



Julia Ward Howe

Julia Ward Howe, poet and patriot, loved by all the nation, esteemed by all the world, died Monday at her home at Oak Glenn, Middletown, R. I. Ripe in years, with mission fulfilled, her going was in peace, a gentle dropping off and the eternal rest.

Julia Ward Howe was born in New York, March 27, 1819. She married Dr. Samuel Gredley Howe, of Boston, founder of the first school in this country for the blind, April 14, 1843, and together they lived and worked until his death in 1875. She was active in the anti-slavery movement. During the war she did noble work for the relief of suffering, and since she was identified with many reform movements. She wrote much, both prose and poetry, and will live in history as the author of "The Battle-cry of Freedom." In December, 1861, with James Freeman Clarke and others Mrs. Howe visited an army outpost in Virginia and heard the soldiers singing the favorite marching song as they returned to camp from a skirmish. Dr. Clarke suggested that she write better words for the sturdy rhythm. That night at the hotel Willard in Washington the war song that has been sung for 50 years and which will be sung as long as the nation lasts was written. It was first published in the Atlantic Monthly.

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The Battle-Cry of Freedom

Yes, we'll rally 'round the flag, boys, we'll rally once again,
Shouting the battle-cry of freedom,
We will rally from the hillside, we'll gather from the plain,
Shouting the battle-cry of freedom.

CHORUS.

The Union forever, hurrah, boys, hurrah,
Down with the traitor, up with the star,
While we rally 'round the flag, boys, rally once again,
Shouting the battle-cry of freedom.

We are springing to the call of our brothers gone before,
Shouting the battle-cry of freedom,
And we'll fill the vacant ranks with a million freemen more,
Shouting the battle-cry of freedom.—Chorus.

We will welcome to our numbers the loyal, true and brave,
Shouting the battle-cry of freedom,
And altho' they may be poor, not a man shall be a slave,
Shouting the battle-cry of freedom.—Chorus.

So we're springing to the call from the East and from the West,
Shouting the battle-cry of freedom,
And we'll hurl the rebel crew from the land we love the best,
Shouting the battle-cry of freedom.—Chorus.





Our Brands of Vinegar

Have Been Continuously on the Market
For Over Forty Years

Is this not conclusive evidence of the consumers stamping
their approval on our brands for **QUALITY**?

The Pickling Season is now at hand, line up your stocks and
increase your profits by selling the following brands:

“**HIGHLAND**” Brand Cider and White Pickling
“**OAKLAND**” Brand Cider and White Pickling
“**STATE SEAL**” Brand Sugar Vinegar

Demand them from your jobber—he can supply you

Oakland Vinegar & Pickle Co. Saginaw, Mich.



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. ❁ ❁

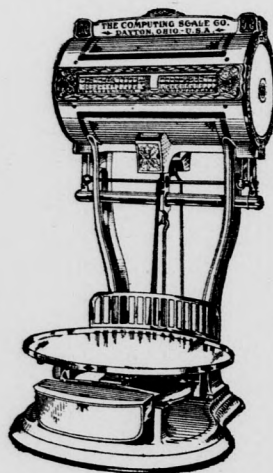
The Williams Bros. Co.

Manufacturers

Picklers and Preservers

Detroit, Mich.

Our New Gold-Finish, Glass-End Scale



We are proud of the fact that our auto-
matic scale does not need for its opera-
tion, and consequently does not use a heavy pen-
dulum supported by a **cut-down pivot**. To
show the excellent workmanship of the
most important part of our scale, we built
a sample for our show room having a
beautiful piece of plate glass at each end of
the computing cylinder through which the
operating mechanism is clearly shown.

Merchants saw it
What was the result?

They wanted scales just like it and were
willing to wait a while to get them. We
are now shipping them in large quantities.
They are meeting with success beyond our
expectations.

We use springs because they never wear out. Do not confuse
our scales with those heavy pendulum, cut-down-pivot scales advocated by
other manufacturers. [You know the life of the sensitiveness of the pen-
dulum scale is only as long as the life of the cut-down pivot.]

Nineteen years of practical experience proves to us and our cus-
tomers that the construction using **high-grade springs** controlled by our
patented, perfect-acting, automatic thermostat is the best mechanism for
a modern and practical automatic computing scale. It is the **only** mechan-
ism which **never wears out**.

