the beginning of our business career—we refer to the morphia sulphate of Messrs. T. & N. Smith and the chloroform of Duncan, Flockhardt & Co. We had the pleasure of a call on each of these old firms and found that both are, in reality, changed, in that the originators have passed away and the firm now consists, in each case, of former employees, who are continuing the business under the old name. In conversation with Mr. Ewing, of the latter firm, we were told that the tariff long ago ruled them out from doing business with the United States. Mr. Dey, of the former-named firm, said, however, that through a New York and Boston agency they are still able to sell some morphine and caffeine, but their large business with us is with specialties they make, gingerine and capsicine being the most prominent.

Just east of this city a few miles, at Dunbar, is the seat of the linoleum industry and south is that of the cloth mills which turn out the celebrated Scotch plaids and tweeds.

The city of Aberdeen, which lies two hundred miles north, is renowned for the granite industry and the polishing of this stone forms the chief work of the city.

Chas. M. Smith.

#### Rattled.

"What's your order, sir?" asked the waiter.

"Bring me," said the wild eyed customer, "some medium boiled potatoes and some eggs with the jackets on."

"Sir?"

"I don't know whether I've got that right or not, waiter," said the wild eyed man, "but do the best you can with it. A big red automobile had to jump out of my way about two minutes ago to keep me from running over it and I'm a bit flustered."

#### The Hairdresser Who Died Twice.

There are many puzzling conundrums in French history, but perhaps the most perplexing of all, although it has to do with a comparatively minor personage, is that surrounding the mystery of the hairdresser of Marie Antoinette. It is not a common occurrence for a person to die twice, a circumstance which has occurred in the case of this hairdresser, who was known as Jean Antie, alias Leonard.

This Antie, or Leonard, was a Gascon, born in 1758, who acquired a reputation in Paris by reason of his great ingenuity in building the elaborate coiffures of the time of Louis XVI. In 1791 he was lodged at the Tuileries as valet de chambre of the Queen.

When Marie Antoinette and the royal family made their abortive attempt to flee from France, Leonard was sent ahead as a scout. He was seized, brought back to the French capital and condemned to be executed as a traitor to the State.

So far as any one then knew he was duly decapitated, his death being properly recorded in the register provided for the purpose. Investigation has, however, elicited the interesting fact that the ex-hairdresser was very much alive in Russia in the year 1814; and to complicate matters the Paris register showed his second death certificate under the year 1820. The question naturally arises, just how did Leonard manage to evade the penalty that every one had no doubt he had suffered? A great many guesses have been ventured and the following explanation, offered by one puzzled historian, seems, of all of them, the most reasonable.

One day, while a group of condemned were awaiting their turn for execution, the guillotine broke down and had to be repaired. A number of victims had been executed; ten or a dozen were obliged to stand waiting until the repairs had been accomplished.

Now it appears that one individual, the twentieth on the list, whose hands were, as was the custom, bound behind him, grew faint at the delay. He leaned against the line of officers that separated the prisoners from the mob of spectators. Suddenly a gap opened behind the man, almost unconsciously he slipped through, and the line closed once more. A by-stander reached over and placed a hat on the man's bare head and the people crowded about as if to hide him. A short time thereafter a man, with his hands behind him, was seen in the Champs-Elysees, walking with the air of one out for a quiet stroll. This man was said to have spent the next night in a ditch, and to have made his way to Russia subsequently. If this person, saved by a fortunate accident or by collusion, was Leonard, the story explains the mystery of the two death certificates.

A woman generally gains her point, unless it is the point of a joke.

The man who is satisfied to follow the crowd never gets to the front.

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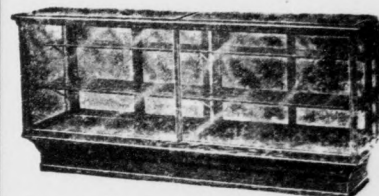
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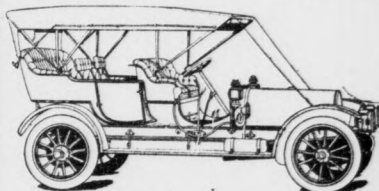
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## PUBLIC SCHOOL PUPIL.

## Duty of the Person Not Directly Interested.

Written for the Tradesman.

The time is near at hand when schools all over the country will have completed their year's work and be ready to take vacation until they reopen in the fall. The little fellows in the primary rooms, the larger boys and girls in the grammar grades and high schools will carry home their books; there will be a fine flourish of commencement exercises in cities and towns and even in almost every little hamlet; weary teachers will hie them to their summer's rest; the mighty process of education will pause for a breathing spell. When one thinks what a gigantic affair it is, this training of the young for their work in life, what vast sums of money are being used for it, what an incomprehensible amount of energy is being directed into this one channel, the very pertinent question arises, Is all this expenditure being directed wisely? Do the results obtained measure up with the outlay?

Take a concrete instance: One boy, on some June evening, clad in a spick and span new suit, will, at the graduating exercises of his class, deliver an oration which he has prepared with almost painful solicitude and receive his diploma. He is 17 or 18 years old. His twelve-year educational course has cost his school district probably not less than \$250,\* perhaps considerably more than that amount. His parents have housed, boarded, clothed him, bought his books and paid his doctor bills and other incidental expenses. The boy, in most cases, has done little, if any, productive labor. So it is safe to say that this high school graduate, if from a fairly well-to-do family, represents an expenditure in cold hard cash of \$2,000 and upwards. This is saying nothing whatever of the almost infinite amount of care and affection which has been bestowed upon him, which is not expressible in terms of money.

The boy himself—perhaps we do not often enough consider this as in reality the most important part of the total outlay—has put in his time, possibly all the time he ever will have to fit himself for the duties of life, certainly the greater part of it. It is difficult to place any estimate on what his time has been worth. He could have earned quite an amount at labor, but it is settled beyond all dispute that during the years of childhood and early youth a boy's time is worth far more spent in learning, growth and development than at any other work he can do. A limited amount of labor suited to his strength doubtless has a high educational value for him during this period. More than this should not be required.

The boy about to receive the diploma, counting what has been spent on him in cash and the more intangible

outlays that can not be even roughly estimated, represents a considerable investment. It is a most serious matter to the boy, to his parents, to the community at large, if this expenditure has been in any wise foolish or ill-advised, so that it will yield only meager and unsatisfactory returns.

All that has been said regarding the boy graduate is equally true of his girl classmate.

Continuing farther the analysis of the case of the young person with the new diploma, has every one upon whom devolved the execution of the important trust, the proper training and education of this boy, done his full duty?

First, has the boy done his? Parents, teachers and school boards may do much in supplying means, instruction, equipment, stimulus and encouragement, but there is a point beyond which they can not go—a point where all extraneous aids of whatever character must fail. The boy himself must have the energy, the aspiration and the vision of achievement, else effort in his behalf will fail of large results. The person, whether teacher, parent or friend, who can discover hidden abilities, arouse dormant ambitions and plant the seeds of high endeavor in the mind of the youth is his greatest benefactor.

Our graduate of 17 or 18 years has already, if like most boys, given considerable earnest thought of what may be expected of him in the future. Occasionally the boy who has been the despair or the torment of his teachers makes a good record in after life, but such cases are very rare. The bookworm or "grind" who always has the highest marks in recitations in later years is likely to be a disappointment to his friends. But

leaving these exceptional cases out of the calculation, we may expect the boys who do good, honest, faithful and practical work in school to pan out best in after years, nor can we, generally speaking, look for much from those who are idle or unruly.

So the question, "Has the boy done his duty?" is most vital and pertinent. It can not be too strongly impressed upon every pupil in the lower grades that he can in no wise afford to squander his school days.

Have his teachers done their duty by our young graduate? Have they inspired, instructed and held him in proper discipline? Have they studied his individual needs and peculiarities? Have they, in spite of all pressure to the contrary, had the courage and firmness to insist on thorough work and high standards? These are far-reaching questions. Upon whether or not the results of his teachers' efforts will stand such tests as these depend not only the amount and kind of knowledge the boy has obtained, but, to a great extent, his purposes, ambitions and attitude toward life.

In an age when the followers of no profession or craft have escaped entirely the infection of commercialization it should be said to their everlasting credit that teachers, as a class, show wonderful conscientiousness, fidelity, zeal and disinterestedness. A glance at the determined faces of almost any group of teachers will convince even the casual observer that they try hard enough to do their duty. Some of them dyspeptic, some anaemic, an alarmingly large proportion nervous wrecks, they work hard for little pay.

If the teachers of our young friend have failed in their duty the remedy or the condition is ordinarily not to be found in goading the poor pedagogues to redoubled exertions on the

under-graduates but rather in well-directed efforts to bring about certain radical changes in the teaching profession.

If the pay and status of teachers could be so raised that the profession would be as attractive to men of first-class ability as is law or medicine or business (not only are more men needed as teachers but more gifted men than the great majority of those now engaged in the work); if the standards of efficiency could be made higher so that incompetents, whether men or women, would speedily be dropped from the ranks; if the tenure of position and the attitude of pupils, parents, superintendents and school boards could be so changed that the terrible nervous strain under which many teachers now labor could be minimized, we might with better grace ask whether our graduate's teachers have done their duty.

The parents who, very likely, have sacrificed themselves greatly to keep their boy in school and give him the best opportunities possible for their means—have they done their duty?

In so far as their actions have been governed by their love for their son the answer would almost invariably be a strong "Yes," but when their course of conduct has depended upon justice, fair-mindedness, wisdom and force of character the affirmative answer would often need to be greatly modified or even reversed. Have this father and mother consistently upheld their son's teachers in all reasonable efforts to maintain order and discipline, even when their own boy had to suffer punishment and family pride was undergoing laceration? Have they kept proper authority over the boy themselves and seen to it that he was clean in morals, free from injurious habits and did not asso-

# IF A CUSTOMER

asks for

# HAND SAPOLIO

and you can not supply it, will he  
not consider you behind the times?

**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.

\*Full statistics on the subject of educational expenditure would be too lengthy and wearisome for the purposes of the present article. The report of the U. S. Commissioner of Education (1907) gives \$25.99 as the average expenditure per pupil in the common schools of Michigan (primary and secondary) for the year 1905-6. It is doubtless greater at the present time.



ciate with toughs and rowdies? Have they paid careful attention to all his school work, encouraged him in his difficulties, strengthened him at his weak points and insisted on his thorough mastery of his studies, or have they simply "kept him in school?" In planning his education and selecting his course of study did they choose that which would best fit the boy for the struggle of life or a more showy preparation, better calculated to tickle parental vanity? These are questions for all parents to ponder.

Have the members of the School Board done their duty? Have they performed their onerous and often thankless labors without fear or favor in a high and unselfish spirit of public duty?

Have they sought to obtain the best teaching talent the funds at their disposal could secure and in every way given freely of their time and ablest judgment in the discharge of their high office? Or have they regarded a place on a school board simply as a semi-political job, giving its holder a considerable power in the distribution of positions to such as have pulls worth looking after?

Is there anyone else the performance of whose duty toward this young graduate should be investigated? Yes. There is one person more often found derelict than the most negligent of pupils, teachers, parents or school boards; one who indeed rarely suspects he has any duty in the matter beyond the payment of his taxes—I refer to the citizen who is not directly concerned in school affairs, who is neither parent, teacher, nor member of the school board, yet whose influence in school matters can very ill be spared. The men and women in every community who have no children, those whose children are grown up and out of school, the old bachelors and old maids—all such persons are apt to feel themselves exempt from any duty of personal attention to the public schools. It often is pleasanter "not to stick one's nose in." We all have heard of that man Down East who got rich just minding his own business, and there is a great temptation to emulate his example.

And yet the fact remains that the influence of every person of character and intelligence is needed by our schools. That influence is all the more valuable if it is exerted as a result of dispassionate judgment and not from more or less selfish personal interest.

Every parent, even the best of them, holds a brief for his or her children. Jones' Sam is a poor student and never would pass his grade if held to strict tests of proficiency. So Jones, the father, favors a general letting down of the bars and the annual promotion of all pupils, regardless of their real advancement. Little Katie Smith is a special favorite with her teacher. In consequence Mrs. Smith, the mamma, is fighting tooth and nail to have that teacher retained, even although the superintendent honestly thinks some one else could render more acceptable service to the grade as a whole. Such instances can be multiplied indefinitely and show

the strong need of impartial opinions to balance and counteract the biased views which are sure of emphatic expression.

Very many parents unfortunately lack the education themselves to make them qualified to judge intelligently regarding various school questions. Here is an industrious little woman whose daughter is to graduate. Really the mother is taking more genuine interest in Jennie's commencement clothes than she has in anything else connected with the girl's whole twelve years in school. Not but she has all along had Jennie's welfare keenly at heart, but these dresses are the first thing the poor maternal mind has really been able to grasp.

Persons whose own early educations were neglected are apt to adhere stubbornly to one or the other of two opinions, both of which are erroneous: They maintain that they got along without educational advantages and that their children and other people's children can do the same; or else they swing to the other extreme and hold all book learning in exaggerated honor, as something that can take the place of natural ability and everything else, and to be obtained at any and every cost. The person having a fair education has, by virtue of it, a far more comprehensive grasp of all educational subjects than one who has lacked the early training can have and so has a duty he should in no wise attempt to shirk.

Teachers and school boards need not only support and appreciation in all their honest endeavors, they often need kindly and intelligent criticism as well. It is not the person who occasionally visits the schools and nods smiling approval at everything that is being done, nor yet the one who lightly indulges in captious and slurring remarks as to how "the schools are being run in this town," who can make his or her influence tell for good. There must be accurate knowledge and candid, intelligent judgment.

Teachers as a class are somewhat addicted to fads, to giving some one idea pre-eminence and "running it in to the ground." Wise criticism may modify and restrain.

Perhaps the curriculum has been arranged with sole reference to the very small percentage of pupils who will pursue college courses, while the needs of the far larger number who will drop out on the completion of the eighth, ninth or tenth grades has been ignored. If so, a thorough overhauling of the courses of study should be urged at once.

If the schools are falling into the "bread and butter" rut, and all that makes for breadth of culture and general intelligence is neglected, this tendency should be corrected. On the other hand, industrial training, in its place, is most valuable and should be made practical. If domestic science is taught it may be well to see whether Mary Jane is learning what will aid her in the management of an ordinary American home or merely how to make angel food and fudge.

A multitude of school duties fairly crowd upon the citizen who is

neither parent, nor teacher, nor a member of the school board. And his diligence or remissness in their performance affects for profound good or ill our heaviest National asset—the children in the public schools.

Quillo.

#### Open Air Treatment for Children.

Medicineless, knifeless cures are giving life and health to children in the high Alps of Switzerland. There Dr. Henri Rollier, of France, has a chalet built with three walled rooms, the fourth wall being the open air. The boys' dormitory is like a large veranda, where the children lie naked on their brass beds and play. The girls do likewise in their similar dormitories and when boys and girls play together they satisfy conventionalities by a mere breech clout. Withered legs, arms, hip disease, bronchial weaknesses, anemia, nervous afflictions, tuberculosis of lungs and bones, rickets and many other maladies all respond to the sunlight sanatorium.

Dr. Rollier teaches that if we can live in the sun in the pure air and can breathe properly nothing else much matters. That is why in the dead of winter with thermometers shivering low, Dr. Rollier's little patients do not shiver, but are as warm and happy out in the cold without clothes as the city child covered with unhealthful blankets. Almost every disease is due to bad blood. And there is only one way to purify the blood and that is pure air.

If the air that enters the lungs has been filled with dirt the blood that comes to be cleansed goes out worse

than it came in. Bad breathing not only destroys the physical health, but also the mental. Children afflicted with adenoids become dull, sometimes criminal. Their blood is poisoned by their mouth breathing, the adenoids forming a complete obstruction to nose breathing. And there is the cause of degeneracy.

#### Pure Air in the Store.

Now that summer is almost here again, it is high time to be making plans for summer comforts—to make the store as comfortable and as inviting as possible during the heated term.

There is nothing that will help more than to keep the store filled with cool, clean air. Most stores, especially small ones, are so built that there is practically no ventilation unless there is a gale blowing outside. They are stuffy and hot, and on busy days when there are big crowds the air becomes vitiated beyond endurance.

This matter is easily remedied by a system of ventilating fans. A single big fan, properly placed, will keep the air of a large room cool and fresh. And this will be appreciated by customers. The store's reputation for being cool and comfortable will be worth far more than the cost.

#### Post Toasties

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

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



## The Greatest Aid in the Office

from the viewpoint of

**Efficiency, Service, Economy**

## The Underwood Standard Typewriter

"The Machine You Will Eventually Buy"

**UNDERWOOD TYPEWRITER CO.**

(INCORPORATED)

**New York and Everywhere**





### Selling Shoes for Graduation Captures School Trade.

Persistence is a great thing and rare as well, but it was this one quality that brought success to at least one merchant, and if he had not possessed it this story would never have been written. For several years Jones had been alive to the possibilities of the school trade in his city, but he had never been able to secure much of it. He advertised in the school papers, contributed to their athletic fund, patronized their concerts and dances and did everything that the ordinary opportunities offered. Still there was a noticeable lack of school trade in his store and, moreover, the expense of all these contributions was mounting up and no returns were forthcoming. Jones believed that advertising in any form ought to be a producer of some sort, and perhaps it was the growth of this expense item that decided him in this matter. Something had to be done—either he was going to have some of this school trade or he was going to stop his advertising and contributions to school matters and spend it in other channels.

His first move was to double his space in the school papers and offer a school pennant with each pair of \$5 shoes sold. He bought a hundred of these pennants and he has only seventy of them left, so you may see that this plan was not a big producer. Then he offered a new suit of clothes to the man on the ball team who made the first home run of the season. This plan did bring some fellows into the store, but the cost was excessive and the trade did not show a profit. He continued for a year trying out each new plan as it suggested itself, but still the results did not measure up to the standard set for them.

On the night of the great football victory he gave a banquet to the entire team of one of the larger schools, but nothing in the shape of trade ever came his way as a direct result of that effort. Jones was pretty near the end of his rope and he was thoroughly disgusted with the plans he had so carefully executed after equal care had been given in the organizing of them.

He had reached the point of decision in the matter and was about to cut off all efforts for school business when a salesman for one of the lines he carried dropped into the store one evening preparatory to showing his line for fall. "Well, Jim," shouted the dealer, "how did you know I was waiting for you to materialize?" "Didn't know the first thing about it,

Jones, or I would have charged that taxi ride to your account," replied the jovial Jim. And then they went into the thing for an all night session. Jones showed him what he had done and Jim listened like the gentleman that he was, but after it was all over he pulled two or three little papers from his pocket and laid them out on the table.

"Now here, Jones, is the solution of the whole matter," said he. "I don't blame you in the least for determining to give up this effort, but I want you to try just one more plan, and if it does not win I will buy you the best dinner the town will set up." Well, it looked like betting on a sure thing for Jones, so he said: "Fire away, old man—only remember that my bank balance is getting low." Then they went into details and the remainder of this article is an account of Jim's plan.