EXCHANGE. If you have a computing scale of any make which is
out-of-date or unsatisfactory, ask for our exchange figures. We will accept
it as part payment on the purchase of our modern scale.

Local district sales offices in all large cities.

Moneyweight Scale Co.

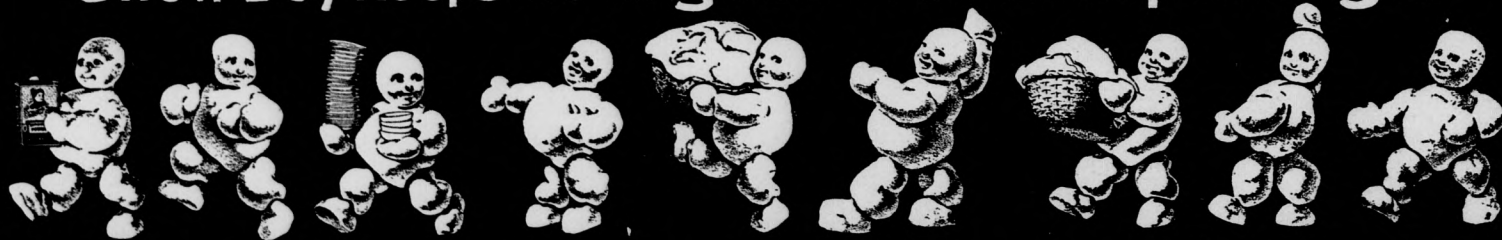
58 State Street, Masonic Temple

Chicago



Please mention Michigan Tradesman when writing

Snow Boy keeps moving out-Profits keep coming in



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

Ask your jobber's
Salesman

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

MICHIGAN TRADESMAN

Twenty-Eighth Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 19, 1910

Number 1413

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A FITTING TRIBUTE.

Last week what has been pronounced the finest and most beautiful memorial hall in this country was thrown open to the public at Pittsburg, Pa. The week will long be remembered by the old soldiers, who were present in great numbers. Among the distinguished guests of the city were Governor Stuart and General Daniel E. Sickles, the latter one of the last surviving generals of the Civil War.

The massive structure is classic in outline, the interior largely of marble; and the great auditorium, draped in battleflags, bears a mural inscription from the immortal Gettysburg address of President Lincoln. The surroundings are especially fitting. On one side is one of the magnificent buildings of the new Technical School. On the other is the building of the athletic association. In front is Schenley Park, with Carnegie Institute at the very front. Nature and art seem here to have met by common consent. Architecture quite in keeping with that of Athens in her palmy days is bordered with the choicest touches from Flora's realm.

But the real spirit of the memorial is best epitomized in the words of one of the speakers: "This memorial is not a tribute to any great leader alone, or to any distinctive command. Within its walls will not rest the ashes of the mighty, guarded by the soldiers of the state, who will point the visitor to the roll of victories of some great military genius or tell the story of his campaigns. This memorial will be a tribute to the general and the private, the admiral and the sailor, to the rank and file of that mighty host who toiled for humanity and liberty, whose victorious marches were not through slaughter to a throne, but made to make humanity more hopeful and the world more free.

But a little while and the vast army mustered out at Appomatox will have all answered to the roll call of the

Great Master. It is a fitting tribute that those left with us may see an appreciation of their services; while the beautiful structure will cheer their lives, it will also instil into the hearts of generations yet unborn a bit of the patriotism which it commemorates.

GUARD YOUR NAME.

The caution may seem trite, yet the application refers neither to the name as synonymous with reputation, nor to the signing of papers which are liable to turn up in some unexpected manner with trouble written in capital letters on the face.

The reference is made to the countless ways in which those who have not succeeded in writing their names upon history's page endeavor to make good the deficit by defacing some historic spot. But a few days ago the writer stood before the old original Block House of Fort Du Quesne, the only landmark now left of early Pittsburg. The brick walls are in good condition, and the old beams in which the port holes appear are still fairly well preserved save where these over-ambitious people have carved their initials. The visitor of to-day knows not what those initials stand for; he cares less. Were they intelligible, it would be to the ignominy instead of the glory of the carver. But that in this twentieth century rigid warning with a severe penalty attached should be necessary to restrain others from a repetition of the lawlessness seems almost a travesty on modern civilization.