Jim's house was just going to press with a new edition of their spring and summer catalogue, and to those dealers buying a certain amount of goods they would furnish catalogues with the dealer's name thereon. Five thousand of these were summarily delivered at the Jones store—and they were handsome ones, too. All the snappy men's shoes were shown therein, and some of those new short vamp effects were shown for young ladies' wear. It was the spring and summer catalogue and no expense had been spared either in printing or stock. The day before these catalogues arrived Jim sent a copy for the printer to set, and this is how it read:

#### Stylish Shoes for Graduation.

On Monday of last week we received our Spring and Summer shipment of shoes. Among them are some styles which we bought especially for Graduation time and they are sure to please you.

These shoes are on exhibition in our Main street window and we would ask you to come and see them. We have placed Mr. Arthur Smith in charge of this special school department and he will be very glad to show you these styles regardless of whether you buy or not.

In the event that you DO prefer these shoes to any others you see, we offer you a special students' discount of 10 per cent. on any pair you select if you will present the enclosed rebate coupon properly endorsed. These are not "bargain" shoes in any sense of the word and this discount is good only to members of some school.

We enclose a catalogue showing some of the special styles we shall offer and we hope you will favor us with a call, and we trust you will wear a pair of our stylish graduation shoes on graduation day.

#### JONES & COMPANY,

123 Main Street, Cadillac, Mich.

With this letter was a coupon made out to bearer and entitling him to a discount of 10 per cent. when presented at Jones' store. We also made a special provision on the coupon for any who accompanied a student and purchased shoes at the same time. A discount coupon good for 10 per cent. was accepted and thus we were able to get many to come with friends and buy. You must under-

stand that this was all cash business and no credits at all were allowed.

But I presume you are most interested in knowing just how the plan worked out. Well, here is the story: The plan cost me about 5 cents each, including printed matter, postage, etc. The average sale was \$4, and we received 647 coupons at our store, besides making some discount sales to friends of those holding coupons. You can easily see that I had solved the problem of reaching the school trade.

MAYER Martha Washington

Comfort Shoes Hold the Trade

## MICHIGAN SHOE COMPANY

STYLE  
SERVICE  
SATISFACTION

You get them in the  
MISHOCO SHOE

Made in all leathers for  
MEN, WOMEN AND BOYS

You should have them in stock—every pair will  
sell another pair

MICHIGAN SHOE CO., DETROIT

Our BOSTON and BAY STATE RUBBER Stock is Complete



## Any Effort

made to introduce our shoes is never wasted. On the contrary, good results always follow. Of course, coming from us, that is what we would be expected to say. But proof can easily be had. Try them. Make the experiment. It won't be fruitless.

Our trade mark is a guarantee to the wearer of shoe rightness in every detail.

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



and I have tried this plan out again and again since that time.

Now, there are certain conditions which one must meet before this plan will succeed, and it was "Jim" who laid the law down to me about these matters. In the first place, the shoes must be absolutely right as regards style and quality, and also they must have a certain snap and life not found in any other line in town or in any other of your own stock. The prices must be made high enough to permit of the 10 per cent. reduction without too close a margin on the cost, but you will find that among this class of trade it will be possible to get a little more money for goods that have a snap and twang. You can retail \$2.85 shoes for \$4.50 less 10 per cent., making \$4.05 net.

Do not try any fancy work on your printed matter. Just get it up neat and plain on good white stock and print it in black ink. If you are real clever at this class of work you might go ahead and have the school monograms printed or embossed on the letter, but unless this is very well done it will spoil rather than help the plan.

Once this plan is started it is necessary to keep right after them with a seasonable line of selling talk with a regular letter campaign. Talk to them on basket ball for both boys and girls, on foot ball, track athletics, cross-country walking and any other school topic that offers an excuse for school footwear. I remember the incident wherein the seniors were going to give a class play in the town hall. The "Leading lady" was a popular young lady of the town and I invited her to come in and be fitted to a pair of stage shoes. She consented to this and for several weeks prior to the event I had this advertisement running in the local papers:

#### Most Costly Shoes in Town.

Miss ———, who takes the leading part in the Senior Class Play, will wear during the second act a pair of shoes made especially for her by Jones the Shoeman.

They are entirely covered with gold leaf and are ornamented with some solid gold buckles formerly the property of Miss ———'s grandmother during the Revolutionary days.

These shoes will be on exhibition in our Main street window and are valued at about \$300.

JONES & COMPANY.

Well, it was pretty tough on the young lady to obtain such notoriety, but she was enthusiastic and wanted the play to succeed. This advertising was all clean and certainly did make the ticket sales jump up marvelously. The play was a great success and town people have not yet ceased to tell about the pair of \$300 shoes worn by Miss ———.

Now here is a valuable plan for some dealer with ideas sufficient to push it through successfully. There is business to be had from it if it is handled properly and you will lead all your competitors in this race for the school trade. Now is a good time to start this plan. The graduation

days are near at hand and you will want lots of white shoes for the young women. For young men patent leathers are popular, although in the larger cities you could properly introduce an innovation in the shape of gunmetal pumps if you chose to do so.—Shoe Trade Journal.

#### Psychology of Shoe Prices.

A shoe dealer bought enormously of a shoe for women at \$1.60 which he believed would sell like hot cakes for \$2. On the volume of business he anticipated a good thing. The shoes did not move well. Customers looked at them, admired them but passed them by and either took something else or did not buy.

A clerk said: "\$2 is a bad price for a shoe."

"I can't afford to sell them any less," said the proprietor.

"Try them as a wonderful value for \$2.25," suggested the clerk. "It is the better and more attractive price of the two."

The merchant tried it and the shoes went so fast that duplicate orders, and triplicate orders, and then some, came along in due course. What the young man said about the \$2 flat price was so. There is something psychic about it. Nobody can explain it, and yet \$2 is not an attractive price at which to purchase a shoe. It is like a 3 C shoe for women. That is the hardest size to dispose of when there is an over-stock. Every shoe man knows that. Why a shoe at \$2.25 sells quicker than a shoe at \$2 is something that no merchant can recognize, but that it does is where the shoe merchant with an imagination has an advantage.—Boot and Shoe Recorder.

#### Store Stationery.

In writing a business letter, never forget the fact that good stationery is like a good suit of clothes. It does not make any difference whether one goes West or East, up North or down South, people always think well of a neatly dressed, prosperous looking business man. It is just as bad taste and bad business to overdo as to underdo it.

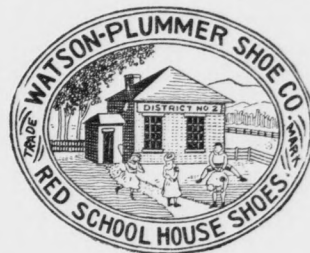
Exactly the same rule applies to business stationery. Use good letter heads and good envelopes. Have both printed to do your business justice. It gives your firm better standing, no matter to whom the communication is sent.

Of course, some firms think that any old kind of stationery is good enough, and that if they have the money to pay their bills it does not make any difference what kind of stationery they use. If that sort of custom goes in your community, then it will not be exceptional if you follow it, to be sure. But as long as it does not go in all parts of the country, you may as well observe the general rules and customs and get credit for what you deserve. This is simply good business, nothing else.—Shoe Retailer.

A man is always most likely to get lost when he is immersed in himself.

The best preparation for a home in heaven is making home heavenly.

## Red School House Shoes Mean More Business



For Boys

For Girls

Red School House shoes are **Stylish, Comfortable** and **Long Enduring**, and merchants who sell them do the **Largest School Shoe Business in Their Community**. Parents watch their children's shoes very closely and they usually buy their own shoes of the merchant who saves them school shoe money—not only do **Red School House Shoes** bring the children's business to your store, but the shoe money of their parents, too. Better get in line this fall. **Do Not Place Any Fall Orders Until You See The Red School House Line.**

Send for Catalog

**Watson-Plummer Shoe Co.**

230-232 Adams St.,

Chicago, Ill.

Factories Located at Dixon, Ill.

## Seasonable Footwear

The recent rains will necessitate the wearing of heavy footwear for some time to come.

## Rouge Rex Shoes

For men and boys satisfy the most exacting in long and comfortable service.

Write today for our **new catalog** of spring and summer footwear, just issued, and mail in your order. Goods will be shipped the same day order is received.

**Hirth-Krause Company**

Shoe Manufacturers

Grand Rapids, Michigan



## BEHIND THE COUNTER

### Difference Between a Prince and a Chronic Grouch.

It is true that an employer can be too familiar with his clerks—although on the other hand, there are many salespeople who deliberately destroy their employer's business, because he is surly and unreasonable in his actions toward them—but there are certain courtesies due to clerks from their employers, in order to conduct the business of selling shoes at retail successfully.

I have two employers in mind—two men, who each paid me \$10 on Saturday night for such services as they could get out of me. One of them was rated by his clerks as a Prince; the other as a man with a chronic grouch.

The first one I worked for was a man by the name of Charles Ramsdell, a tall, dark, bushy eye-browed retailer with dyspeptic tendencies. From the very first morning after I had agreed to work for him I can not recall a single time when he said good morning to any of the clerks. He usually came down earlier than the rest of us and caged himself in his office. If any of us happened to be a little late he would frown and look up at the clock directly in front of him or make some sarcastic remark.

#### No Offer of Praise.

Nor do I remember him ever praising a single effort made by any of the salespeople. Once in awhile a new clerk would attempt to become friendly with him and perhaps tell of some difficult sale which he succeeded in making. Either absolute silence or some commonplace remark about something else was the only answer he would receive. On the second or third attempt clerks would decide to keep things to themselves. We never had anything to say to the boss unless it was absolutely necessary.

Ramsdell was a man who continually found fault with everything we did—even the good things. Some of the more ambitious clerks took it upon themselves, sometimes, to clean the stock extraordinarily well or rearrange it in some manner whereby it would be more accessible to all of us. Ramsdell's comment would be nothing, or an order to change it back to the manner in which it was previously arranged. It was for this reason, I believe, that he was continually changing help and men who had been regarded as good salespeople in other stores did not seem to be considered so by Ramsdell, although he paid slightly higher wages.

es. He had to in order to hold them at all.

#### Effect of His Interference.

During the afternoon he would come out of his office to oversee the selling end of the business. I really believe that he lost many customers by doing so because he was continually interfering with clerks and customers—butting in, as we call it—just at a time when he was not wanted. Furthermore he had no scruples about calling down his help in front of customers; in fact, he took a delight in so doing. It seemed he believed he could make a better impression with customers in doing so. I know of several sales that were lost on account of this and some of the customers never returned to the store; that is, as long as I was there.

On one occasion, after we had straightened the stock, filled in the holes, dusted the boxes and done all the work we could possibly think of that should be done in the men's department the three clerks engaged there were standing waiting for customers. He never permitted us to sit down on any of the settees. Coming through the store, just at this time, Ramsdell deliberately pushed all the cartons in four sections back against the wall. The shelving did not have a back and it threw the whole line out of place. Then he told us to straighten up the stock, because it looked better for us to be busy all the time.

#### Left Without Notice.

I don't think any clerk would have stood for this kind of treatment very long; at least I didn't, only for a short time, and being offered a position by Rudolph Gay, a competitor of Ramsdell's, at the same salary I took it and left without notice. This was no more than fair because Ramsdell had discharged four or five people during the year when I was there by simply handing them their envelopes on Saturday night, telling them he did not need them any longer.

#### The Other Man.

Rudolph Gay was just the opposite type of employer. He was a small man; rather heavy set, with a kindly face and an almost perpetual smile. Coming down the first morning I found that Mr. Gay had not arrived. He did not come down for nearly an hour after the salespeople began working. When he came in he spoke to each man; a practice which he continued every day that I was there. On going home in the evening he always said good-night to all the boys.

In fact, although he was over 40, he was one of the boys all the time. He took a great interest in the

things we did. He talked base ball and was regarded as an authority on averages. While he did not engage in as many amusements as we did, after hours, he had evidently done so and could usually give we younger fellows some good pointers on any of the games or amusements in which we engaged.

#### A Character Illustration.

One instance that will illustrate the character of Rudolph Gay is: About 10 o'clock one winter morning he walked over to the thermometer and then went downstairs. In a minute we heard him rattling at the furnace, fixing up the fire. At the time there were four or five of us not doing a single thing and any of us willing to have run down and throw on a few shovels of coal. We had simply not noticed that it was getting chilly in the store. In place of ordering us he would, when he wanted anything done, approach us something like this: "Boys' let's see if we can't straighten up the women's stock this afternoon. Bob, if you'll get on the ladder, I'll toss you the new stock here on the ledge." Of course, one of us always insisted upon doing the work which he suggested doing himself, but, if we didn't, I have not the slightest doubt but what he would have gone ahead and finished it himself.

#### Treated as Equals.

When new clerks came in the store he took time from his office work to show them all through the store; to introduce them to the other boys and to explain all about the

shoe stock and tell about how others needed to be pushed.

In buying shoes he always had the salesman spread the shoes in the store. He never thought of buying a line of shoes unless he had asked all the clerks what we thought about the different samples on display. Between you and me, he got some pretty good pointers on what to buy from the salesman; what was selling in stock and the experience of the clerks who were always eager to tell things which were going on in the store. He treated us as equals inside the store and out. He never called us down before customers, but, occasionally, if one of us wasn't doing something just right, he would explain how we could benefit the store by doing it in another way and he would do it in such a kindly manner that none of us ever took offense. The clerks—most of them—had been with him for years and most of them could not be tempted away, even by a greater salary.

#### What Is Your Decision?

These two men for whom I worked were both attempting to accomplish the same end—that is, make money by selling shoes. One of them found it a pleasure to do business and looked upon his salespeople as extra fingers and hands. The other seemed to take it upon himself to appear much superior to the labor which he employed. Which do you think was the better employer?—Shoe and Leather Gazette.

Doing nothing is learning to do wrong.

## The Woman Who Wants \$2.50 Oxfords



Just because she strikes your store with nineteen cents and two hair pins and a torn postage stamp and a recipe for removing freckles and the door key and one of Ella Wheeler Wilcox's poems, a piece of gum and a plugged Canadian quarter in her pocket-book, it's no sign that she doesn't really want the kind of oxfords she asks you for—when she says, "I want a pair of

## Gloris Oxfords

and Miss So-and-So got a real stylish pair for \$2.50, it's your cue to give her just what she asks for. Gloris Oxfords were made for that woman and she knows it. Gloris Oxfords are shipped same day your order is received—no waiting to make up sizes.

### HEROLD-BERTSCH SHOE CO.

Makers of the Famous

H B Hard Pan and

The Bertsch Shoe Lines

Grand Rapids, Michigan





**HARDLY WORTH WHILE.****The Good Roads Convention Held Here Last Week.**

The Good Roads convention held in this city last week was hardly worth while. The attendance was 100 or more, which may be regarded as good. There was a notable array of speakers on the programme and most of them responded. But when it came to learning anything or to the matter of new enthusiasm the meeting was a distinct disappointment. State aid, national aid and convict labor in road building were discussed, but how to build good roads, how to make a little money go a long way, were not mentioned. There ought to be a good field in Michigan for a live, active, progressive and aggressive good roads association. There is much work such an association could do in awakening public interest and for the education of road masters and commissioners. The meeting last week seemed designed, however, to show how an excellent opportunity could be missed. The speeches were all offhand and superficial. Not a carefully thought-out paper was read. Not an experience was related. No useful information was imparted. It was, as far as practical results were concerned, a wasted effort.

To make conventions of this character of value to those who attend there should be good papers, not mere talks, by expert road builders. Those who have had practical experience as pathmasters or commissioners should tell what they have done and how, and then there should be demonstrations of road building methods. An ideal programme could easily have been arranged for the meeting last week and the Grand Rapids good roads district has about fifteen miles of good road that could have been used as illustrations.

One of the interesting figures in the convention was Patrick Henry Kelley, and what made the speech he made notable was its tone of conservatism and apparent responsibility. Usually when candidates for office attend meetings which represent popular ideas they are generally tolerably free in endorsing and promising and correspondingly slow in calling attention to obstacles. Mr. Kelley expressed his cordial approval of the good roads movement, but he took occasion to call attention to the stern fact that good roads cost money and that many miles of good roads could not be built without making a difference in the taxes. He reminded the convention that we are all fadists, and each fadist wants more money to promote his particular fancy. Some want more money for the asylums, some want more for forestry or for the fisheries, for education or for good roads. Each cause may be worthy, but if all demands were met there would be no end to the amount of money that would be required. The taxes this year amount to about \$4,500,000, and Mr. Kelley predicted that never again would they be below the \$5,000,000 mark. The State is growing in population, re-

sources and wealth and can afford to pay, but in advising caution and conservatism Mr. Kelley talked just as though he were already Governor of the State or was sure of being Governor.

Governor Warner told of what had been accomplished in road building by State aid during his administration. The first year State aid was allowed the appropriation was \$25,000; this year the expenditure will be nearly \$200,000. He interpreted this as the best possible sign of the growing interest in good roads, and he predicted that the demands upon the fund would continue to grow. Horatio S. Earle thought the State should expend \$750,000 a year for good roads, but after the meeting Governor Warner said this was nonsense, unless the State went into road building on its own account, which, of course, it will not do. The State now allows \$500 a mile reward for every mile built, and this pulls only \$200,000 out of the treasury. The time may come with the growing interest in good roads when \$750,000 will be called for, but that time has not yet arrived.

Governor Warner is a good man to meet and know. He is serving the last of six years in office, the only executive to have served so long continuously, and during his three terms he has acquired a wonderfully intimate knowledge of the State, its resources and its affairs. He can give offhand facts and figures without end in regard to the State institutions. He knows without looking them up what laws have been enacted. He knows men of affairs in every corner of the State. Nor is his knowledge confined to State affairs or to men. He knows the natural resources of the State, where located and what they are worth. He is familiar with soil and climatic conditions and principal products of every county, and has a wide acquaintance with the industrial conditions. During his three terms Governor Warner has made a study of all these things and the information he has acquired is comprehensive and accurate.

Governor Warner's term will expire with the present year, which means he has a little more than seven months to serve. When he steps out it is his present design to take a long vacation trip, probably in the South, and then he will go to work. He has a string of cheese factories in the eastern part of the State. He has a big farm in Oakland county. He has a sheep ranch in the northern part of the State. He has banking interests in Pontiac and Detroit. There is no danger that Governor Warner will suffer from ennui when he no longer has official duties to perform. And, besides, it is not at all certain that he will entirely quit the political game. There have been intimations that he would like to see himself garbed in the senatorial toga.

According to Governor Warner, and he certainly is in a position to know, there has been little growth in the cheesemaking industry in re-

cent years. The butter interests have been growing rapidly, but cheesemaking is at a standstill. The reason for this he says is local conditions, the difficulty in accumulating enough milk for a successful cheese factory. For butter cream is used and the small bulk of cream makes it possible to gather the cream in an area of twenty-five miles or more. Milk for the cheese factory, however, is another problem. Cream means gallons, while milk represents barrels, and the Michigan farmers appear to be slow in solving the question of transportation. In Wisconsin, however, both the butter and the cheese interests have grown rapidly—much more rapidly than in Michigan.

**Some Big Chain Cables.**

Some of the biggest, if not the biggest, chain cables in the world are those made in South Wales for certain new quadruple-screw turbine Atlantic liners.

The iron bar used in making the links is three and three-quarter inches

in diameter at the smallest part. Each link is about twenty-two and a quarter inches long, and weighs about 160 pounds.

When tested for strength, the breaking stress of 265.7 tons required by law, instead of fracturing these gigantic links, simply elongated them about one inch. With the highest stress that the testing-machine could give, about 370 tons, the links showed no signs of cracks.

**WALTER SHANKLAND & CO.**  
85 CAMPAU ST., GRAND RAPIDS, MICH.

Mich. State Sales Agents for  
**The American Gas Mach. Co.**  
Albert Lea, Minn.

**Acorn Brass Mfg. Co.**  
Chicago

Makes Gasoline Lighting Systems and  
Everything of Metal

# IMPORTANT

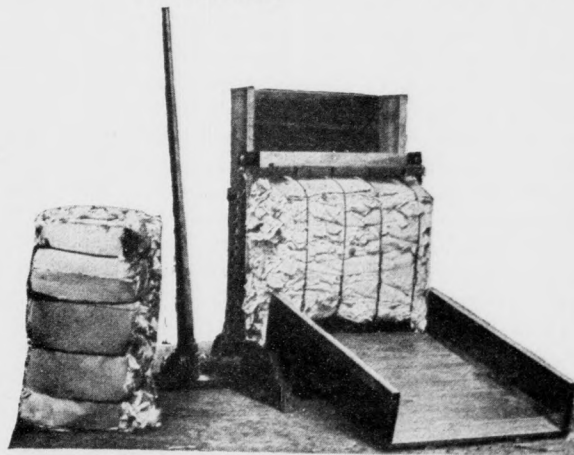
- † YOUR success in business depends almost entirely on the **QUALITY** of the goods you handle. Unless you supply your customers with articles that give them perfect satisfaction, sooner or later you will have to drop out of the game.
  - † If Mr. Smith came into your store and bought from you a Trunk, Suit Case or Bag, could you, with perfect self-assurance, say to him, "That Bag is going to give you satisfaction as long as you have occasion to use it?"
  - † If you weren't sure, then why tamper with an inferior class of goods? Be consistent. Buy a line that is **GUARANTEED** to net YOU the most profit, and give your customers unlimited satisfaction.
- Right Now Drop Us a Postal Card for Catalog 25**
- † It will show to you a line of Trunks, Suit Cases and Bags that is **GUARANTEED TO PROVE TO YOUR CUSTOMERS THEY GOT THEIR MONEY'S WORTH FROM YOU.** Wouldn't it be "worth while?"

**Brown & Sehler Co., Grand Rapids, Mich.**

## New Invention Just Out

Something to Make Every Pound of Your Waste Paper Bring You Good Dollars

The  
Handy  
Press



Increases the profit of the merchant from the day it is introduced. Price, \$40 f. o. b. Grand Rapids. Send for illustrated catalogue.

Handy Press Co.

263 So. Ionia St.

Grand Rapids, Mich.



## TALE OF TWO CITIES.

## How Grand Haven and Muskegon Handled a Cannon.

Written for the Tradesman.

Capt. "Bob" Finch, a veteran of the civil war and a retired lake captain, has been for several years a resident of Grand Rapids. Captain "Bob" was for many years in the employ of White & Friant in their lumber and logging operations and is a prominent figure in the river and camp stories of Stewart Edward White. In his early manhood Capt. "Bob" lived in Grand Haven and was well-known on account of his participation in athletic sports. He belonged to Capt. T. Stewart White's famous nine of ball players, and assisted in winning many stoutly contested victories. Between the cities of Muskegon and Grand Haven there always has and always will exist the keenest rivalry. Grand Haven boasts that its harbor is accessible to sailor men all the year around. Muskegon admits that Grand Haven possesses a sufficient volume of water to locate a few light draft vessels, but claims that her own landlocked harbor is large enough to accommodate all the shipping on the Great Lakes.

About forty years ago the citizens of both of these ambitious towns decided to celebrate the Fourth of July. To give the day the proper send-off, it was determined to engage cannon from Kalamazoo, with which to fire salutes. For some unexplained reason, delay occurred in shipping the pieces, but a few hours before the glorious day was due, it was reported that a cannon had been received at Ferrysburg. The year which this item was created antedated the opening of railroad communication between the two cities, the stage and boat lines alone furnishing the necessary transportation to travelers. Very soon after the cannon had been received it disappeared and the people of Grand Haven concluded that their gun, which it was later ascertained, had not been shipped from Kalamazoo, had been stolen. A rescue party, of which Captain "Bob" was a member, was organized and a courier, dispatched to Muskegon soon located the gun at a livery stable in that city. On the night of July 3 the tug Tempest, owned by White & Friant, left her dock at Grand Haven and steamed quietly to Muskegon. The Tempest was of the latest style in construction and equipment and very quiet when in motion, while an old style tug made more noise than a freight train and three locomotives. The Tempest was tied up at Beidler's dock, on arriving at Muskegon, and those of the rescuing party who could not be accommodated with lodging on board sought quarters at the National Hotel, on the corner of Western avenue and Pine street, near Merrill's livery stable, where the gun was housed. At 4 o'clock on the morning of July 4, the Tempest left Beidler's dock and ran up the lake to the dock of Ryerson, Hills & Co., backing her stern against the dock so as to permit the landing of the gun quickly. At the same moment, the rescue party appeared with the cannon, which

was taken on board without a hitch and the Tempest started for Grand Haven. Before the boat had cleared Muskegon Lake, the people of Muskegon learned of their loss and dispatched mounted men to Whitehall, Grand Haven and other near-by points to locate the gun. When the man riding to Grand Haven arrived at Ferrysburg, he heard the cannon boom, announcing the success of the expedition and the breaking of the natal day. Returning to Muskegon, the courier informed the celebration committee of his discovery, when an indignation meeting was held and a resolution passed to recover the gun even if it should be necessary to wipe Grand Haven off the map. The steamer Laketon was chartered and a crowd of armed men assembled preparatory to embarking for the expedition. After much persuasion the men were induced to lay aside their firearms and nothing more dangerous than heavy canes were taken on board. The Laketon made the run to Grand Haven in less than an hour and when she arrived at dock, the ring leader announced to the citizens assembled the purpose of the invaders.

"We have come after our gun."

"Why don't you take it?" Grand Haven's spokesman responded.

"Where is it?" Muskegon enquired.

"On the hill. We are through with it and will help you load it," Grand Haven responded.

All hands assisted in loading the gun on the Laketon, and Grand Haven, as a peace offering, placed two kegs of beer beside it, and on account of the inability to obtain glasses, an article sometimes found in a bed chamber served for drinking purposes, in the absence of anything better.

The ill-will which had existed in the two cities toward each other grew into hatred, and Capt. "Bob" said it was not safe for a Grand Haven boy to appear on the streets of Muskegon unprepared for a fight. Whenever Grand Haven hired a cannon in later years to be used in announcing the opening of "the day we celebrate," the fire department and a picked body of athletes were employed to protect it against the revengeful patriots of Muskegon.

Arthur S. White.

## According to Size.

A certain Boston gentleman, wishing to take his family to the country last summer, visited a small farm with a view to renting it.

Everything was to his liking and negotiations were about to be completed, when the question of renting also the farmer's cow came up. She was an excellent animal, the farmer declared, and even after feeding her calf she would give eight quarts of milk a day.

"Eight quarts a day!" exclaimed the Boston gentleman. "That is more than my whole family could possibly use."

Then suddenly observing the calf following its mother about the yard, he added:

"I'll tell you what I'll do. I'll hire the small cow. She looks just about our size."

## Improve Your Talents as a Salesman.

You must, of course, know your stock of goods—but yourself—how about that factor in the problem?

You will never do yourself justice as a salesman until in cold blood you have taken stock of yourself. Take pencil and paper to-day and write down in the minus and plus columns your good and bad points as a salesman.

Why? Because you ought to use your good points to the limit, and begin a systematic campaign on overcoming your faults.

Are you industrious, optimistic, thorough, quick, observant, patient, always courteous, tactful, clear in expressing your thoughts, able to concentrate?

Do you always keep your temper, talk too much or too little?

Do you gossip, exaggerate or bluff?

Are you loyal to the house?

About your health: Can you improve it? Are you sleeping enough? Do you eat sensibly? Do you exercise regularly?

Let's be brutally frank and talk about personal appearance. Are you as immaculately clean as your job will allow your hands and nails, clothes and shoes to be?

I'm not preaching. This is a chat about an inventory which I take myself periodically, and I never do it without finding that I must keep building up where my defenses have fallen away.

## Get in the Lead! Don't be a Follower!

Be the first to get for your store the finished product of expert and up-to-date milling in the most complete and modern mill in Michigan today. You sell

## New Perfection

"The Faultless Flour"

and let the other fellow trail behind. Write us today for prices.

WATSON & FROST CO., Makers  
Grand Rapids, Mich.

## What Is the Good

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

Tradesman Company  
Grand Rapids



### How To Make an Inexpensive Flashing Electric Sign.

We stand and look on the works of art from the modern signmakers' shop and wish and wish again that we might have something of that sort at home without the extreme cost of these elaborate affairs. Aside from the fact that many shoe manufacturers furnish splendid flashing signs with certain of their goods the idea is usually given up as being beyond their reach. This need not be, as the following plans will show that a really good and serviceable electric sign may be made with materials within the reach of anyone and for only a few cents' cost. We show two methods of making this and there is no limit to the possibilities:

Take a good solid shoe case and remove the cover. Renail all the corners and cover it carefully with oilcloth if it is to be exposed to the weather. A coat of dark paint over this oilcloth will make it nearly waterproof. Set a pane of glass in a wooden frame which will just fit inside the shoe case. We say inside because if it is fitted outside the water and snow will trickle through and spoil the sign. It should set in about an inch from the edge, bearing against four blocks which prevent its going farther into the case.

Of course it is easily seen that anything painted on this glass would show brilliantly when a light was placed behind it, but as many can not paint nor letter on glass some other plan must be devised for the sign. Blue print cloth is highly acceptable for this use and costs but a trifle. If you want an elaborate sign in colors, take this material to your sign painter and let him paint the design desired thereon with transparent colors. But if you want to use this sign for an announcement of special sales and special lots purchase one of those brass stencil outfits and trace the letters on the blue print cloth as you desire. Then go over them with Letterine or other sign paint and you have a fine transparency that will stand the weather and that will give splendid prominence to anything you may print on it. Electric light is of course desirable, but one or more kerosene lamps may be used if you have not electricity. Gas can be used by piping it in from your store, but the cost is usually excessive and the results are no better than with oil.

The elaborateness of the display depends on the amount of money you care to spend. You may have the signs lettered in colors or you may build a special box in the form of some special trade-mark you wish to exploit. This can be done provided you are a good carpenter, but try out the simple plan first and then have a suitable and more substantial box made if you prefer it. Of course it is only necessary to change the blue print cloth when a new sign or new wording is desired.

In these sections these flashing electric bulbs can be bought and thus you will have a perfect flashing sign at a very minimum cost. A sign such as we have suggested in its simplest form can be produced complete without lights for less than 75 cents and

electric bulbs will cost only a trifle more.

### Is the Sun on Fire?

The sun is on fire, thinks the new science. A glowing body is giving out energy, and if it continues to glow the energy must be supplied in some way. The burning flames get it from the energy of chemical combination. In the electric glow lamp it is supplied by the current.

Where does it come from in the sun? Surrounding the glowing mass of the sun is a brilliant surface from which arises a radiation unparalleled by that emitted from any terrestrial source. This surface layer is infinitesimal compared with the diameter of the sun, so thin that it is continually being broken by those periodic outbursts of solar storms which are termed sun spots. Many characteristics suggest that this surface is the seat of chemical action. More especially this can be inferred when a sun spot is subsiding. The cavity is then bridged suddenly in a way that suggests a colossal flame shooting across the abyss.

Observation and imagination, unhampered by scientific theories, suggest that the sun is surrounded by a surface of flame. If the whole sun were burning coal its heat would be exhausted in a few thousands of years. But it seems not improbable that the action is not between molecules or intermolecular, but between atoms, or interatomic. Instead of chemical action it has been called metachemical.

Recent discoveries in radio activity have made it probable that in certain cases this alteration in evolution of one element into another is going on before our eyes and that when the change occurs it is accompanied by an unparalleled output of energy. In the sun we have an enormous material mass at a colossal and unknown temperature. The greater part of this is in comparative equilibrium as to temperature and then no metachemical change would be expected. The critical temperature of this or that element would be passed and the matter would assume stabler form at the altered temperature.

In so doing energy is set free so that the surface of interatomic change would be the active surface of radiation. There would be a continual circulation of matter from the interior of the sun into and out of the plastospheric layer. Every known characteristic of the plastosphere could then be explained, its position, chemical activity, intense radiation, its appearance at a certain stage of stellar evolution, its flamelike structure, its enormous temperature. On the metachemical theory of its origin it has been described as a super-flame.

If the honest people in the churches knew the people outside as well as the people outside know the humbugs, it would make a lot of difference.

The leaders are those who work hardest when they do not have to work at all.

## Michigan, Ohio And Indiana Merchants

have money to pay for what they want. They have customers with as great a purchasing power per capita as any other state. Are you getting all the business you want? The Tradesman can "put you next" to more possible buyers than any other medium published. The dealers of Michigan, Ohio and Indiana

## Have The Money

and they are willing to spend it. If you want it, put your advertisement in the Tradesman and tell your story. If it is a good one and your goods have merit, our subscribers are ready to buy. We can not sell your goods, but we can introduce you to our people, then it is up to you. We can help you. Use the Tradesman, use it right, and you can not fall down on results. Give us a chance.





### "I Can Get Along Without It."

"Mr. Blank, you tell me you 'can get along without' my line. That sounds to me like a tacit admission of your interest in it, and your desire to buy if you were only convinced of the economy or practical sense of such a measure. We usually apply that phrase, 'I can get along without it,' to things which we would like to have, but which we are forced to regard as an unwarrantable indulgence. The words imply a measure of self-denial.

"Now I am here to show you, not how fine my goods are (that you can see for yourself), but how much profit there is in them for you. The economy of your business will be best served by your installing them. How do I know this? I know it by the number of re-orders which my customers have turned in voluntarily within the last six months. Surely they have made a handsome profit on the goods, or they would not, of their own accord, send in two and sometimes three re-orders in the season.

"There isn't a doubt in my mind that any of these customers could have 'got along' without this line. If they had denied it to themselves and denied themselves as well the profits that have accrued to them from it, they would still have been in business; but they would not be so well satisfied as they are at present with the results of their business.

"If we are going to get along with just the things we couldn't get along without, there wouldn't be any stores or houses. The Indians did not have these conveniences and thousands of others which are important in our modern life, but still they managed to get along. Now-a-days it is not the things we can get along without, it is how far ahead of the other fellow we can get with the things that will help us to get there.

"If your customers were to take the same attitude and to say to themselves: 'Well, I can get along without this new thing or that,' what effect would such a line of reasoning have on your business? Wouldn't your customers be denying themselves many advantages within their reach?

"The stock which you carry indicates your commercial standing just as a man's clothes indicate his social standing and degree of prosperity. You can get along without this new, stylish, up-to-date stock that people like to look at and like to buy, but isn't it your duty to yourself, Mr. Blank, and to your customers to install the best goods obtainable in your store—to be thoroughly progressive and modern in all the departments you handle? It is desirable

that people should class you as prosperous and enjoying a prosperous trade. Isn't it a matter of policy as well as a matter of pride to buy not only the things which you can not do without but also the things which you can do well with?

"If all the different kinds of things that the public buys for any purpose whatever could be assembled in a great heap, how large a part of that mass would contain things which people buy because they can not get along without them? It would be a small percentage of the whole. The great bulk of that heap would contain things which people could live without, but which they feel better, more prosperous, more progressive for having, and are therefore willing to pay their money to own. There is more profit in catering to the tastes and conveniences of a man than there is in catering alone to his bare necessities. His necessities are soon supplied, but his tastes are an insatiable appetite; and he is always willing to spend money for conveniences which will facilitate him in making more money, or preparing to make more money.

"There is profit in this line, because it sells readily; it sells readily because it pleases people who won't want to get along without it, once it has been brought to their attention. Don't practice useless or ill-advised self-denial, Mr. Blank. Your competitors, and not your business, will be benefited if you do. Unquestionably, you can manage to 'get along without' this line and without the increased profits which it would bring you. But surely it is better wisdom to take the line and the profits, too." J. C. M.

### "I Can Buy at Second Hand Much Cheaper."

If you are selling any sort of article, from a book to a hand car, direct to the user, you will often encounter an objection from your prospect to the effect that he thinks he can buy just as good an article at second hand and save money. As a matter of fact, it is usually poor economy to buy at second hand. The argument with which I overcame this objection while selling sewing machines is adaptable in selling articles of many other kinds. This is the argument:

"No doubt you could, Madam, get a second hand sewing machine for less money than the new, complete, modern and improved machine which I offer you.

"It's a fact that the second hand machine would cost you less money to start with. But why do you suppose

the person from whom you expect to buy one at second hand would be willing to sell it? She probably wants to get a little money on it to apply on the purchase of a new and up-to-date model. She isn't satisfied with her old one any more. She has seen the new machines with their improved attachments and can not feel comfortable until she has one. That's the reason she will want to palm her old machine off on you, so as to make the old one help out toward getting a new and better one.

"Of course you will have a machine—and she'll have one that is better than yours.

"A new machine will work more easily and turn out a greater quantity of work and finer work. If you are sewing for a living you will find that the time you save by having a new and rapid machine—one that does not get out of order and cause endless outlays for repairs—and the higher prices you can get for extra fine work, will amount in a little while to enough to cover its entire cost.

"Machines can be compared to clerks in an office: one of the clerks is drawing \$50 a week, and of course he costs his employer more than the one who is drawing \$15. But you can be sure that the expensive fellow works enough better and gets enough more results to make up the difference and more, too. He is not so apt to get fired as the cheap employee—you know that men in small positions oftener lose their places than the high salaried men do. That is just the way with a good machine: even if it does seem expensive, it will more than pay for its cost. If you bought a second hand, worn-out, inefficient machine you'd soon conclude that what little money you had put into it had been wasted." B. W.

### "I Will Wait Until My Business Improves."

"Mr. Blank, you tell me you like my line, and will be ready to buy it as soon as your business improves. I am much obliged for your kind opinion about my line, but I think you have overlooked one point: It is a business-bringer—not an extravagance to be afforded at some future time when you are well enough off to gratify expensive wishes.

"You say that the goods I sell are satisfactory in every particular, and well worth the money. Thanks. But let me tell you that they are not worth a rush to you unless they are a means to the end of improving your business by bringing custom into your store. If they can do this—and they can—they are worth everything to you now.