Yet in the beautiful Phipps Conservatory, one of the very finest in America, are seen century plants and others of a similar nature with the leaves hopelessly disfigured by those who evidently mistook them for autograph albums. There is something pathetic in this wanton desecration of nature's temple. The innocent plants mutely appeal to our sympathy. Rude pin marks will in time heal, even when made upon the most delicate cheek; but those upon the shining tropical foliage—never. Those who made them may fancy they did a brilliant thing in thus leaving their names—but it was really recording in the rogues' gallery a public confession of willingness to hopelessly injure the helpless and unoffending. Guard well your own name, and keep it within the proper limits.

Moseley Buys Warehouses.

H. Elmer Moseley, of this city, has purchased the string of potato stations owned by Arie M. Cook, of Howard City, and Mr. Cook will retire from that line of business. The transfer includes about twenty stations and warehouses in the best of the potato districts.

ANOTHER BANK MERGER.

Grand Rapids Savings Takes Over Madison Square Bank.

The Grand Rapids Savings Bank will take over the assets and business of the Madison Square private bank and the business will be continued as a branch of the larger institution. Negotiations to this end have been in progress for some time and the final decision was reached Tuesday night. The purchase will be made on a basis of book value at the close of business Oct. 22, which will probably be around 1.20.

The Madison Square Bank was organized in the spring of '07 with \$13,000 capital, and from the beginning has been closely affiliated with the Grand Rapids Savings. The bank, located in a thriving district, has prospered and the reports will show commercial deposits of about \$50,000, savings \$75,000 and certificates \$110,000, a total of about \$230,000. The bank, in its three and a half years, has accumulated a surplus of about \$2,500. The assets include loans and discounts of about \$75,000, mortgages and investments \$120,000, \$4,200 furniture and fixtures and about \$25,000 cash on hand or in bank.

The Madison Square Bank has about thirty stockholders and the officers and directors are President Chas. A. Spears, Vice-President Frank S. Coleman, Cashier Frank J. Cook; Directors, the officers and Clarence R. Vanderpool, Chas. W. Garfield, W. Fred Frost, Eugene Davis, Wm. B. Brown and Henry B. Vandercook. The Assistant Cashier is Frank J. Peckett. The sale of the bank to the Grand Rapids Savings will give the Madison Square district, with its growing business interests, the banking facilities it needs and which the private bank with its limited capital could not afford. There will be no change in the office force. Frank J. Cook will be Cashier in charge and Frank J. Peckett will continue as Assistant Cashier.

What Other Michigan Cities Are Doing.

Written for the Tradesman.

The Grand Trunk Railway has opened a new depot in Port Huron, which is a credit to the city.

Manufacturers of Jackson will hold an Industrial Fair Nov. 8-12. The exhibits will be placed in the Masonic Temple, Whitmore garage and in the streets.

Construction work on the new union depot at Owosso will begin next month.

The Commercial Club at Charlotte is being reorganized. Former dues of \$5 a year have been reduced to \$2 and it is hoped to enroll a thousand members.

Business men of Bay City are organizing the Northeastern Michigan Fair Association and shows will be held there annually.

H. J. Ward, of Big Rapids, has been selected to represent that city and vicinity on the Executive Board of the Michigan Shippers' Association.

Muskegon's prosperity is reflected in the number of small factories that are being established. The best part of it is they were secured without bonuses.

The Atlas Manufacturing Co. of Big Rapids is negotiating with the Board of Trade of Boone, Iowa, for removal to that city. The company manufactures potato planters and diggers.

Traverse City is now talking of a big county fair for next fall.

The Escanaba Relief Association has been formed in that city to unify and systematize the work among the worthy poor of Escanaba and vicinity.

Kalamazoo is discussing the need of a central market for fruit and farm produce.

The Retail Merchants' Association of Vicksburg continues to show a lively interest in good roads and Kalamazoo county is gaining National fame for its progress in improvement of highways. Almond Griffen.

Building and Loan Gains.

The annual report of the building and loan associations of Michigan for the year ending June 30 last, just issued by Secretary of State Martindale, shows an increase in the gross assets of \$1,820,348.06, which is the largest gain ever shown in one year in this State. The number of shares in force at the conclusion of the fiscal year amounted to 485,812, and the capital stock totaled \$47,024,293.67. The operating expenses for the year amounted to \$204,757.69, or 1.7 per cent. of the gross receipts. The total membership was 14,994. The total number of shares in force June 30, 1910, was 485,812, or 48,676 more than on June 30, 1909.