"If business needs to be improved there's only one thing that will do it, and that is—sales. The goods that will sell fast, and at a liberal profit, are the best means you can adopt for improving business conditions.

"Let me tell you a little story which I think illustrates my point: There was a man I knew who could never get up nerve enough to give his very naughty little boy a licking. No matter how many windows the boy broke,

or how many cats he threw down the well, or how often he blacked his sister's eye, the old man would crawl out of licking him by saying that Johnny was too little; he guessed he would wait until he got bigger when it wouldn't hurt him so much, and then give him one terrible thrashing to pay off all old scores.

"Well, that boy kept growing older and no better, and yet the old man never got at it. He was tender hearted and thought he'd wait until Johnny was more experienced and then maybe he'd 'know better' of his own accord.

"Johnny got experienced fast enough. But it wasn't just the sort of experience that his father had figured on. After he'd forged the old man's check he was sufficiently experienced in pistol practice to shoot and kill the policeman who tried to arrest him. Johnny is doing life sentence now. I expect if the old man had to do it over he'd lick the youngster into a state of regular blessed-

## Hotel Cody

Grand Rapids, Mich.

A. B. GARDNER, 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.

It may be a little out of your way to

## Hotel Livingston

Grand Rapids, Mich.

but we went a little out of our way to make our Sunday dinners the meals "par excellence."

## The Breslin

Absolutely Fireproof

Broadway, Corner of 29th Street

Most convenient hotel to all Subways and Depots. Rooms \$1.50 per day and upwards with use of baths. Rooms \$2.50 per day and upwards with private bath. Best Restaurant in New York City with Club Breakfast and the world famous

"CAFE ELYSEE"

NEW YORK



ness. Maybe the boy would grow up and be a credit to his family then.

"Now you're waiting for your business to improve before you give it the stimulus it needs before it will improve. I infer that if you won't buy my line until business has swung round and is all that you want it to be you won't buy other men's lines for the same reason. You are deferring the correction which any business needs, just as Johnny did, when it is not all that it should be. By and by it will be too late. People will begin to say, after a while, that your competitors have newer and more attractive goods. Business never will improve under these conditions.

"Aren't you sparing the rod and spoiling the child in this case, Mr. Blank? By economizing in the matter of a little profitable outlay now aren't you endangering the future of your business?" D. C. H.

#### Will Force Hotels To Provide Better Fire Protection.

Indianapolis, May 17—The United Commercial Travelers of Indiana will pass some strong resolutions regarding the regulation of fire escapes to hotels at their annual State convention which meets at Vincennes May 20-21.

The Commercial Travelers' League, composed of two members from each of the different travelers' associations of the State, will present to the convention a set of resolutions which will ask that the control of the fire escapes be taken from the fire chief of each city and placed in the hands of the State Factory Inspector.

Charles Howland, President of the League, and a committee have been working on the problem of better fire escape facilities, and the resolutions when adopted by the different State organizations will be presented before the next General Assembly, and a change in the law will be asked.

"The question of a better protection from fire is one of great importance to the traveling men of the State," said John Gardner, "and it must be taken from the influence of local political conditions before the commercial men of the State will get just what is needed in that direction.

"When the matter of fire protection and safeguards is left to the chief of the fire department of any city, it is largely affected by the political conditions of the town, and if we can get the matter placed in the hands of the State Inspector there will be a certain and uniform change.

"Many of the hotels of the State have complied with the present law and placed ropes and other means of escape in all rooms above the second floor, but there are many cases in the State where the equipment is very meager, and these conditions will continue until the control is placed in the hands of the State officer."

Indianapolis Council No. 4 U. C. T., is making extensive preparations to attend the State convention at Vincennes, and the delegation will make the trip in a special car. It is stated that at least 100 members of the Council will attend the convention.

Council No. 4 has 556 members, six of whom were initiated Saturday

night at 320 North Meridian street. The Council is planning to begin a campaign for membership beginning Sept. 1, and expects to increase its number to 1,000 before Christmas.

The employment committee of the Commercial Travelers' Association has sent letters to all the jobbers and manufacturers in Indiana asking their co-operation in furnishing employment to the members of the Association. The letter requests that those needing men will notify the Secretary of the Association. Secretary Rhodehamel says that a large number of the manufacturers and jobbers have responded to the letter and that the Association will not only furnish employment to the traveling men, but also to housemen, buyers, credit men and office men.

The Commercial Travelers' Association, the oldest organization of its kind in the West, began its thirty-sixth year last February. The organization has taken in seventy-five members since the first of the year and the board is planning to begin a campaign for 300 new members during the summer. The board of directors, accompanied by Secretary Rhodehamel and Dr. C. E. Day visited Lafayette a few days ago and passed on a class of twelve. A visit will be made to Terre Haute during this week and in a short time the board expects to make a canvass of all the larger cities of the State.

John Jenner, commonly known as "Old Cyclone," entertained a delegation of C. T. A. from Indianapolis at Lafayette last week and everybody expressed themselves as having a good time.

Arthur Fletcher, of Council No. 4 U. C. T., says that he uses all his spare money to buy neckties. He also accuses Pete Frone of taking them as fast as he makes the purchases.

Alexander Rumpel returned a few days ago from a visit in Arizona where he had been looking after his interest in copper mines. Mr. Rumpel promises the boys about the clubs that he will be a millionaire inside of two years unless he is swallowed up by the copper trust.

Frank Slavin, candidate for Sheriff, visited Castle Hall U. C. T., last Saturday night in the interest of his candidacy. He told "the boys" that if he is nominated he will give them a possum supper in the county jail.

#### Gripsack Brigade.

A Benton Harbor correspondent writes as follows: L. Leo Bausake, who has been connected with the Kidd, Dater & Price Co., of this city, made his first trip out of the Benton Harbor office of the Washburn-Crosby Co. this week. The company is opening new territory, which necessitates the additional salesman.

A Pontiac correspondent writes: M. J. Hallinan will on June 1 become manager and city salesman for the wholesale department of J. L. Marcero & Co. Mr. Hallinan was formerly purchasing agent and Vice-President of the Pontiac Buggy Co. and enjoyed close business and social relations with the late E. M. Murphy. The business of J. L. Marcero & Co.

was established in a small way in 1900 by J. L. Marcero and has expanded to such an extent within the last few years that a branch was started in Detroit in 1909 to facilitate shipping and to reach points in the State not accessible from Pontiac. Mr. Marcero divides his attention between the local house and the Detroit branch. Starting from a purely local business this concern has grown until it now has six traveling salesmen who cover every important and many lesser towns in Michigan, also Toledo and Sandusky.

Lloyd M. Mills, who traveled for the Hazeltine & Perkins Drug Co. about thirty years prior to locating at Portland, Oregon, at the beginning of the year, in the course of a personal letter to the editor of the Tradesman gives the following facts of interest to his numerous friends in Western and Northern Michigan: "I am just in receipt of the invitation to the Home Coming next August and only wish I had been out here longer so I could feel justified in taking a trip back to good old Grand Rapids, as it will always seem good to me. We have had rather a strenuous introduction to Oregon, as first you know our household goods were badly damaged in a wreck in transit, then Marcellus had a siege of the measles, then Rae's little 4-year-old daughter took them and Mrs. Mills, worn out in caring for them, came down with a severe case of erysipelas and nervous prostration and was in St. Vincent's Hospital for three weeks, but is now convalescing at her sister's home here in town, to be near her physician, but all the others are well now and I have kept very well all the time and am very busy, as Wayne and I are building. Then Mr. Shepard and I have bought an eighty acre ranch thirty-five miles down the river and have put out a part to fruit trees and planted potatoes between, and I have to run out there once a week or so, and I am Secretary of two land companies, so you can see I have no time to kill. I have lost about fifteen pounds around my waist and feel better for it and my hair is growing out on my bald head. Our business was good in January, but poor in February and March, but April and May have been excellent. We have just organized a new company of six and purchased 106 acres alongside of Whitwood Court, and platted it into one to five acre tracts for fine, suburban homes for people who have horses or automobiles. It lies between two splendid macadamized roads, about six miles from the center of this city. One road to it runs along the river and the other climbs to the top of the high range of hills running parallel with the river, giving a splendid view for a long distance. Mr. Shepard is President and I am Secretary and we run a seven passenger car out twice each pleasant day. We call it Willalatin Park, as it lies between the Willamette and Tuolatin Rivers."

No man will have much trouble with his faith if he reserves its problems for the time left over after living its precepts.

#### Detroit Wholesalers To Visit Upper Peninsula.

Detroit, May 17—More than 250 persons have thus far signified their intention of taking part in the excursion to the Upper Peninsula under the auspices of the Wholesalers and Manufacturers' Association. Ladies are included.

The itinerary covers three hours at Mackinac for drives about the island, and side trips to some of the famous copper mines have also been arranged for. Among the other features will be two daylight rides through the St. Mary's River, view of the picture rocks by daylight and the Portage by daylight.

Memorial day services will be held aboard the Octorara. The boat will start the trip on Wednesday, May 25, at 3 o'clock. Comet parties will be one of the features of the trip. The schedule of the trip follows:

Arrive Sault Ste. Marie Thursday, May 26, 1 p. m.

Leave Sault Ste. Marie Thursday, May 26, 11 p. m.

Arrive Marquette Friday, May 27, 10 a. m.

Leave Marquette Saturday, May 28, 2 a. m.

Arrive Houghton Saturday, May 28, 10 a. m.

Leave Houghton Monday, May 30, 3 a. m.

Arrive Sault Ste. Marie Monday, May 30, 8 p. m.

Leave Sault Ste. Marie Tuesday, May 31, 3 a. m.

Arrive Mackinac Tuesday, May 31, 9 a. m.

Leave Mackinac Tuesday, May 31, 12 noon.

Arrive St. Ignace Tuesday, May 31, 1 p. m.

Leave St. Ignace Tuesday, May 31, 4 p. m.

Arrive Detroit Wednesday, June 1, 3 p. m.

#### Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, May 18—Creamery, fresh, 25@29c; dairy, fresh, 22@25c; poor to common, 20@22c.

Eggs—Strictly fresh, 21@22c.

Dressed Poultry—Iced fowls, 18@19c; old cocks, 14@15c; turkeys, 18@22c.

Live Poultry—Fowls, 18@18½c; broilers, 35@40c; old cocks, 14c; ducks, 18@20c; geese, 13@15c; turkeys, 15@18c.

Beans—Pea, hand-picked, \$2.30@2.35; red kidney, hand-picked, \$3@3.10; white kidney, hand-picked, \$2.75@2.90; marrow, \$2.85@2.90; medium, hand-picked, \$2.30@2.35.

Potatoes—25c per bu.

Rea & Witzig.

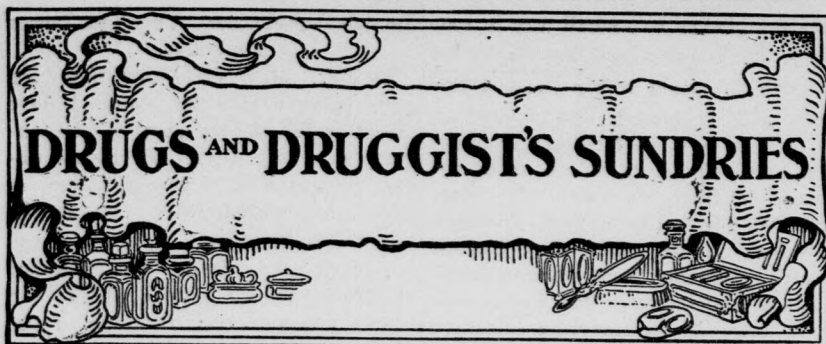
#### College Humor.

A freshman, meeting the colored janitor, indulged in a callow joke.

"Pretty near winter, William," he said, jovially. "The trees are getting nearly as black as you are."

"Dat's true, sah," and William surveyed the elm trees very thoughtfully. "Nature's wonderful, sah, no mistake. Come spring, dose trees'll be most as green as you is, sah."





**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 Retail Druggists' Association.**  
 President—C. A. Bugbee, Traverse City.  
 First Vice-President—Fred Brundage, Muskegon.  
 Second Vice-President—C. H. Jongejan, Grand Rapids.  
 Secretary—H. R. McDonald, Traverse City.  
 Treasurer—Henry Riechel, Grand Rapids.

**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—O. A. Fanchboner, Grand Rapids.  
 Secretary—E. E. Calkins, Ann Arbor.  
 Treasurer—Willis Leisenring, Pontiac.

#### Plan of Business Accounting Adapted To Druggists.

No two druggists have the same ideas of drug store book-keeping. Many have little or no record of what business they are doing. Some say, "I know from my bank account that I am making money. Why should I worry about book-keeping?"

I was interviewing a druggist recently who desired to sell out. He had run the entire business himself and had kept no record whatever of his daily sales, frequently not noting the reading of his cash register for months. The only information he could give a prospective buyer was that he had added so much new stock; had bought a good residence lot and had "lived well" since he had been in the business.

#### His Method of Accounting.

I manage one store and keep books for two stores, and have adopted many ideas of my own that make it possible to trace errors to the fellow who makes them. Each evening a slip such as the following is made from the cash register:

Cash sales .....	\$.....
Cash paid out.....	\$.....
Received on account.....	\$.....
Soda sales .....	\$.....
Date .....	

This slip, with all "charge," "paid-out" and "cash-on-account" slips, is enclosed in an ordinary envelope on which are typewritten:

Date .....	
Amount of credit sales.....	\$.....
Amount of cash sales.....	\$.....
Total .....	\$.....
Petty cash .....	\$.....
Cash on account .....	\$.....

#### Benefits of the System.

This envelope system does away with the day book and journal, thereby necessitating only a double-entry ledger, cash book and sales record. The consolidated sales record, published by the B. F. Wade Printing

Company, of Toledo, O., enables one to keep a very convenient record of sales. It is outlined for a five-year record; daily, weekly, monthly and yearly business can be readily compared with those of previous years.

The charge slips are entered directly on the ledger from the envelopes.

The cash-on-account slips are entered first on the cash book, then into the ledger.

On the left hand page of cash book, starting with the first of the month, appear first the date, then merchandise accounts and the amount of cash sales for that date, followed by whom paid and amount of each cash-on-account slip. On the right hand page of cash book appear the date, to whom paid and the amount of every check written for that month. The last entry represents the petty cash amount for the month. This side of the cash book when totaled gives to the cent the amount of money paid out of the store for the month.

In the ledger a page each should be devoted to the accounts of "merchandise," "petty cash" and the "proprietor." Go over the cash-paid-out page of the cash book and enter the items paid to or for the proprietor, personally, on the left hand side of his page in the ledger. On the right hand side of his account should appear his monthly salary. The proprietor should draw a stated monthly salary and other surplus money should be drawn as a dividend. The dividend entry should appear on both sides of his account. The petty cash item should be entered from the cash book to the petty cash account in the ledger.

On left hand side of the merchandise account in the ledger enter the total paid to the proprietor; the petty cash and the remainder of the cash paid out during the month. On the right hand side of the merchandise account enter from the sales record the amount of the cash sales and the amount of the credit sales separately for the month.

Attention should be given to dates, especially the year, and also to carrying the page numbers when entering from one book to another.

The loose-leaf ledger is the most convenient, as completed pages and dead accounts can be removed and filed elsewhere. All steady accounts are kept in the ledger, while small accounts of a few items or accounts of new customers are kept more handily on a simple account file, and can be removed easily when paid. When the new customer becomes a steady one the account can be transferred to the ledger.

#### Filing Charge Slips.

The envelopes previously mentioned containing the daily charge slips can be filed in a suitable box or bundled each month and marked with the proper month and year. Keeping the charge slips in this manner has been an invaluable aid in straightening out differences, as they can be traced directly to those who conducted the transaction. It is a splendid plan to make note on the sales slip each night whether or not the cash register is short or ahead, stating the amount. If a customer claims to have paid you so much on a certain date and you have no record of it, look up your sales slip for that date and see how your register stood. In this way we have usually proved the customer to be right in his assertion.

From the envelopes at the end of the month total the petty cash amounts and the cash-on-account amounts. Enter the petty cash in the cash book and provide a suitable space in the sales record for the amount of cash-on-account.

The monthly totals of cash-on-account and credit sales should be closely observed, and the latter not allowed to exceed the former to any great extent, or you will be going backward instead of forward. If a grand total of outstanding accounts be made from the ledger it is an easy matter each month to keep yourself informed as to its extent by merely adding the monthly credit sales and deducting the amount of cash on account.

My plan of accounting may be grossly criticised by expert bookkeepers. Many druggists, too, may be indifferent toward it. But I feel justified in taking the trouble, as it is a great satisfaction to know one's business affairs to the penny at all times.—Clyde P. Rice in Bulletin of Pharmacy.

#### Chemicals Used To Produce Colored Flame.

**Red Fire.**  
 Strontium nitrate ..... 20 parts.  
 Potassium chlorate ..... 10 parts.  
 Alcohol ..... 20 parts.  
 Water ..... 100 parts.

**Green Fire.**  
 I.  
 Barium chlorate ..... 20 parts.  
 Alcohol ..... 20 parts.  
 Water ..... 100 parts.

2.  
 Barium nitrate ..... 10 parts.  
 Potassium chlorate ..... 10 parts.  
 Alcohol ..... 20 parts.  
 Water ..... 100 parts.

**Blue Fire.**  
 I.  
 Potassium chlorate ..... 10 parts.  
 Copper chlorate ..... 20 parts.  
 Alcohol ..... 20 parts.  
 Water ..... 100 parts.

2.  
 Copper chlorate ..... 100 parts.  
 Copper nitrate ..... 50 parts.  
 Barium chlorate ..... 25 parts.  
 Potassium chlorate ..... 100 parts.  
 Water ..... 1000 parts.

#### Shall the Revision Committee Be Enlarged?

The Board of Trustees of the U. S. Pharmacopoeial convention will submit to the convention proposi-

tions to amend the by-laws as follows: To increase the number of members on the Committee of Revision, hereafter to be known as the "General Committee of Revision," from twenty-five to fifty, said General Committee of Revision to create from its own membership an Executive Committee of Revision of fifteen members, to have immediate charge of the work of revision and also to give to said General Committee of Revision certain advisory and supervisory powers over the work of the Executive Committee of Revision.

Three Michigan men have been honored by being included in the membership of a very important National Pharmaceutical Board, the purposes of which are being watched and encouraged by practically every progressive druggist in the country. The three are William E. Collins, of Owosso, member of the State Board of Pharmacy; Prof. J. O. Schlotterbeck, Dean of the Department of Pharmacy of the U. of M., and Harry B. Mason, of Detroit, editor of the Bulletin of Pharmacy. The Board consists of twenty-one members selected from all over the United States, and its aim is to prepare a plan for securing uniform requirements for graduation from pharmacy colleges and similar uniform requirements for the guidance of boards of pharmacy in the examination of candidates who desire pharmacist's papers.

#### Cemented Corks.

It is almost an hourly occurrence in the drug store to have corks in bottles become stuck or cemented and consequently break off. This is caused by putting the cork back into the bottle while the liquid is still in the neck. If after pouring from a bottle the bottle is allowed to stand a few minutes, to give the few drops of liquid in the neck time to run back, and then the cork is placed in the bottle again, it will rarely become stuck. If before placing the cork back into the bottle a damp rag is run around the inside of the neck it will also prevent the cork becoming cemented.

Shampoos and hair tonics containing explosive liquids are causing trouble practically the civilized world over. The United States Senate has recently passed a bill which is intended to absolutely prohibit the manufacture and sale of such preparations. If the House of Representatives looks at the matter in the same way this country will be the first to control by National legislation the sale of these dangerous preparations. The demand for hair tonics and shampoos is large and the range of substances used is great and there seems to be no real need of adding dangerous explosive ingredients to this class of preparations.

**Office Stationery**  
 LETTER, NOTE AND BILL HEADS  
 STATEMENTS, ENVELOPES, COUNTER BILLS.  
**TRADESMAN COMPANY,**  
 GRAND RAPIDS



WHOLESALE DRUG PRICE CURRENT

<b>Acidum</b>	
Aceticum	60@ 8
Benzolcum, Ger.	70@ 75
Boracic	12@ 12
Carbolicum	16@ 20
Citricum	45@ 50
Hydrochlor	3@ 5
Nitricum	8@ 10
Oxalicum	14@ 15
Phosphoricum, dil.	4@ 15
Salicylicum	44@ 47
Sulphuricum	14@ 15
Tannicum	75@ 85
Tartaricum	38@ 40
<b>Ammonia</b>	
Aqua, 18 deg.	4@ 6
Aqua, 20 deg.	6@ 8
Carbonas	13@ 15
Chloridum	12@ 14
<b>Aniline</b>	
Black	2 00@2 25
Brown	80@1 00
Red	45@ 50
Yellow	2 50@3 00
<b>Bacca</b>	
Cubebae 5	45@ 50
Junipers	8@ 10
Xanthoxylum	1 25@1 50
<b>Balsamum</b>	
Copaiba	65@ 75
Peru	1 90@2 00
Terabin, Canada	78@ 80
Tolutan	40@ 45
<b>Cortex</b>	
Abies Canadian	18
Cassia	20
Cinchona Flava	18
Buonymus atro.	60
Myrica Cerifera	20
Prunus Virgin.	15
Quillaja, gr'd.	15
Sassafras, po 25.	24
Ulmus	20
<b>Extractum</b>	
Glycyrrhiza, Gla.	24@ 30
Glycyrrhiza, po.	28@ 30
Haematox.	11@ 12
Haematox, is	13@ 14
Haematox, 1/2s	14@ 15
Haematox, 1/4s	16@ 17
<b>Ferru</b>	
Carbonate Precip.	15
Citrate and Quina	2 00
Citrate Soluble	55
Ferrocyanidum S	40
Solut. Chloride	15
Sulphate, com'l.	2
Sulphate, com'l, by	70
Sulphate, pure	7
<b>Flora</b>	
Arnica	20@ 25
Antemias	50@ 60
Matricaria	30@ 35
<b>Folia</b>	
Barosma	85@ 90
Cassia Acutifol.	15@ 20
Tinnevely	25@ 30
Cassia, Acutifol	25@ 30
Salvia officinalis,	18@ 20
1/2s and 1/4s	8@ 10
Uva Ursi	10
<b>Gummi</b>	
Acacia, 1st pkd.	4@ 65
Acacia, 2nd pkd.	4@ 45
Acacia, 3rd pkd.	4@ 35
Acacia, sifted sts.	4@ 18
Acacia, po	45@ 65
Aloe, Barb	22@ 25
Aloe, Cape	2@ 25
Aloe, Socotri	4@ 45
Ammoniac	55@ 60
Asafoetida	85@ 90
Benzoinum	50@ 55
Catechu, is	13@ 14
Catechu, 1/2s	14@ 16
Catechu, 1/4s	16@ 18
Camphorae	60@ 65
Euphorbium	40
Galbanum	10@ 10
Gamboge, po. 1	25@ 35
Gaultheria po 35	4@ 45
Kino, po 45c	4@ 45
Mastic	4@ 45
Myrrh, po 50	4@ 45
Opium	6 00@6 10
Shellac	45@ 55
Shellac, bleached	60@ 65
Tragacanth	70@1 00
<b>Herba</b>	
Absinthium	7 00@7 50
Eupatorium oz pk	20
Lobelia oz pk	20
Majorium oz pk	28
Mentha Pip. oz pk	23
Mentha Ver oz pk	25
Rue oz pk	39
Tanacetum, V.	22
Thymus V. oz pk	25
<b>Magnesia</b>	
Calcined, Pat.	55@ 60
Carbonate, Pat.	18@ 20
Carbonate, K-M.	18@ 20
Carbonate	18@ 20
<b>Oleum</b>	
Absinthium	6 50@7 00
Amygdalae Dulc.	75@ 85
Amygdalae, Ama	8 00@8 25
Anisi	1 90@2 00
Aurant Cortex	2 75@2 85
Bergamit	5@ 50
Caliput	85@ 90
Caryophylli	1 30@1 40
Cedar	50@ 60
Chenopadii	3 75@4 00
Cinnamoni	1 75@1 85
Conium Mac	80@ 90
Citronella	60@ 70
Copaiba	1 75@1 85
Cubebae	4 25@4 50
Erigeron	2 35@2 50
Evethithos	1 00@1 10
Gaultheria	4 80@5 00
Geranium oz	75
Gossippi Sem gal	70@ 75
Hedeoma	2 50@2 75
Junipera	40@1 20
Lavendula	90@3 00
Limonis	1 15@1 25
Mentha Piper	2 25@2 50
Mentha Verid	2 75@3 00
Morrhuae, gal.	2 00@2 75
Myrica	3 00@3 50
Olive	1 00@3 00
Picis Liquida	16@ 12
Picis Liquida gal.	40
Ricina	94@1 00
Rosae oz.	6 50@7 00
Rosmarini	1@ 100
Sabina	90@1 00
Santal	4@ 50
Sassafras	85@ 90
Sinapis, ess. oz.	40
Succini	40@ 45
Thyme, opt.	40@ 50
Thymobromas	15@ 20
Tigill	90@1 00
<b>Potassium</b>	
Bi-Carb	15@ 18
Bichromate	13@ 15
Bromide	25@ 30
Carb	12@ 15
Chlorate	12@ 14
Cyanide	30@ 40
Iodide	30@ 32
Potassa, Bitart pr	7@ 10
Potassa Nitras opt	6@ 8
Potassa Nitras	23@ 26
Prussiate	15@ 18
Sulphate po	15@ 18
<b>Radix</b>	
Aconitum	20@ 25
Althae	30@ 35
Anchusa	10@ 12
Arum po	2@ 25
Calamus	20@ 40
Gentiana po 15.	12@ 15
Glycyrrhiza pv 15	16@ 18
Hellebore, Alba	12@ 15
Hydrastis, Canada	2 50
Hydrastis, Can. po	2 60
Inula, po	18@ 22
Ipecac, po	2 00@2 10
Iris plox	35@ 40
Jalapa, pr.	65@ 70
Maranta, 1/4s	35
Podophyllum po	15@ 18
Rhei	75@1 00
Rhei, cut	1 00@1 25
Rhei, pv.	75@1 00
Sanguinaria, po 18	15
Scilla, po 45	20@ 25
Senega	85@ 90
Serpentaria	50@ 55
Smilax, M	25
Smilax, off's H.	48
Spigella	1 45@1 50
Symplocarpus	25
Valeriana Eng.	25
Valeriana, Ger.	15@ 20
Zingiber a	12@ 16
Zingiber j	25@ 28
<b>Semen</b>	
Anisum po 20	13@ 15
Apium (gravel's)	4@ 6
Cardamom	7@ 8
Cardamom po 15	70@ 80
Chenopodium	12@ 15
Coriandrum	12@ 14
Cydonium	75@1 00
Dipterix Odorate	2 50@2 75
Foeniculum	30
Foenugreek, po.	7@ 9
Lini	6@ 8
Lini, gr'd. bbl. 1/2	6@ 8
Lobelia	75@ 80
Pharlaris Cana'n	9@ 10
Rapa	5@ 6
Sinapis Alba	8@ 10
Sinapis Nigra	9@ 10
<b>Spiritus</b>	
Frument W. D. 2	00@2 50
Frument	1 25@1 50
Juniperis Co.	1 75@3 50
Juniperis Co O T	1 65@2 00
Saccharum N E	1 90@2 10
Spt Vini Galli	1 75@6 50
Vini Alba	1 25@2 00
Vini Oporto	1 25@2 00
<b>Sponges</b>	
Extra yellow sheeps'	wool carriage @ 1 25
Florida sheeps' wool	carriage 3 00@3 50
Grass sheeps' wool	carriage @ 1 25
Hard, slate use.	@ 1 00
Nassau sheeps' wool	carriage 3 50@3 75
Velvet extra sheeps'	wool carriage @ 2 00
Yellow Reef, for	slate use @ 1 40
<b>Syrups</b>	
Acacia	@ 50
Aurant Cortex	@ 50
Ferric Iod	@ 50
Ipecac	@ 50
Rhei Arom	@ 50
Smilax Om's	50@ 60
Senega	@ 50
Scilla	@ 50
Scilla Co.	@ 50
Tolutan	@ 50
Prunus virg	@ 50
Zingiber	@ 50
<b>Tinctures</b>	
Aloes	@ 60
Aloes & Myrrh.	@ 50
Anconitum Nap'sF	@ 50
Anconitum Nap'sR	@ 50
Arnica	@ 50
Asafoetida	@ 50
Atrope Belladonna	@ 50
Aurant Cortex	@ 50
Barosma	@ 50
Benzoin	@ 50
Benzoin Co.	@ 50
Cantharides	@ 50
Capsicum	@ 50
Cardamon	@ 50
Cardamon Co.	@ 50
Cassia Acutifol	@ 50
Cassia Acutifol Co	@ 50
Castor	1 00
Catechu	@ 50
Cinchona	@ 50
Cinchona Co.	@ 50
Columbia	@ 50
Cubebae	@ 50
Digitalis	@ 50
Ergot	@ 50
Ferri Chloridum	35
Gentian	@ 50
Gentian Co.	@ 50
Guaiac	@ 50
Guaiac ammon	@ 50
Hyoscyamus	@ 50
Iodine	75
Iodine, colorless	75
Kino	@ 50
Lobelia	@ 50
Myrrh	@ 50
Nux Vomica	@ 50
Opil	1 25
Opil, camphorated	1 00
Opil, deodorized	2 00
Quassia	@ 50
Rhatany	@ 50
Rhei	@ 50
Sanguinaria	@ 50
Serpentaria	@ 50
Stromonium	@ 50
Tolutan	@ 50
Valerian	@ 50
Veratrum Verde	@ 50
Zingiber	@ 50
<b>Miscellaneous</b>	
Aether, Spts Nit 3f 30@	35
Aether, Spts Nit 4f 34@	38
Alumen, gr'd po 7	3@ 4
Annatto	40@ 50
Antimoni, po	4@ 5
Antimoni et po T	40@ 50
Antifebrin	@ 20
Antipyrin	@ 25
Argenti Nitras oz	@ 62
Arsenicum	10@ 12
Balm Gilead buds	60@ 65
Bismuth S N	1 90@2 00
Calcium Chlor, is	@ 9
Calcium Chlor, 1/2s	@ 10
Calcium Chlor, 1/4s	@ 12
Cantharides, Rus.	@ 20
Capsici Fruc's af	@ 20
Capsici Fruc's po	@ 22
Cap'i Fruc's B po	@ 15
Carmine, No. 40	@ 45
Carphylus	20@ 22
Cassia ructus	@ 35
Cateacum	@ 35
Centraria	@ 10
Cera Alba	50@ 55
Cera Flava	40@ 42
Crocus	45@ 50
Chloroform	34@ 54
Chloral Hyd Crss 1	15@1 40
Chloro m Squibos	@ 90
Chondrus	20@ 25
Cinchonid'e Germ	35@ 48
Cinchonidine P-W	38@ 48
Cocaine	2 80@3 00
Corks list, less 75%	@ 45
Creosotum	@ 45
Creta bbl. 75	@ 5
Creta, prep.	@ 5
Creta, precip.	9@ 11
Creta, Kubra	@ 8
Cudbear	@ 28
Cupri Sulph	3@ 10
Dextrine	7@ 10
Emery, all Nos.	@ 8
Emery, po	@ 6
Ergota	60@ 65
Ether Sulph	35@ 40
Flake White	12@ 15
Galla	@ 30
Gambler	3@ 9
Gelatin, Cooper	@ 60
Gelatin, French	35@ 60
Glassware, fit boo 75%	
Less than box 70%	
Glue, brown	11@ 13
Glue, white	15@ 25
Glycerina	23@ 30
Grana Paradisi	@ 25
Humulus	35@ 60
Hydrarg Amm'o	@ 15
Hydrarg Ch. Mt	@ 90
Hydrarg Ch Cor	@ 90
Hydrarg Ox Ru'm	@ 100
Hydrarg Ungue'm	50@ 60
Hydrargyrum	@ 85
Ichthyobolla, Am.	90@1 00
Indigo	75@1 00
Iodine, Resubi	4 00@4 10
Iodoform	3 90@4 00
Liquor Arsen et	@ 25
Hydrarg Iod.	@ 25
Liq Potass Arsenit	10@ 12

Lupulin	@ 40	Rubia Tinctorum	12@ 14	Vanilla	9 00@10 00
Lycopodium	50@ 60	Saccharum La's	18@ 20	Zinci Sulph	7@ 10
Macis	65@ 70	Salacin	4 50@4 75	<b>Oils</b>	
Magnesia, Sulph.	3@ 5	Sanguis Drac's	40@ 50	Lard, extra	bbl. gal.
Mannia S. F.	75@ 85	Sapo, G	@ 15	Lard, No. 1	35@ 90
Menthol	3 15@3 35	Sapo, M	@ 10	Linseed, pure raw	80@ 85
Morphia, SP&W	3 55@3 80	Sapo, W	13@ 16	Linseed, boiled	81@ 86
Morphia, SNYQ	3 55@3 80	Seidlitz Mixture	20@ 22	Neat's-foot, w str	65@ 70
Morphia, Mal.	3 55@3 80	Sinapis	@ 18	Turpentine, bbl.	66@ 70
Moschus Canton	@ 40	Sinapis, opt.	@ 30	Turpentine, less	67
Myristica, No. 1	25@ 40	Snuff, Maccaboy,	@ 51	Whale, winter	70@ 76
Nux Vomica po 15	@ 10	De Voes	@ 51	<b>Paints</b>	
Os Sepia	35@ 40	Snuff, S'h DeVos	@ 51	Green, Paris	21@ 26
Pepsin Saac, H &	@ 1 00	Soda, Boras	5@ 10	Green, Peninsular	13@ 16
P D Co.	@ 1 00	Soda, Boras, po	5@ 10	Lead, red	71@ 8
Picis Liq N N 1/2	@ 2 00	Soda et Pot's Tart	25@ 28	Lead, white	72@ 8
Picis Liq qts	@ 1 00	Soda, Carb	1@ 2	Ochre, yel Ber 1 1/2	2
Picis Liq pints	@ 60	Soda, Bi-Carb	3@ 5	Ochre, yel Mars 1 1/2	2 @ 4
Pil Hydrarg po 80	@ 30	Soda, Ash	3@ 4	Putty, commer'l	2 1/2 @ 2 1/2
Piper Alba po 35	@ 13	Soda, Sulphas	@ 2	Putty, strict pr	2 1/2 @ 2 3/4
Piper Nigra po 22	@ 13	Spts. Cologne	@ 2 60	Red Venetian	1 1/2 @ 2 3/4
Pix Burgum	@ 8	Spts. Ether Co.	50@ 55	Shaker Prep'd	1 25@1 35
Plumbi Acet	12@ 15	Spts. Myrcia	@ 2 60	Vermillion, Eng.	75@ 80
Pulvis Ip'cet Opil 1	30@1 50	Spts. Vini Rect bbl	@	Vermillion Prime	@
Pyrethrum, bxs. H	@ 75	Spts. Vi'l Rect 1/2 b	@	American	13@ 15
& P D Co. doz.	@ 75	Spts. Vi'l R't 10 gl	@	Whiting Gliders	@ 95
Pyrethrum, pv.	20@ 25	Spts. Vi'l R't 5 gl	@	Whit'g Paris Am'r	@ 1 25
Quassia	8@ 10	Strychnia, Crystl 1	10@1 30	Whit'g Paris Eng.	@
Quina, N. Y.	17@ 27	Sulphur Subl	2@ 4	Whit'g Paris Am'r	@ 1 25
Quina, S. Ger.	17@ 27	Sulphur, Roll	2@ 3 1/2	Whit'g Paris Eng.	@
Quina, S P & W	17@ 27	Tamarinds	8@ 10	Whit'g Paris Am'r	@ 1 25
		Terebenth Venice	28@ 30	Whit'g Paris Eng.	@
		Thebromae	40@ 45	Whit'g Paris Am'r	@ 1 25

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## GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

## ADVANCED

## DECLINED

## Index to Markets

## By Columns

Col	A	B	C	D	F	G	H	J	L	M	N	O	P	R	T	V	W	Y
1	Ammonia	Baked Beans	Candies	Dried Fruits	Farinaceous Goods	Gelatine	Herbs	Jelly	Licorice	Matches	Nuts	Olives	Pipes	Rice	Tea	Vinegar	Wick	Yeast Cake
2	Axle Grease	Bath Brick	Canned Goods	Farinaceous Goods	Feed	Grain Bags	Hides and Pelts	Meat Extracts	Molasses	Mustard	Olives	Pickles	Playing Cards	Sal Soda	Sal Soda	Soap	Tomato	Yeast Cake
3	Brooms	Brushes	Catsup	Farinaceous Goods	Fishing Tackle	Flavoring Extracts	Flour	Flour	Flour	Flour	Flour	Flour	Flour	Flour	Flour	Flour	Flour	Flour
4	Butter Color	Butter Color	Butter Color	Butter Color	Butter Color	Butter Color	Butter Color	Butter Color	Butter Color	Butter Color	Butter Color	Butter Color	Butter Color	Butter Color	Butter Color	Butter Color	Butter Color	Butter Color
5	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa
6	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa
7	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa
8	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa
9	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa
10	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa	Cocoa