Reo Absorbs the Owen.

R. E. Olds, of Lansing, confirms the rumor that the Reo Company, of that city, is to absorb the Owen Motor Car Co., of Detroit, and that the Owen high class cars are to be manufactured hereafter in Lansing. The Owen Company was organized a year ago and has employed as high as 300 hands. The full details of the plan have not been made public.

If you expect to increase your ability you must continually look for harder tasks. There is no growth in doing the same things over and over.

ETHICS OF SALESMANSHIP.

Thoughts for the Juniors and Seniors as Well.

The young traveling man is apt to think that his only duty is to keep patrons from learning that there may be anyone else who might supply their needs in the line carried by himself. Perhaps one of his first lessons should be to impress upon his mind the fact that he must be ever on the alert to make new friends and to sell to those whom he had not called on before. He should early learn that he can not expect to keep his customers all of the time, although he should make every fair effort to do so. If he does not add new names to his list the time will surely come when he may not get orders enough from the old ones to pay expenses and then it will be a long leave of absence for him with no salary to depend upon for grocery bills. Sometimes a valued patron, whose orders have been a regular standby for years, wakes up to the idea that he needs a new line of goods to freshen up his stock and then he forgets old friends. Perhaps an old customer retires from business and gives his cares over to a son; the young man feels the dignity of his position and one may easily queer himself with him by telling of the lines which his father bought. Probably the son thinks that he will show his independence by laying in a different stock, and he looks for another salesman who will defer more to his judgment. A slight thing, a casual remark that seemingly has no significance may turn the tide and lose trade. The salesman who does not find new customers all of the time might as well quit and leave the road, for his time is limited, and his usefulness almost at an end. For this reason it is not well to confine attention to one firm in each town, but to call on all of them, even where exclusive sale is granted. If he begins in this way, to get larger orders by making one merchant think that he is the only one in town who can carry the goods, the time will come when he needs the good will of the others and can not get it. They will remember that he never called on them before and will resent it, knowing that his only patron heretofore has had an advantage over them. No matter how strict a firm's policy may be regarding exclusive agencies, a salesman is not justified in neglecting to cultivate the acquaintance and favorable regard of other merchants or, like the foolish virgins in the parable, he will find that it is too late. Some men must be always making new friends because they can not keep the old ones. The day has gone by when the tricky salesman can last long. Perhaps one of them has tried it, and learns that he has been found out, or fears that he may have been. In that case the only thing that he can do is to keep on making new patrons or until he has to leave the place off his route. Such men must eventually find that they have outlasted their usefulness and will have to get into other business. How to make new customers is a problem

that all must solve sooner or later. No one can hope to make new friends who dresses shabbily or otherwise disregards appearances. Nor will he find persons enjoying his society if he reeks with the odors of whisky and tobacco, when he enters a store or office. Sometimes he thinks to show that he is good as the one whose order he seeks, by puffing smoke from a strong cigar as he talks. Most men use tobacco and they may enjoy a good cigar, but not like the smoke of others, and possibly some one brand is particularly obnoxious to them. Many men do not smoke in business hours lest it interfere with their work. They must pay attention and concentrate on what they are doing, but they can not smoke at the same time. Naturally they resent the lack of respect from others. Some salesmen are too impatient. They can not realize that their customer may be thinking over his needs, as they talk; they will censure him as slow, and consider their own time too valuable to waste on such a pokey man, who can not make up his mind about his order in a hurry. Impatience has lost many a sale. The traveling man may want to take a certain train to get to his next stopping place, but even so, he should make sure that he has not been too hasty before he ceases his efforts and, perchance, loses a sale. The city man may show his contempt of the country youths who are content with staying in the smaller place. He may not know that this very youth, whom he treats so superciliously, is often consulted in making up an order, and will naturally resent a lack of civility to him. The youthful clerk of to-day is frequently the proprietor of to-morrow. Each individual employe in a retail store must be looked upon as a potential buyer and a prospective proprietor, sooner or later. There are some traveling men who think it smart to tell coarse or vulgar stories, believing that they will thus make their customer good-natured and gain an order, but the day of vulgarity is over. Merchants nowadays want the salesman to talk business without undue delay, and then betake himself away. The world is growing too busy to bother with undue preliminary jockeying. It is best to get to business in a dignified way and leave horseplay to others. Sales are lost by having different prices for different customers. Sooner or later they get together and compare prices and those who have paid the higher rate will resent this discrimination. It is an excellent rule not to talk ill of a competitor. Spend the time selling goods and not in telling tales of others. The world has but little use for a gambler and the man who plays poker is sure to lose out in the long run. If he wins his customers' money they will be angry, and if they win his they will think him a fool and lose confidence in him. The safest way to succeed in business is to abstain from gambling. The new man who takes a merchant's "no" seriously, when he asks him to look over a line, may lose orders; whereas, quiet, gentle persistence will do much to win