ARCTIC AMMONIA		Doz.
12 oz. ovals	2 doz. box.	.75
AXLE GREASE		
Frazer's		
1lb. wood boxes,	4 doz.	3 00
1lb. tin boxes,	3 doz.	2 35
3 1/2 lb. tin boxes,	2 doz.	4 25
10lb. pails,	per doz.	.6 00
15lb. pails,	per doz.	.7 20
25lb. pails,	per doz.	.12 00
BAKED BEANS		
1lb. can,	per doz.	.90
2lb. can,	per doz.	.1 40
3lb. can,	per doz.	.1 80
BATH BRICK		
American		.75
English		.85
BLUING		
Sawyer's Pepper Box		
		Per Gross
No. 3.	3 doz. wood bxs	4 00
No. 5.	3 doz. wood bxs	7 00
Sawyer Crystal Bag		
Blue		4 00
BROOMS		
No. 1 Carpet	4 sew	.5 00
No. 2 Carpet	4 sew	.4 50
No. 3 Carpet	3 sew	.4 25
No. 4 Carpet	3 sew	.4 00
Parlor Gem		.5 00
Common Whisk		.1 40
Fancy Whisk		.1 50
Warehouse		.5 25
BRUSHES		
Scrub		
Solid Back,	8 in.	.75
Solid Back,	11 in.	.95
Pointed Ends		.85
Stove		
No. 3		.90
No. 2		.1 25
No. 1		.1 75
Shoe		
No. 8		.1 00
No. 7		.1 30
No. 4		.1 70
No. 3		.1 90
BUTTER COLOR		
W. R. & Co.'s	25c size	2 00
W. R. & Co.'s	50c size	4 00
CANDLES		
Paraffine,	6s	.8
Paraffine,	12s	.8 1/2
Wickling		.20
CANNED GOODS		
Apples		
3lb. Standards		@ 1 00
Gallon		2 75 @ 3 00
Blackberries		
2lb.		1 25 @ 1 75
Standards	gallons	@ 4 50
Beans		
Baked		.85 @ 1 30
Red Kidney		.85 @ .95
String		.70 @ 1 15
Wax		.75 @ 1 25
Blueberries		
Standard		1 35
Gallon		6 00
Brook Trout		
2lb. cans,	spiced	.1 90
Clams		
Little Neck,	1lb.	1 00 @ 1 25
Little Neck,	2lb.	@ 1 50
Clam Bouillon		
Burnham's	1/2 pt.	.2 25
Burnham's	pts.	.3 75
Burnham's	qts.	.7 50
Cherries		
Red Standards		@ 1 40
White		@ 1 40
Corn		
Fair		.85 @ .90
Good		1 00 @ 1 10
Fancy		1 45
French Peas		
Sur Extra Fine		.22
Extra Fine		.19
Fine		.15
Moyen		.11
Gooseberries		
Standard		1 00
Hominy		
Standard		.85
Lobster		
1/2 lb.		2 25
1lb.		4 25
Picnic Tails		.2 75
Mackerel		
Mustard,	1lb.	.1 80
Mustard,	2lb.	.2 80
Soused,	1 1/2 lb.	.1 80
Soused,	2lb.	.2 75
Tomato,	1lb.	.1 50
Tomato	2lb.	.2 80
Mushrooms		
Hotels		2 20
Buttons		2 20



1 50 1 40	<b>Kansas Hard Wheat Flour</b> <b>Judson Grocer Co.</b> Fanchon, 1/2 cloth .65 50 Fanchon & Wheeler Co. White Star, 1/2 cloth 5 90 White Star, 1/2 cloth 5 80 White Star, 1/2 cloth 5 70 Grand Rapids Grain & Milling Co. Brands. Purity, Patent .57 70 Purity, Patent .55 65 Wizard, Graham .55 60 Wizard, Gran. Meal .35 60 Wizard, Buckwheat .45 60 Rye .45 60 <b>Spring Wheat Flour</b> <b>Roy Baker's Brand</b> Golden Horn, family .55 95 Golden Horn, bakers .55 85 Duluth Imperial .55 80 Wisconsin Rye .45 55 <b>Judson Grocer Co.'s Brand</b> Ceresota, 1/2 .65 70 Ceresota, 1/2 .65 60 Ceresota, 1/2 .65 50 <b>Fanchon &amp; Wheeler's Brand</b> Wingold, 1/2 .65 20 Wingold, 1/2 .65 10 Wingold, 1/2 .65 00 <b>Worden Grocer Co.'s Brand</b> Laurel, 1/2 cloth .65 25 Laurel, 1/2 cloth .65 15 Laurel, 1/2 cloth .65 05 Laurel, 1/2 cloth .65 00 <b>Voigt Milling Co.'s Brand</b> Voigt's Crescent .65 00 Voigt's Flour .65 00 (whole wheat flour) 6 00 Voigt's Hygienic Graham .55 40 Voigt's Royal .65 40 <b>Wykes &amp; Co.</b> Sleepy Eye, 1/2 cloth .65 20 Sleepy Eye, 1/2 cloth .65 10 Sleepy Eye, 1/2 cloth .65 00 Sleepy Eye, 1/2 paper .65 00 Sleepy Eye, 1/2 paper .65 00 <b>Meal</b> Bolted .35 40 Golden Granulated .35 30 St. Car Feed screened 26 00 No. 1 Corn and Oats 26 00 Corn, cracked .25 00 Corn Meal, coarse .25 00 Winter Wheat Bran 24 00 Middlings .26 00 Buffalo Gluten Feed 33 00 <b>Dairy Feeds</b> <b>Wykes &amp; Co.</b> O P Linseed Meal .40 00 O P Laxo-Cake-Meal 37 00 Cottonseed Meal .35 00 Gluten Feed .31 50 Brewers' Grains .28 00 Hammond Dairy Feed 25 00 Alfalfa Meal .25 00 <b>Oats</b> Michigan carlots .46 Less than carlots .46 <b>Corn</b> Carlots .66 Less than carlots .68 <b>Hay</b> Carlots .17 Less than carlots .18 <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. .25 15lb. pails, per pail .50 30lb. pails, per pail .90 <b>MAPLEINE</b> 2 oz. bottles, per doz 3 00 <b>MATCHES</b> C. D. Crittenden Co. Noiseless Tip .45 50 @ 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> 1/2 lb. 6 lb. box .18 <b>OLIVES</b> Bulk, 1 gal. kegs 1 10 @ 20 Bulk, 2 gal. kegs 95 @ 105 Bulk, 5 gal. kegs 90 @ 100 Manzanilla, 3 oz. .75 Queen, pints .25 Queen, 19 oz. .45 Queen, 28 oz. .70 Stuffed, 5 oz. .90 Stuffed, 3 oz. .15 <b>PIPES</b> Clay, No. 216, per box 1 75 Clay, T. D., full count 60 Cob .90 <b>PICKLES</b> Medium Barrels, 1,200 count .65 25 Half bbls., 600 count 3 65 Small Half bbls., 1,200 count 4 50 <b>PLAYING CARDS</b> No. 90 Steamboat .85 No. 15, Rival, assorted 1 75 No. 20, Rover, enam'd 2 00 No. 572, Special .1 75 No. 93 Golf, sat'n fin. 2 00 No. 803 Bicycle .2 00 No. 632 Tour'n whist 2 25 <b>POTASH</b> Babbitt's .4 00 <b>PROVISIONS</b> Barreled Pork Clear Back .28 25 Short Cut .27 00	Short Cut Clear .27 00 Bean .25 00 Brisket, Clear .25 00 Pig .25 00 Clear Family .25 00 <b>Dry Salt Meats</b> S P Bellies .16 <b>Lard</b> Pure in tierces .15 Compound Lard .11 1/2 80 lb. tubs .advance 1/2 60 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 <b>Smoked Meats</b> Hams, 12 lb. average .18 1/2 Hams, 14 lb. average .18 1/2 Hams, 16 lb. average .18 1/2 Hams, 18 lb. average .18 1/2 Skinned Hams .20 Ham, dried beef sets .16 1/2 California Hams .11 1/2 Picnic Boiled Hams .11 1/2 Boiled Ham .22 Berlin Ham, pressed .11 Minced Ham .11 Bacon .21 <b>Sausages</b> Bologna .9 1/2 Liver .5 Frankfort .11 1/2 Pork .11 Veal .11 Tongue .11 Headcheese .9 <b>Beef</b> Boneless .14 00 Rump, new .14 00 <b>Pig's Feet</b> 1/2 bbls. .1 00 1/2 bbls., 40 lbs. .2 00 1/2 bbls. .4 00 1 bbl. .9 00 <b>Tripe</b> Kits, 15 lbs. .80 1/2 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. .3 20 Corned beef, 1 lb. .1 80 Roast beef, 2 lb. .3 20 Roast beef, 1 lb. .1 80 Potted ham, 1/2 .50 Potted ham, 1/4 .90 Deviled Ham, 1/2 .50 Deviled Ham, 1/4 .90 Potted tongue, 1/2 .50 Potted tongue, 1/4 .90 <b>RICE</b> Fancy .7 @ 7 1/2 Japan .5 @ 6 1/2 Broken .2 @ 3 1/2 <b>SALAD DRESSING</b> Columbier, 1/2 pint .25 Columbier, 1 pint .40 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 00 Deland's .3 00 Dwight's Cow .3 00 L. P. .3 00 Standard .1 80 Wyandotte, 100 lbs. 3 00 <b>SALT</b> Granulated, bbls. .80 Granulated, 100 lbs. cs. 90 Lump, bbls. .80 Lump, 145 lb. kegs .9 <b>Common Grades</b> 100 3 lb. sacks .2 40 60 5 lb. sacks .2 35 28 10 1/2 lb. sacks .2 10 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 .85 Medium, fine .80 <b>SALT FISH</b> Cod Large whole .@ 7 Small whole .@ 6 1/2 Strips or bricks 7 1/2 @ 10 1/2 Pollock .@ 5 <b>Hallbut</b> Strips .15 Chunks .16 <b>Holland Herring</b> White Hp. bbls. 10 50 @ 11 00 White Hp. 1/2 bbls. .5 25 @ 5 75 <b>White Hoop mchs.</b> 68 @ 80 <b>Norwegian</b> Round, 100 lbs. .3 75 Round, 40 lbs. .1 90 <b>Sealed</b> Trout 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. .15 50 Mess, 40 lbs. .6 60 Mess, 10 lbs. .1 75 Mess, 8 lbs. .1 45	No. 1, 100 lbs. .14 00 No. 1, 40 lbs. .6 00 No. 1, 10 lbs. .1 60 No. 1, 8 lbs. .1 30 <b>Whitensn</b> No. 1, No. 2 Fam. 100 lbs. .9 75 3 50 50 lbs. .5 25 1 90 10 lbs. .1 12 55 8 lbs. .92 48 <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> J. S. Kirk & Co. American Family .4 00 Dusky Diamond, 50 8oz 2 80 Dusky Dnd 100 6 oz 3 80 Jap Rose, 50 bars .3 60 Savon Imperial .3 60 White Russian .3 60 Lome, oval bars .3 00 Satinet, oval .2 70 Snowberry, 100 cakes 4 00 <b>Proctor &amp; Gamble Co.</b> Lenox .3 50 Ivory, 6 oz. .4 00 Ivory, 10 oz. .5 75 Star .3 50 <b>Lautz Bros. &amp; Co.</b> Acme, 30 bars, 75 lbs. 4 00 Acme, 25 bars, 75 lbs. 4 00 Acme, 25 bars, 70 lbs. 3 80 Acme, 100 cakes .3 60 Big Master, 70 bars .2 83 German Mottled .3 35 German Mottled, 5 bxs 3 30 German Mottled, 10 bxs 3 25 German Mottled, 25 bxs 3 20 Marseilles, 100 cakes .6 00 Marseilles, 100 cks 5c 4 00 Marseilles, 100 ck toil 4 00 Marseilles, 1/2 bx toilet 2 10 <b>A. B. Wisley</b> Good Cheer .4 00 Old Country .3 40 <b>Soap Powders</b> Snow Boy, 24 4lbs. .4 00 Snow Boy, 60 5c .2 40 Snow Boy, 30 10c .2 40 Gold Dust, 24 large .4 50 Gold Dust, 100-5c .4 50 Kirkoline, 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 30 Rub-No-More .3 85 <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> Whole Spices Allspice, Jamaica .13 Allspice large Garden 11 Cloves, Zanzibar .16 Cassia, Canton .14 Cassia, 5c pkgs. doz. 25 Ginger, African .9 1/2 Ginger, Cochon .14 1/2 Mace, Penang .50 Mixed, No. 1 .16 1/2 Mixed, No. 2 .10 Nutmegs, 75-80 .25 Nutmegs, 105-110 .20 Pepper, Black .14 Pepper, White .25 Pepper, Cayenne .22 Paprika, Hungarian .38 <b>Pure Ground in Bulk</b> Allspice, Jamaica .12 Cloves, Zanzibar .22 Cassia, Canton .12 Ginger, African .12 Mace, Penang .55 Nutmegs, 75-80 .35 Nutmegs, 105-110 .20 Pepper, Black .11 1/2 Pepper, White .18 Pepper, Cayenne .16 Paprika, Hungarian .38 <b>STARCH</b> Corn Kingsford, 40 lbs. .7 1/4 Muzzy, 20 1lb. pkgs. .5 1/4 Muzzy, 40 1lb. pkgs. .5 <b>Gloss</b> Kingsford Silver Gloss, 40 1lbs. 7 Silver Gloss, 16 3lbs. 6 1/4 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 .2 3/4 <b>SYRUPS</b> Corn Barrels .27 Half barrels .29 20lb. cans 1/2 dz. in cs. 1 65 10lb. cans, 1/2 dz. in cs. 1 70 5lb. cans, 2 dz. in cs. 1 70 1 1/2 lb. cans, 3 dz. in cs. 1 75	<b>Pure Cane</b> Fair .16 Good .20 Choice .25 <b>TEA</b> <b>Japan</b> Sundried, medium .24 @ 26 Sundried, choice .30 @ 33 Sundried, fancy .36 @ 40 Regular, medium .24 @ 26 Regular, choice .30 @ 33 Regular, fancy .36 @ 40 Basket-fired, medium .30 Basket-fired, choice .35 @ 37 Basket-fired, fancy .40 @ 43 Nibs .26 @ 30 Siftings .10 @ 12 Fannings .14 @ 15 <b>Gunpowder</b> Moyune, medium .28 Moyune, choice .32 Moyune, fancy .40 @ 45 Pingsuey, medium .25 @ 28 Pingsuey, choice .30 @ 35 Pingsuey, fancy .40 @ 45 <b>Young Hyson</b> Choice .30 Fancy .40 @ 50 <b>Oolong</b> Formosa, fancy .45 @ 60 Amoy, medium .25 Amoy, choice .32 <b>English Breakfast</b> Medium .25 Choice .30 Fancy .40 @ 45 <b>India</b> Ceylon, choice .30 @ 35 Fancy .45 @ 50 <b>TOBACCO</b> Fine Cut Cadillac .54 Sweet Loma .34 Hiawatha, 5lb. pails .56 Telegram .31 Pay Car .33 Prairie Rose .49 Protection .40 Sweet Burley .41 Tiger .41 <b>Plug</b> Red Cross .30 Palo .30 Kylo .35 Battle Ax .35 American Eagle .35 Standard Navy .35 Spear Head, 1 1/2 oz. 44 Spear Head, 1 1/2 oz. 44 Nobby Twist .35 Jolly Tar .35 Old Honesty .35 J. T. .35 Piper Heidsieck .35 Boot Jack .35 Honey Dip Twist .35 Black Standard .35 Cadillac .35 Forge .35 Nickel Twist .35 Mill .35 Great Navy .35 <b>Smoking</b> Sweet Core .34 Flat Car .32 Warpath .26 Bamboo, 16 oz. .25 1 X L, 5lb. .27 1 X L, 16 oz. pails .31 Honey Dew .40 Gold Block .40 Flagman .40 Chips .40 Kinn Dried .40 Duke's Mixture .40 Duke's Cameo .40 Myrtle Navy .40 Yum Yum, 1 1/2 oz. .39 Yum Yum, 1lb. pails .39 Cream .38 Corn Cake, 2 1/2 oz. .26 Corn Cake, 1lb. .21 Flow Boy, 1 1/2 oz. .39 Flow Boy, 3 1/2 oz. .39 Peerless, 3 1/2 oz. .35 Peerless, 1 1/2 oz. .35 Air Brake .36 Cant Hook .30 Country Club .32-34 Forex-XXXX .30 Good Indian .26 Self Binder, 16oz. 8oz. 20-22 Silver Foam .32 Sweet Marie .32 Royal Smoke .42 <b>TWINE</b> Cotton, 3 ply .24 Cotton, 4 ply .24 Jute, 2 ply .18 Hemp, 6 ply .14 Flax, medium N .24 Wool, 1 lb. balls .8 <b>VINEGAR</b> State Seal .12 Oakland apple cider .14 Morgan's Old Process 14 Barrels free. <b>WICKING</b> No. 0 per gross .30 No. 1 per gross .40 No. 2 per gross .50 No. 3 per gross .75 <b>WOODENWARE</b> Baskets Bushels .1 00 Bushels, wide band .1 15 Market .40 Splint, large .3 50 Splint, medium .3 00 Splint, small .2 75 Willow, Clothes, large 2 25 Willow, Clothes, med'm 7 25 Willow, Cloth-es, small 6 25	<b>Butter Plates</b> Wire End or Ovals. 1/2 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, lined, 8 in. .70 Cork lined, 9 in. .80 Cork lined, 10 in. .90 <b>Mop Sticks</b> Trojan spring .90 Eclipse patent spring .85 No. 1 common .50 No. 2 pat. brush holder .85 12lb. cotton mop heads 1 40 Ideal No. 7 .85 <b>Pails</b> 2-hoop Standard .2 00 3-hoop Standard .2 45 2-wire Cable .2 10 3-wire Cable .2 30 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 7 50 18-in. Standard, No. 2 6 50 16-in. Standard, No. 3 5 50 20-in. Cable, No. 1 .8 00 18-in. Cable, No. 2 .7 00 16-in. Cable, No. 3 .6 00 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 .3 75 Single Acme .3 15 Double Peerless .3 75 Single Peerless .3 25 Northern Queen .3 25 Double Duplex .2 00 Good Luck .2 75 Universal .3 00 <b>Window Cleaners</b> 12 in. .1 65 14 in. .1 85 16 in. .2 20 <b>Wood Bowls</b> 13 in. Butter .1 50 15 in. Butter .2 25 17 in. Butter .4 00 19 in. Butter .5 90 Assorted, 13-15-17 .3 00 Assorted, 15-17-19 .4 25 <b>WRAPPING PAPER</b> Common straw .2 Fibre Manila, white .3 Fibre Manila, colored .4 No. 1 Manila .4 Cream Manila .3 Butcher's Manila .2 1/2 Wax Butter, short cut 13 Wax Butter, full count 20 Wax Butter, rolls .19 <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 .12 Trout .11 1/2 Halibut .10 Herring .7 Bluefish .14 1/2 Live Lobster .29 Boiled Lobster .29 Cod .10 Haddock .8 Pickrel .12 Pike .9 Perch .8 Smoked, White .12 1/2 Chinook Salmon .15 Mackerel . Finnish Haddie . Roe Shad . Shad Roe, each . Speckled Bass .8 1/2 <b>HIDES AND PELTS</b> Hides 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 .50 @ 75 Shearings .40 @ 65 <b>Tallow</b> No. 1 .@ 6 No. 2 .@ 4 <b>Wool</b> Unwashed, med. .@ 25 Unwashed, fine .@ 23 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 1/4 Competition .7 Special .7 Conserve .7 1/2 Royal .7 1/2 Ribbon .12 Broken .10 Cut Leaf .8 1/2 Leader .8 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 .13 Peanut Squares .9 Sugared Peanuts .12 Salted Peanuts .12 Starlight Kisses .11 San Blas Goodies .12 Lozenges, plain .12 Lozenges, printed .12 Champion Chocolate .12 Eclipse Chocolates .14 Eureka Chocolates .15 Quintette Chocolates 14 Champion Gum Drops 14 Moss Drops .10 Lemon Sours .10 Imperial .1 Ital. Cream Opera .12 Ital. Cream Bon Bons 12 Golden Waffles .12 Red Rose Gum Drops 16 Auto Bubbles .13 <b>Fancy-In 5lb. Boxes</b> Old Fashioned Molasses .1 20 Orange Jellies .50 Lemon Sours .60 Old Fashioned Horehound drops .60 Peppermint Drops .60 Champion Choc. Drops 65 H. M. Choc. Drops 1 10 H. M. Choc. Lt. and Dark No. 12 .1 1 Bitter Sweets, as'd. 1 1 Brilliant Gums, Crys. 60 A. A. Licorice Drops .90 Lozenges, printed .65 Lozenges, plain .60 Imperial .60 Mottos .65 Cream Bar .60 G. M. Peanut Bar .60 Hand Made Crms 30 @ 90 Cream Wafers .65 String Rock .60 Wintergreen Berries 60 Ola Time Assorted 2 75 Buster Brown Good 2 50 Up-to-date Assmt't 2 75 Ten Strike No. 1 .6 50 Ten Strike No. 2 .6 00 Ten Strike, Summer assortment .6 75 Scientific Ass't. .15 00 <b>Pop Corn</b> Cracker Jack .3 35 Giggles, 5c pkg. on 3 50 Pop Corn Balls 200s 1 35 Azulikit 100s .85 Oh My 100s .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 Brazilis .12 @ 13 Filberts .12 @ 13 Cal. No. 1 .15 Walnuts, soft shell 15 @ 16 Walnuts, Marbot .@ 13 Table nuts, fancy 13 @ 13 1/2 Pecans, Med. .@ 13 Pecans, ex. large .@ 14 Pecans, Jumbos .@ 16 Hickory Nuts per bu. Ohio, new . Cocoanuts . Chestrnuts, New York . State, per bu. . <b>Shelled</b> Spanish Peanuts .@ 9 Peanut Halves .@ 35 Walnut Halves .30 @ 32 Filbert Meats .@ 27 Alicante Almonds .@ 43 Jordan Almonds .@ 47 <b>Peanuts</b> Fancy H. P. Suns .@ 7 1/2 Roasted .@ 7 1/2 Choice, H. P. Jumbos .@ 8
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## 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