a reversal of opinion. Nor will he gain respect if he spends too much time in going to the ball game, fishing or in other sports. Misrepresenting goods has lost many a future sale. It may win for the moment, but the next time one shows his goods he will not gain the coveted order. Constant change of houses will not be a winning plan, either, as the shrewd merchant will reason that there is something wrong if one can not maintain his position with the old firm. Common sense, tact, perseverance, and a fair idea of psychology must be the equipment of the man who wants to earn a living by selling goods on the road nowadays. This same psychology used to be called "judgment," a knowledge of human nature, and a lot of other things, but the correct term is psychology, a study of the action of the human mind. The man who has sold goods on the road for a number of years learns to study his patrons and to know how to approach them. No two prospective patrons can be treated in the same way. After several calls the new salesman will learn the idiosyncrasies of each man whom he calls on regularly. Some men succeed in one way and others have their own peculiar methods. The man who carried one blueprint as a sample of his line and would show that one and get out as soon as he booked the order was a novelty which attracted a line of patrons, but his method would not be a safe one for others to follow. It is better to get a buyer into the hotel room if possible, for then he is not annoyed by interruptions from his own business or clerks. Better orders are often booked in this way than when a portfolio of photographs is taken into the store and displayed on the desk of the patron, for there is rarely space enough to show them well, and the dealer may call some of his clerks into consultation who may confuse his mind and spoil the order. Selling goods either on the road or in a store is a science nowadays. There is great competition and all must be prepared to meet it. Goods must stand largely upon their own merits; smooth talking does not always win orders. A reputation for reliability is an excellent business asset, and the traveling man who gets the name of being square will get orders quicker than he who is tricky and must be watched. The latter may carry a line that is necessary for the patron to have, but he will buy cautiously and with fear lest he be taken in. Perhaps the trickster may have learned his lesson and turned over a new leaf, but the old previous evasions may take years to establish a more just reputation. It pays to be honest, and the maxim holds good in all lines of business. It is not wise to think that because one is to leave town in a short time and may not return for several months, that the man whom he has gotten the best of in a sharp bargain will forget it. People have long memories, and one may be turned down in the next deal. No matter if the line is not what one would like to carry, its good points and how to present them to the best ad-

vantage should be learned. Perhaps some desirable man may want just such a line for some one class of people whom he can not interest in better goods or in other qualities.

Manufacturers and Wholesalers.

Arrangements have been completed for a meeting of manufacturers of food products and wholesale grocers, to be held at the Automobile Club, Chicago, Oct. 25, where an attempt will be made to adjust business difficulties now existing between these two interests.

The manufacturers and jobbers will meet at a dinner arranged by S. W. Roth, of the Retailers' Journal and the Wholesale Grocer. After dinner a representative manufacturer will read a paper on: "Why Specialty Orders Should Be Filled Promptly." Following this a representative wholesale grocer will read a paper on: "Does It Pay to Handle Specialty Orders?" This will be followed by a general discussion, which it is expected will point out the way in which the friction now existing over these vexed questions will be removed.

The Forum.

Down to Hicks' grocery store
Tariff's all a settled score;
Income tax is voted on,
Deficit's all paid and gone.
Immigration laws is changed,
Naval program's all arranged,
And we found, on settlin' these,
Time to lick the Japanese.
But we can't agree at all
Where to build the city hall!

Down to Hicks' grocery store,
Africa ain't dark no more,
Hicks traced Teddy's route by rail
With a dried salt herring's tail
On a map, and Homer Fry
Drawed us all a tsetse fly
On a paper sack that Finn
Bought some boneless codfish in.
But we ain't got figured out
Who gets mail on our new route!