### YOUR OWN PRIVATE BRAND

Wabash Baking Powder Co., Wabash, Ind.

80 oz. tin cans .....3 75  
32 oz. tin cans .....1 50  
19 oz. tin cans .....85  
16 oz. tin cans .....75  
14 oz. tin cans .....65  
10 oz. tin cans .....55  
8 oz. tin cans .....45  
4 oz. tin cans .....35  
32 oz. tin milk pail 2 00  
16 oz. tin bucket ....90  
11 oz. glass tumbler ..85  
6 oz. glass tumbler ..75  
16 oz. glass mason jar 1 00

### CIGARS

Johnson Cigar Co.'s Brand



S. C. W., 1,000 lots .....31  
El Portana .....33  
Evening Press .....32  
Exemplar .....32

Worden Grocer Co. brand

Ben Hur  
Perfection .....35  
Perfection Extras .....35  
Londres .....35  
Londres Grand .....35  
Standard .....35  
Puritans .....35  
Panatellas, Finas .....35  
Panatellas, Bock .....35  
Jockey Club .....35

### COCOANUT

Baker's Brazil Shredded



70 5c pkgs. per case ..2 60  
86 10c pkgs. per case ..2 60  
16 10c and 88 5c pkgs. per case .....2 60

### FRESH MEATS

#### Beef

Carcass .....6 1/2 @ 9 1/2  
Hindquarters .....8 @ 10 1/2  
Loins .....9 @ 14  
Rounds .....7 1/2 @ 9  
Chucks .....7 @ 7 1/2  
Plates .....7 @ 5  
Livers .....7 @ 5

#### Pork

Loins .....@ 16  
Dressed .....@ 11  
Boston Butts .....@ 15  
Shoulders .....@ 12 1/2  
Leaf Lard .....@ 13  
Pork Trimmings .....@ 11

#### Mutton

Carcass .....@ 10  
Lambs .....@ 12  
Spring Lambs .....@ 13

### Veal

Carcass .....6 @ 9

### CLOTHES LINES

Sisal  
60ft. 3 thread, extra...1 00  
72ft. 3 thread, extra...1 40  
90ft. 3 thread, extra...1 70  
60ft. 6 thread, extra...1 29  
72ft. 6 thread, extra...

### Jute

60ft. ....75  
72ft. ....90  
90ft. ....1 05  
120ft. ....1 50

### Cotton Victor

50ft. ....1 10  
60ft. ....1 25  
70ft. ....1 60

### Cotton Windsor

50ft. ....1 20  
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 96  
No. 19, each 100ft. long 2 10

### COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1 lb. ....  
White House, 2 lb. ....  
Excelsior, M & J, 1 lb. ....  
Excelsior, M & J, 2 lb. ....  
Tip Top, M & J, 1 lb. ....  
Royal Java .....  
Royal Java and Mocha .....  
Java and Mocha Blend .....  
Boston Combination .....

Distributed by Judson Grocer Co., Grand Rapids; Lee, Cady & Smart, Detroit; Symons Bros. & Co., Saginaw; Brown, Davis & Warner, Jackson; Goddard, Durand & Co., Battle Creek; Fiebach Co., Toledo.

### FISHING TACKLE

1/4 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 .....25  
Large .....34

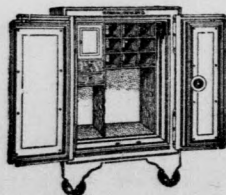
### Poles

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 .....1 75  
Plymouth Rock .....1 25

### SAFES



Full line of fire and burglar proof safes kept in stock by the Tradesman Company. Thirty-five sizes and styles on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

### SOAP

Beaver Soap Co.'s Brand



100 cakes, large size..6 50  
50 cakes, large size..3 25  
100 cakes, small size..8 55  
50 cakes, small size..1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50  
Black Hawk, five bxs 2 40  
Black Hawk, ten bxs 2 25

### TABLE SAUCES

Halford, large .....3 75  
Halford, small .....2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

# Out For June

Our catalogue.

Use it as a guide in buying.

It shows a thorough appreciation of the retailer's problems in June.

Incidentally it emphasizes his many OPPORTUNITIES.

The "SUMMER SALE," one of its leading features, comprises "very specials" from all departments.

Sixteen pages are again devoted to the 25 Cent Idea "and the goods to back it up."

Sixteen pages, also, of Fourth of July goods.

These are "extras"—aside from the usual plenty of leaders from every department.

Turn to your copy now and study these offerings. Should you be without one, send for No. F. F. 798.

## BUTLER BROTHERS

Exclusive Wholesalers of General Merchandise

New York, Chicago, St. Louis, Minneapolis

Sample Houses: Baltimore, Cincinnati, Dallas, Kansas City, Seattle  
San Francisco, Omaha



# 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

Notice—Highest price paid for shoes or dry goods. 177 Gratiot Ave., Detroit, Mich. 645

For Sale—Up-to-date hardware stock and fixtures in best town north of Denver; invoice about \$6,500; good room rent, reasonable; reason for selling, other business and cannot attend to it. Write W. E. Banks, Loveland, Colo. 641

Business Chance—Poe, new town on Grand Trunk Pacific, 50 miles east of Edmonton, in best agricultural district in west, offers ground floor opportunity to merchants, tradesmen, real estate men, doctor, druggist, baker, blacksmith, harness maker, tailor and other lines. Write Townsite Owners, Walch Land Co., Union Bank, Winnipeg, Canada. 639

MERCHANTS—Wishing to dispose of their stocks can find ready sale for same by addressing 1037 Main St., Galesburg, Illinois. 638

## For Sale or Exchange

70 acre fruit and chicken farm adjoining corporation of Winslow. Good bearing commercial orchard, apples, peaches and grapes, 10 acres. Potatoes and onions, 5 acres. Plotted into town lots, 10 acres. Balance in orchard and blue grass. House, barn, spring and well. Splendid opportunity for building large reservoir or lake. Elevation 2,200 feet. Price with growing crop \$3,200. Jas. W. Thompson, Winslow, Ark. 637

Invest in California, Washington. Many opportunities, business, professional, rooming houses, hotels, orchards, homes, terms. Whalen Bros., 960 1/2 S. Broadway, Los Angeles, Calif.; 703 Marion St., Seattle, Wash. 637

For Sale—Bakery and confectionery. Best location in town 4,300. Rent \$25 month. Sales run \$200 to \$300 per month. One other shop. Reason, poor health. Box 346, Dunkirk, Ind. 636

Fleming half soling machine; latest improved; good as new; curved needle andawl. Address C. J. Haman, Cape Girardeau, Mo. 635

For Sale—Up-to-date line of general merchandise in resort town, 32 miles from Chicago; stock and fixtures, \$5,000; good profit, small expense; worth investigating. Address Box 128, Barrington, Ill. 633

For Sale—Small stock of general merchandise; doing good business in country town. Address Box 145, Williamston, Mich. 632

For Sale—A very fine hardware business. It has netted the owner \$50,000 in clear money in the past eight years. Annual sales \$40,000. The owner is broken in health and must retire. Price \$14,500. This covers hardware and plumber's stock, tools, fixtures and a small amount for the business. The location is central, only one other hardware store in the city. Will lease buildings for five years, \$1,000 first year and \$1,200 per year after that. The credit man, who also does the buying, and the head plumber, will stay with new owners if desired. Reasonable terms. This is an opportunity for an experienced man to tie to, a growing business in a growing country. John Mills & Son, Puyallup, Wash. 630



### Consider This, Mr. Merchant:

Take a little courage, add a pinch of reasoning, flavor with good business judgment, and get your trading public enthused with my special 9 day Business Building Sale. Now is the time for a profitable sale. You clean up old stock and realize lots of money in a limited time. Write me right now. B. H. Comstock, Sale Specialist, 907 Ohio Building, Toledo, Ohio.

For Sale—\$42,000 stock of general merchandise and hardware in Idaho. Fine brick store and fixtures \$19,000, for sale or rent. Last year's sale \$181,000. Profit each year for the last six years, average \$20,000. Books may be seen to prove facts. Address No. 629, care Michigan Tradesman. 629

Do you want a good live business in a good live little town in Wisconsin? I have one for sale for \$6,500, stock and building. This is a snap. Better look it up. Address E. L. Snyder, Thorp, Wis. 628

For Sale—Best shoe business in Michigan town 30,000 population. Annual cash sales \$23,000. Stock \$6,000, fine shape. Low rent. Wish to retire. Address Shoe Chance, care Tradesman. 627

## YOU CAN SELL OUT

Your entire stock at full value at the rate of a sale every 15 seconds because we can execute the only plan that will do it. Remember that when your sale is over there will be nothing left but cash. Let's get acquainted.

JOHN C. GIBBS, Mt. Union, Ia.

Business Snap—In thriving town near Grand Rapids, general stock, including clothing, dry goods and groceries, inventories \$8,000. Sales \$40,000. Rent \$30 or will sell building for \$2,500, easy terms. Owner in this location 20 years, now retiring, with upwards of \$50,000. Positive proof furnished of all statements. This proposition absolutely good for \$3,500 to \$4,500 annually. Address Retiring Merchant, care Tradesman. 626

For Sale Or Trade—New clean general merchandise stock \$5,000. Frame building, 40 x 60. Six miles M. K. & T. R. R. Black land. School and churches. Address Box 79, R. 1, Myra, Texas. 625

Stock of general merchandise wanted. Ralph W. Johnson, Minneapolis, Minn. 624

Good chance for a young druggist. A first-class drug store on a prominent corner in Grand Rapids. For sale at less than inventory. Must be sold at once. Enquire 45 S. Market St. 642

For Sale—Bazaar stock in best location in city. Doing good business. Owner now West. Great opportunity for some one. Lock Box 783, Hudson, Mich. 643

Auctioneer — Stocks of merchandise closed out or reduced anywhere in U. S. or Canada; expert service; satisfaction guaranteed. For terms and date address R. G. Holman, Harvey, Ill. 623

For Sale—Stock of dry goods, clothing, shoes, hats, caps, ladies' and gents' furnishings. Will invoice about \$8,000. Can reduce stock to \$5,000 in thirty days. Annual cash sales \$20,000. No credit business. Best store in town. Located in one of the best towns in Michigan for its size, population 1,600. Finest farming country in State surrounding it. Rent cheap. Stock new. Best opportunity in the State. No trader need apply. Will sell for cash only. Address No. 622, care Tradesman. 622

## ONLY ONE THAT'S BEST

We have the best advertising plan to sell goods at a profit. Our plan increases your trade from 50 to 100 per cent, and you do not have to sacrifice your profits to get the results—the results will make the cost look small. Stop your grunting around about your dead business and place yourself in the way of prosperity by adopting new ideas, at least talk it over with us. We still conduct auction sales. G. B. JOHNS & CO., Auctioneers, 1341 Warren Ave. West, Detroit, Mich.

For Sale—Staple stock groceries and shoes. Doing nice business. All town 2,500. Will discount. Come quick. Address 621, care Tradesman. 621

For Sale—Grocery and market, also house furniture in flat above store, cor. of Harrison St. and Wisconsin Ave., Oak Park, Ill. 620

Wanted—To exchange, good income property, netting 5 1/2% interest, for a clean stock of up-to-date general merchandise or good farm to the value of about \$5,000. Lock Box 223, Carsonville, Mich. 617

For Sale—Cheap, fully equipped paper and job printing outfit. Mrs. Carrie Beek, Perrinton, Mich. 616

For Sale—Furniture stock in Southern Michigan city of 5,000 inhabitants. A well established and growing trade. Fine buildings and location. Good reason for selling. Address Furniture, care Michigan Tradesman. 615

Plumbing and electrical business for sale. Well-established plumbing and electrical business. Invoices, plumbing \$3,456, electric \$4,126. Address A. B. Bellis, 406 Court St., Muskegon, Okla. 614

For Sale—Or exchange, real estate, stock dry goods and groceries. Invoice about \$6,000. Good town, good trade. Must sell on account of other business. Address J. S., care Tradesman. 613

For Sale—Land at \$3, \$5, \$10 and up per acre in Roscommon county, Mich. Joel Emery, Prudenville, Mich. 606

Great Opportunity—For sale, lumber yard in a good location in Flint, doing six to eight thousand dollars per month business. Good reason for selling. For information, address Chas. Tarolli, Flint, Mich. 612

For Sale—Four thousand dollar stock of general merchandise; town about six hundred; Central Michigan. Only general store. Address B. W., care Tradesman. 609

For Sale—First-class grocery and meat market, doing a good business. Will sell to the right man and give long lease on building. The best town in Upper Michigan. Population about 4,000. Stock and fixtures will inventory about \$2,500. Get busy for it won't last. Address C. E. Smith, Munising, Mich. 592

For information on small and large tracts of farm and adjoining lands in Charles Mix and adjoining counties, write for circulars. John Fritz, Platte, S. D. 602

Do You Want 100c For Your Stock?—If so, we can realize you more than one hundred cents for your merchandise. We are expert sale conductors and can turn your merchandise into cash at a profit in a short time, doing the work for less than any one following this line. Bank reference and 3,000 merchants for whom we have done the work. Write to-day, Inter State Mercantile Co., 148 E. Washington St., Chicago, Ill. 599

If you want to sell your business, residence or farm, no matter where located, we can find you a customer. If you wish to buy, write us. We may have just what you are looking for. Address Wm. J. Platt & Co., Bridgeport, Conn. 593

For Sale—In live city in Southern Colorado, grocery and queensware business, annual sales \$125,000. Average profit 25%. Best location in city. Fine climate. Wish to retire. Have made enough. Will sell at invoice price. Address Box 37, Pagosa Springs, Colo. 580

Notice—Capital wanted and to the right party full control will go for new capital needed by a fully equipped pocket knife plant, with a good trade and reputation for good goods and good location on railroad and trolley lines. Has ample waterpower. Would like to hear from hardware jobber or manufacturer or any other party with capital to take up the above offer. Thomaston Knife Co., Reynolds Bridge, Conn. 588

For Sale—\$2,700 buys a half interest in a well established hardware, furniture and implement business in a live Northern Michigan town, surrounded by thrifty farmers, if taken by June 1st. Address Opportunity, care Tradesman. 584

For Sale—\$7,000 shoe stock and fixtures. 8,000 population. Strictly cash business. Well established, college town. Wish to retire. Address 582, care Tradesman. 582

For Sale—Good blacksmith shop and woodworkers' room, with good machinery and tools, also gasoline engine. Clyde W. Britten, Box 183, Maple Rapids, Mich. 577

For Sale—10,000 No. 2 cedar railroad ties. R. W. Hyde, Posen, Mich. 574

Bakery For Sale—Well-established bakery business. 1060 Fifth St., San Bernardino, Cali. 562

Improved farm 14 miles west of Traverse City to exchange for stock merchandise. Address No. 546, care Tradesman. 546

For coal, oil and gas, land leases, write C. W. Deming Co., Real Estate Dealers, Tulsa, Okla. 542

For Rent—In Milan, Mich., brick store 47x63, old-established, best store. Modern equipment, complete for general stock, hot air heat, electric lamps 24 hours, sanitary plumbing, city water. A \$12,000 to \$20,000 general stock, will sell \$40,000 to \$60,000 here. Write A. E. Putnam, Sigourney, Ia. 534

Will pay cash for shoe stock. Address No. 286, care Michigan Tradesman. 286

Buy new soda fountains of us. Also have four second-hand fountains. Michigan Store & Office Fixtures Co., Grand Rapids, Mich. 452

For Sale—One 300 account McCaskey register cheap. Address A. B., care Michigan Tradesman. 549

Safes Opened—W. L. Slocum, safe expert and locksmith. 114 Monroe street, Grand Rapids, Mich. 104

Cash For Your Business Or Real Estate. No matter where located. If you want to buy, sell or exchange any kind of business or real estate anywhere at any price, address Frank P. Cleveland, 1261 Adams Express Building, Chicago, Ill. 26

For Sale—General stock inventorying about \$7,000 doing a business exceeding \$40,000 per year. Also own half interest and operate telephone exchange of 60 farmer subscribers. Postoffice. Warehouse on track and established produce business. Will rent or sell store building and residence property. Business long established and always profitable. Refer to bankers at Howard City. Address No. 413, care Michigan Tradesman. 410

## HELP WANTED.

Wanted—Boat builders, painters, hardwood finishers, carpenters, joiners, men to install engines and pipe fittings, etc. No labor trouble. A good job for good men. Address The Matthews Boat Co., Port Clinton, Ohio. 644

Wanted—Registered pharmacist for a down town store in Grand Rapids, man between 30 and 40 years of age preferred. Good salary and good hours to the right man. Address Pharmacy Man, care Tradesman. 640

Wanted—At once, experienced clerk for general store. Single man. Must be active. Steady position. A. C. Smith, Mgr., Springvale, Mich. 634

Wanted—At once, drug clerk experienced in wall paper and stationery. Good salary. F. W. Richter, Niles, Mich. 631

Wanted—Salesmen of ability to solicit druggists. Package goods of finest quality and appearance. Large variety. Guaranteed under the Pure Foods and Drugs Act. 20% commission. Settlements bi-monthly. Sold from finely illustrated catalogue and flat sample book. Offers you an exceptionally fine side line. Catalogue at request. Henry Thayer & Co., Cambridge-Boston, Mass. Established 1847. 510

Wanted—Clerk for general store. Must be sober and industrious and have some previous experience. References required. Address Store care Tradesman. 242

## SITUATIONS WANTED.

Wanted—Situation by competent manager and buyer for grocery or general store. Fifteen years' experience. Address C. A. A., care Tradesman. 646

Want Ads continued on next page.