Down to Hicks' grocery store
I allow we've settled more
Burnin' questions in a night
Than the courts—an' done it right.
Hicks, he allus keeps in touch
With the world's crowned heads an' such,
An' there's very little goes
On abroad but what he knows.
An' he says to Treadwell Pew:
"Who'll I charge them herrings to?"
J. W. Foley.

Duty.

There is a time when the pulse lies low in the bosom, and beats low in the veins; when the spirit sleeps the sleep which apparently knows no waking; sleeps in its home of clay and the windows are shut; the doors hung with the invisible crape of melancholy; when we wish the golden sunshine pitchy darkness, and wish to fancy clouds where no clouds be.

What shall raise the spirit? What shall make the heart beat music again and the pulses throb through all the myriad-thronged halls in the house of life?

What shall make the sun kiss the eastern hills again for us with all his old awakening glances, and the night overflow with moonlight, love and flowers?

There is only one stimulant that never intoxicates—duty. Duty puts a clear sky over every man, in which the skylark of happiness always goes singing.—George D. Prentice.

The man who is always complaining that he has not time to do this or to do that generally has about ten times the time to spare that a really busy man has.

Mr. Merchant We Will Help You Double Your Sales

We Supply You FREE

With Attractive Catalogues printed in colors, Bulletins prepared in the most trade tempting style.

Toy Catalogues
Jewelry Catalogues
Staple Merchandise Catalogues

Together with a Vigorous Campaign of Circular Advertising for Immediate Distribution Absolutely Free of Charge.

Advertising that will help you sell every line of merchandise you carry.

Every Piece Bearing Your Name and Address



An Effective Plan

That Centers the Attention of the Entire Buying Community on your store.

A Systematic Free Advertising Service

That places you on an equal footing with the largest firms in America—Stores that spend thousands of dollars annually for advertising.

Read What Merchants Say of Our Free Advertising Service

Alden, Mich.
Oct. 13, 1910.
Lyon Brothers,
Chicago, Ill.
Gentlemen:—Enclosed please find payment of invoice recently received.
I am well pleased with the quality of goods sent me and expect to eventually become a regular customer of yours.
The "Fall Opening" Bulletins are being mailed out today and I expect good results from them.
Yours truly,
CHAS. H. COY.

Oakwood, Tex.
Sept. 30, 1910.
Lyon Brothers,
Chicago, Ill.
Gentlemen:—Printed matter arrived. Mailed out 300 catalogs, distributed a lot of Mid-Summer Bargain Sale Circulars, and to-day is the largest one day's business we have done this year and we have had some good ones.
Your advertising plan is a dandy, and the merchant who would not thank you for it is a very unappreciative individual indeed.
We thank you.
THE ART NOVELTY STORE.

Marseilles, Ill., Oct. 1, 1910.
Messrs. Lyon Brothers.
Gentlemen:—We are greatly pleased to inform you of the splendid results we are having from your free advertising plan. We have done more business since using same than ever before.
We received your great Mid Summer Circular last August and made preparation for the great bargain sale. We certainly derived great results, in fact we did more business the last part of August, which heretofore has always been the dull time with us, than we did Christmas week. Your plan is the best there could be and is one that no merchant can overlook. Keep up the good work.
Wishing you all the success you deserve, we remain,
Very truly yours,
K. BALCHOWSKY & SON.

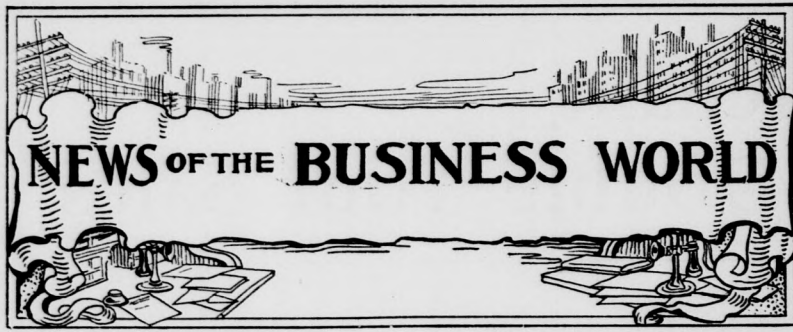
Write today for full information and specimen copies of these splendid trade-pullers



LYON BROTHERS

MADISON STREET :: :: :: :: CHICAGO





Movements of Merchants.