## FIRE AND BURGLAR PROOF

# SAFES

Grand Rapids Safe Co.

Tradesman Building



## INDIANA ITEMS.

## Some Recent Changes in the Hoosier State.

Evansville—At a meeting of the Retail Merchants' Association resolutions were passed in favor of the open shop policy declared by the building contractors and the action of the Contractors' Association during the strike of the last six weeks was endorsed.

La Grange—Carl D. Hughes, for seven years a salesman at the Smith Brothers hardware store, has accepted a position as traveling salesman for the Cole Manufacturing Co., of Chicago, manufacturer of the Cole line of stoves. Mr. Hughes has been assigned territory in Ohio and has started out on his initial trip.

Indianapolis—The Indiana State Board of Health has issued several circular letters calling attention to the pure food law with reference to the protection of bread and meats in bakeries, stores and markets. After July 1 bread must be wrapped in paper or bags before delivery and other goods carried in dust proof boxes or cartons. The order does not apply to bakers' goods sold directly to the consumer at the bakery where they are made. After May 15 butchers are required to keep their dressed meats, sausages, hamburgers, and so forth, in refrigerators and practically all other meats will have to be covered with cloth.

Anderson—On the petition of Harvey J. Blackledge, Treasurer of the Anderson Carriage Manufacturing Co., former Governor W. T. Durbin has been appointed receiver by Judge Austill in the Superior Court. The assets of the company are estimated at about \$150,000, with liabilities amounting to more than \$200,000. It is alleged in the petition that the company has exhausted its credit, both at home and abroad, and that creditors are refusing to renew obligations. The company was organized here about eight years ago, and built a fine plant in the southwest part of the city. While not mentioned in the petition for receivership, it is said that the company became financially involved through an unhappy attempt to enter the automobile manufacturing field. It is said that \$30,000 was recently spent in equipping a department to manufacture a style of automobile which did not meet with ready sale.

Lynn—Robert Shodell, formerly of Galveston, Texas, is putting a new cigar factory in the store formerly occupied by A. I. Hiatt & Co.

Ft. Wayne—A. J. Keller and E. G. Keller have leased the storeroom of the Goodyear Raincoat Co., on East Berry street, and on June 1 will open the Ft. Wayne Trunk and Leather store.

Jeffersonville—The Jeffersonville Co., an organization formed by about six-sevenths of the grocers of this city, to furnish a home make of bread. Instead of the kind imported from Louisville and New Albany, have about abandoned the idea of pushing their request for Rader Park, vacant ground owned by the city, as a site for their bakery, because of the op-

position aroused. They are still in a receptive mood, but it is doubtful whether the city could alienate the property for commercial purposes, as its grant was for a public park.

Winchester—Beals & Dickson, haberdashers, have dissolved partnership, Mr. Beals succeeding.

Indianapolis—The itinerary for the trade extension trip to be made by the Indianapolis Trade Association, May 31, June 1 and 2, will include the following cities and towns: Carmel, Noblesville, Cicero, Arcadia, Atlanta, Tipton, Sharpesville, Kokomo, Galveston, Walton, Logansport, Peru, Warsaw, Leesburg, Milford, New Paris, Goshen, Elkhart, South Bend, Mishawaka, Mentone, Wabash, LaFontaine, Marion, Fairmount, Summitville, Alexandria, Elwood. It is possible that some change may be necessary in this list, but as far as possible all the places mentioned will be visited. The plan is for representatives of the concerns holding membership in the Association, traveling on special interurban cars, to make social visits to the retailers in the cities and towns along the route. It will be in no wise a business-getting trip, as no orders will be solicited.

## Rural Sympathy.

The rural free delivery reaches its flower of perfection in Vermont.

"Mr. Carrier," said a lady who was summering among the mountains, "I have a letter received several days ago, saying a package has been forwarded to me by mail. I have not received it yet. Have you seen anything of it?"

"A package?" asked the rural free deliverer.

"Yes, sir."

"What kind of a package?"

"Why, a small package—a box, in fact—covered with paper, containing some of my property."

"A small box—pasteboard probably?"

"Yes."

"Let me see," pondered the rural free deliverer. "A package? Oh, yes, I guess that was your package I delivered to Mrs. Brown down in the foothills a few days ago. She hadn't had any mail for a long time and I kind of felt sorry for her."

## The Annual Garden Statement.

\$10 worth of garden seeds.

10 days of good hard toil.

1 mammoth pile of noxious weeds.

1 sq. rod of good soil.

1 hoe.

1 spade.

1 rake, best grade.

1 baby harrow.

2 days of hire.

7 yds. chick wire.

1 large wheelbarrow.

Subtract what you would have to pay

For vegetables you raised

From the total of the cost

And you will be amazed,

Not counting all the work you've done,

The aches and pains you caught,

Like every other year before,

The saving will be 0.

'Tis better being one small blast furnace than a dozen prairie fires.

## Will Suspend Business To Attend State Convention.

Port Huron, May 17—The State convention of the Michigan retail grocers will be held in Port Huron in 1911 if the plans and the efforts of the local grocers and butchers are carried out and the proposition meets the approval of the delegates who will gather at Detroit on May 24, 25 and 26.

Friday evening about sixty of the local grocers and butchers gathered at Eagles' hall, the occasion being the annual meeting and banquet of the local Association, and it was the opinion of all that the event proved the most interesting of any yet held. This was evidenced by the fact that the men arrived at the hall early and remained until late in order to hear and take part in the important discussions which were carried on.

The fore part of the evening was spent in card games, after which the men adjourned from the smoking room to the dining hall, where an excellent repast, which consisted of eatables from every wholesale house in Port Huron, all of which were donated for the banquet by the whole salers, was enjoyed by the merchants.

Election of officers resulted as follows:

President—Frank C. Wood.

Vice-President—John Parker.

Treasurer—G. S. Newberry.

The delegates who will represent Port Huron at the Detroit convention are F. C. Wood, Charles Wellman, Arthur Canham, Harry Elliott, John Parker, J. T. Percival, J. J. Churchill, A. H. Nern, A. Gaines, W. D. Smith and G. S. Newberry.

The toastmaster called upon several of the business men for short talks and those who responded were the retiring President, Chas. Wellman, J. T. Percival, Harry Elliott, of the National Grocer Co., Arthur Canham, of Canham & Son, Henry Nern, F. C. Wood, the newly elected President, and John Parker. All of the talks were along the lines of organization and cooperation and some interesting and instructive points were brought out and conveyed to the minds of all present.

One of the grocers made a motion that the local grocery stores and butcher shops close on Thursday, May 26, and that the proprietors all go to Detroit and attend the convention. This motion carried unanimously and the merchants will charter a special car to take themselves and their families to the metropolis. It was also decided to decorate the car with banners, advertising Port Huron and bearing the slogan "You'll Like Port Huron."

The matter of holding the 1911 State convention in Port Huron was also discussed, and after the probable cost of this move and the benefit which would be derived had been pointed out, it was decided that the delegates and other members of the Association should make every possible effort to land the convention for this city.

Another grocer stated that he was confident that the convention could be brought to Port Huron and that

he was also certain that the Chamber of Commerce, Young Men's Business Association and citizens in general would assist in securing the big gathering and in making it a success.

## A Narrow Escape.

He was a young and callow newspaper man who wanted to make a reputation right off quick. That was his excuse for appearing at the baseball grounds half an hour before the game was to open and saying to the manager of one of the teams:

"I should like to interview one of your men, please."

"And what about?" was asked.

"I want his opinion on a certain matter."

"You will have to state it to me."

"Well, the cost of living has gone up, hasn't it?"

"Humph!"

"And the country is trying to find out why."

"Humph some more!"

"And I want to know how the state of affairs affects ballplayers and if they have got any remedy for it."

"Young man, you have had the escape of your life, and you can never be grateful enough to me. Do you know what would happen if I had let you interview one of my men?"

"He'd have talked, wouldn't he?"

"The moment you had asked him how beefsteak at 30 cents a pound affected him financially he would have pulled out his checkbook and drawn a check for \$20,000."

"What for?"

"And he would have sent a boy to the bank for the money. And the moment the long green was in his hands he would have torn up every bill and scattered the pieces to the winds."

"He would?"

"And the 10,000 people on the bleachers would have rushed for the pieces, the game would have been broken up and when they found your remains at last there wouldn't have been enough for your poor mother to weep over! Ask my multi-millionaires how the advance in string beans affects them! Great boa constrictors and little fishes!"

An American tourist who recently spent some time in the city of Mexico gives a glowing account of the modern public improvements and business enterprise that he found there. All the telegraph and other wires are being put under ground, streets are being widened, and parks and other public improvements are being achieved in every direction. Our trade interests there are being rapidly increased, "especially in all kinds of wearing apparel and farming implements. The trade in shoes made in the United States is immense. So far, American-made footwear practically has had a monopoly. The Mexicans prefer shoes made in this country to any others. Modern agricultural implements gradually are displacing the ancient methods of tilling the soil and the farmer is learning that it pays to have the best tools."

The congregation is the best commentary on the creed of a church.



## Just One Reason Why You Need The McCaskey Account Register

FIRST AND STILL THE BEST

- ¶ NEITHER you nor your clerks can be absolutely sure that every article that goes out of your store is charged to the proper person if you do not have THE McCASKEY SYSTEM.
- ¶ With The McCASKEY SYSTEM it is impossible for you to forget to charge.
- ¶ Little leaks will sink a ship—little leaks like forgotten charges will ruin your business.
- ¶ There are a hundred other reasons why you need THE McCASKEY SYSTEM. We'll be glad to tell you what they are, if you will tell us that you are interested.
- ¶ A postal card will do.



The McCaskey Register Co.  
Alliance, Ohio

Manufacturers of the famous Multiplex Duplicating and Triplicating Sales Pads. Also Single Carbon Pads in all Varieties.

Detroit Office:  
1014 Chamber of Commerce Bldg.

Grand Rapids Office:  
256 Sheldon St., Citizens Phone 9645

Agencies in all Principal Cities

## A Solid Proposition



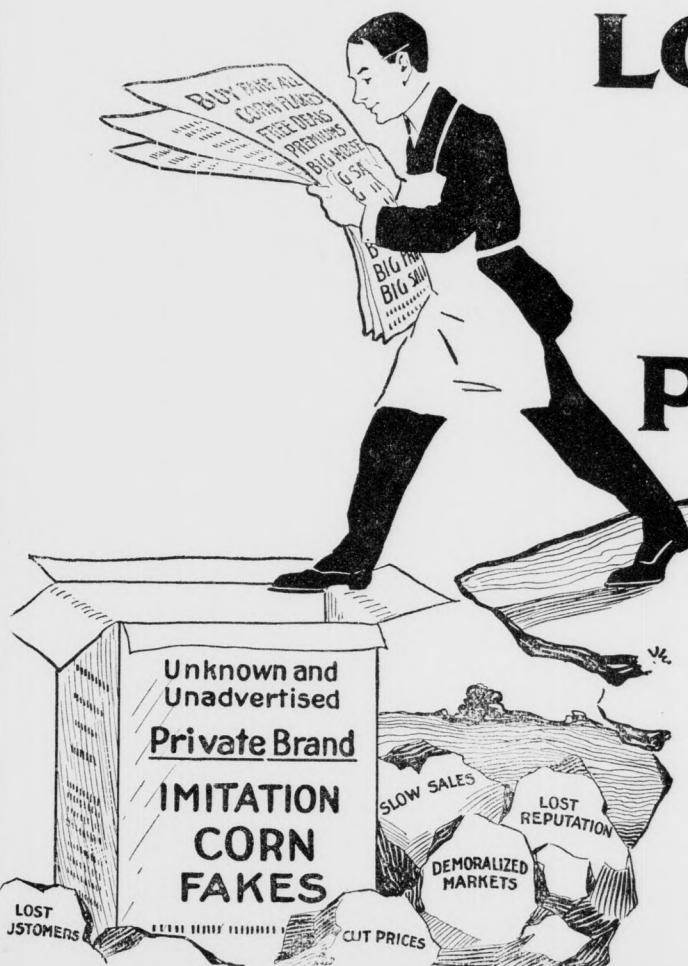
We refer to our inimitable family coffee—"WHITE HOUSE." It's really a top-notch—a solid business proposition for any discreet grocer to tackle. Coffee is a luxury, and people are more fastidious in the choice thereof than in selecting necessities. Suit 'em with the one, and you can get their trade for the other. But you must suit 'em.

That's What "White House" Is For

Distributed at Wholesale by

Judson Grocer Co.  
Grand Rapids, Mich.

## LOOK OUT FOR CORN FLAKE PIT-FALLS



As a last resort a few small, unknown manufacturers of Corn Flakes, who couldn't succeed with their own brands, are packing private brands for wholesalers and certain rolled oats millers.

When these are offered to you, find out who makes them. The one you never heard of the manufacturer.

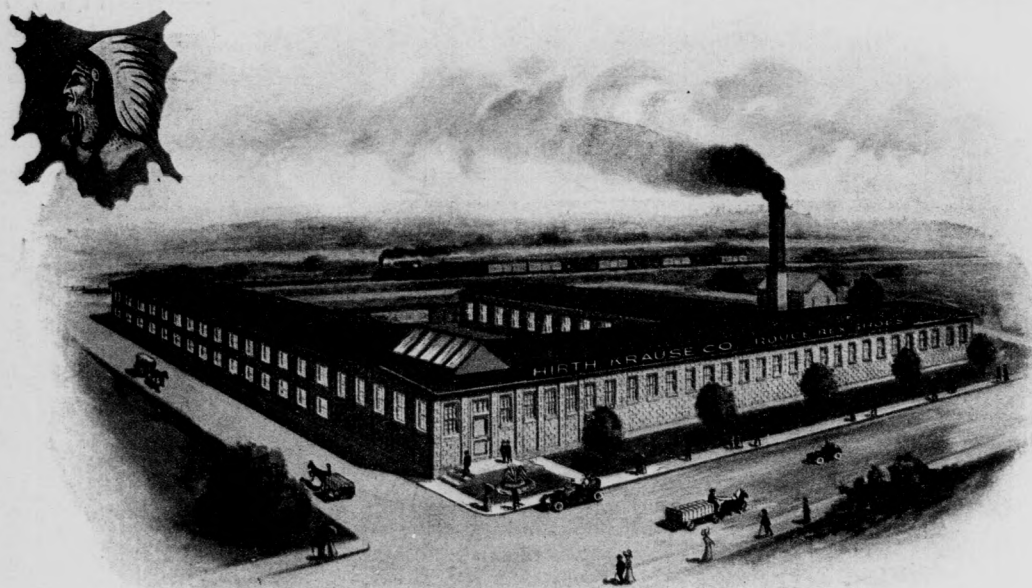
Some salesmen claim that they are packed by Kellogg, and some only go so far as to say that they are "just as good as Kellogg's." Neither statement is true. Kellogg packs in his own packages only.

KELLOGG TOASTED CORN FLAKE CO., Battle Creek, Mich.



# HIRTH-KRAUSE CO.

*"FROM HOOF TO FOOT"*  
SHOE MANUFACTURERS AND TANNERS



*Rouge  
Rex  
Shoes*

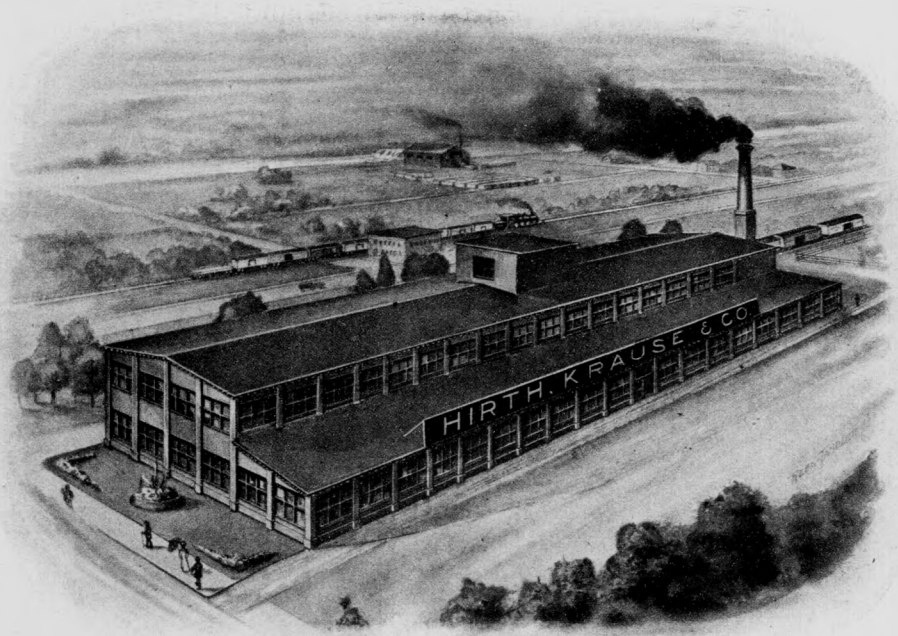
*Shoe Factory where Rouge Rex Shoes are made*



*Office and Salesroom*

**Hirth-Krause Co.**

16 and 18 So. Ionia St.  
Grand Rapids :: Michigan



*Tannery where we tan the hides from which  
our shoes are made*

**W**E CARRY constantly in stock a complete line of Men's, Boys', Women's, Misses' and Children's Shoes, Warm Shoes and Slippers and "Glove" Brand Rubbers.

If you anticipate putting in a new line of shoes write for our catalogue.