Shelby—The Shelby Hardware Co. is succeeded by E. R. Frederick.

Three Rivers—G. J. Dunn, of Hudson, will open a new dry goods store in this city.

Detroit—Mrs. Richard Doran has opened a millinery store at 1585 Beaubien street.

Marshall—Fred Shull has purchased the Bert Shuler interest in the S. & S. cigar store.

Howard City—Edward Finch, recently of Fremont, will open a meat market here Nov. 1.

Detroit—Ida B. Pearsall has engaged in the millinery business at 2936 Woodward avenue.

Pellston—A new bank has been opened here under the style of the People's State Savings Bank.

Wolverine—M. Stevenson, formerly of Lewiston, will open a drug and jewelry store here Nov. 1.

Kalkaska—Rice & Yeomans are putting up a building at Sigma and will open a general store there.

Ludington—The capital stock of the Stearns Coal Co., Ltd., has been increased from \$5,000 to \$600,000.

Mecosta—H. Welling will open a general merchandise store here. He will close out his business at Big Rapids.

Sherman—Brewster, Larson & Co., of Mesick, have purchased the Sherman Bank and took immediate possession.

Freeland—Thompson & Law have sold their grain elevator to Barbarin & Beach, who have taken immediate possession.

Fennville—Charles Chellman has sold his meat market to A. Conner & Sons, of Chicago, who have taken possession.

Traverse City—J. G. Booth has bought the meat market formerly operated by John Simms, on East Front street.

Perry—R. H. Cotrell and son have taken over the stock of B. F. Brown and will continue the business at the same location.

Middleton—The firm of Kinney & Almack has dissolved, C. W. Kinney retiring and O. S. Almack continuing the business.

Sturgis—Chas. B. Munger will soon open a new shoe store, occupying one side of the room used by Bacon's music store.

Sault Ste. Marie—John Metzger, for twenty years a successful grocer here, has disposed of his stock and will retire from business.

Hillsdale—A. D. Oberlin and son, Arvis, have opened a grocery store in the Sutton block. They were recently in the grocery business at Osseo.

Lansing—Thomas Kinney has acquired a half interest in the coal and wood business of Bernard & Donnelly, Mr. Bernard retiring.

Boyne City—D. B. and R. H. Herrick have formed a copartnership under the style of Herrick Bros., and opened a jewelry store here.

Galesburg—A. B. Cadwallader has sold his hardware and furniture stock to Irwin Jones, recently of Hastings, who will take possession Nov. 1.

Detroit—Harrell & Hoffman Co., coal dealers, have merged their business into a stock company under the style of the Harrell & Nicholson Co.

Traverse City—Geo. W. Kent, of the Petoskey Evening News, has become advertising manager for the Hannah & Lay Mercantile Company.

Dimondale—F. G. Pray has sold his implement and grocery stock together with his store building to Mrs. C. T. Bramble, who took immediate possession.

Wexford—B. Plotter, who has a large general store and drug store at Harrietta, is putting one in here in a new building now nearly completed.

Howard City—Ed. Finch, of Fremont, has rented the Coburn building recently occupied by Mrs. Charlotte Watts and will open a meat market.

Rockford—A. J. Blackburn has added a stock of cheese and oleomargarine to his line of meats and will keep all kinds of cheese and milk products.

Dowagiac—Gilbert Frost has purchased a half interest in the Fred Young stock of shoes and small merchandise. The firm will be known as Young & Frost.

Pontiac—Mrs. Thomas Peach, one of the city's pioneers, died at her home Oct. 14 of old age. Mrs. Peach conducted a grocery store here a great many years.

Fenton—W. W. Watson has sold his interest in the Watson tailor shop to L. Clay Lapham, and will be salesman for the 20th Century Tile Roofing Co., of Rochester.

East Jordan—The Peoples State Bank, capital \$25,000, opened for business this week. State Treasurer Sleeper is one of the organizers and has a large interest in it.

Kingsley—Jacob Anspach, who has conducted a general store here for the past ten years, is closing out his stock and will open a dry goods store in Cheboygan about Nov. 1.

Pottersville—The meat market firm of Densmore & Hartel has changed, Paul Densmore having purchased the interest of Henry Hartel. The new firm will be Densmore & Co.

Otsego—J. A. Collins, recently of Howard City, has purchased the bazaar stock of C. E. Pipp and will continue the business at the same location under his own name.

Bellevue—A. G. Butler, Jr., has purchased the stock and business of W. H. Newton and will continue it. He has been for ten years a clerk in John H. York's dry goods store.

Cadillac—Donnelly & Hector, grocers, were closed Monday by creditors and steps are being taken in bankruptcy. The liabilities are estimated at \$6,000 and assets at \$3,500.

Lowell—William Metz, of Ionia, has purchased the Emil Lange cigar store and shop in this city. He will manufacture two brands of cigars, "The Lowell Straight 5," and the "W. H. M."

Benton Harbor—A proposition to issue \$100,000 bonds to use in encouraging the city's industrial development will be submitted to the popular vote on election day. The business interests favor it.

Cadillac—Geo. Stewart, Fred Laney and Wm. F. Gustine have organized the Stewart & Laney Co., a limited partnership, to take over the business of Stewart & Anderson, Mr. Anderson retiring.

Big Rapids—Owing to ill health Clarence E. Bigelow has sold his grocery to the former proprietor, A. R. Morehouse. Mr. Morehouse has secured the service of his former assistant, Robert Dickson.

Ludington—E. W. Tanner, who for three years has operated the bazaar at 123 South James street, has traded his business for a grain and truck farm of 100 acres near Lake Ann. Wm. Sweet is the new proprietor.

Harvard—A new company has been organized under the style of the Northern Kent Produce & Supply Co., Ltd., with an authorized capital stock of \$3,200, all of which has been subscribed and \$320 paid in in cash.

Detroit—A. F. Thibodeau, dealer in butter, eggs and cheese, has merged his business into a stock company under the style of the A. F. Thibodeau Co., with an authorized capital stock of \$10,000, all of which has been subscribed and \$5,000 paid in in cash.

Dimondale—Mrs. C. T. Bramble has purchased of F. G. Pray his store building and stock and will take possession soon. Mr. and Mrs. Pray will move to Jonesville, where they have bought a greenhouse. Mr. Pray has been in business here nearly thirty years.

Menominee—The Commercial Club of this city has elected officers as follows: G. W. McCormick, President; A. C. Wells, Vice-President; M. D. Cox, Secretary; C. W. Gram, Treasurer. President McCormick is General Manager of the Menominee River Sugar Co.

Adrian—J. A. Baur has sold his hardware store, which he has conducted for twenty-four years, to G. A. Faulhaber, who has been a salesman in the store for two years. The name will be changed to the Adrian Hardware Company. Mr. Baur will remain for a time.

Holland—When the extensive improvements to his hardware store are completed John Nies will turn the

business over to his children and retire from active work. The business will be incorporated, probably as John Nies' Sons, and Mr. Nies will retain a small interest, with Ray Nies as manager. Mr. Nies has been in business here since before the war. He will visit a daughter in North Carolina and go South for the winter and in the spring will visit another daughter in Seattle.

Manufacturing Matters.

Eaton Rapids—Crane & Crane have installed a feed mill in connection with their elevator.

Detroit—The capital stock of the Automobile Equipment Co. has been increased from \$50,000 to \$75,000.

Ypsilanti—The Michigan Machinery Manufacturing Co. has changed its name to the Michigan Press Co.

Detroit—The Wylie Manufacturing Co., manufacturer of brass and iron folding beds, has increased its capital stock from \$10,000 to \$50,000.

Saginaw—The Wessborg-Judd Co., furniture manufacturer, has merged its business into a stock company under the style of the Wessborg Manufacturing Co.

Detroit—The J. H. Voss Co., manufacturer of soda products, has merged its business into a stock company under the style of the Detroit Soda Products Co.

Zeeland—Geo. E. Walker, Grand Rapids, has been here looking over the field for a branch of the Walker pickling plant at Carlisle. It is believed he will locate a station here.

Kalamazoo—A new company has been organized under the style of the Aldrich Auto Co., with an authorized capital stock of \$5,000, all of which has been subscribed and \$1,000 paid in in cash.

Lansing—A New York manufacturing company has leased the building at 221 South Washington street and will occupy it with a stock of men's clothing under the style of the Big Four.

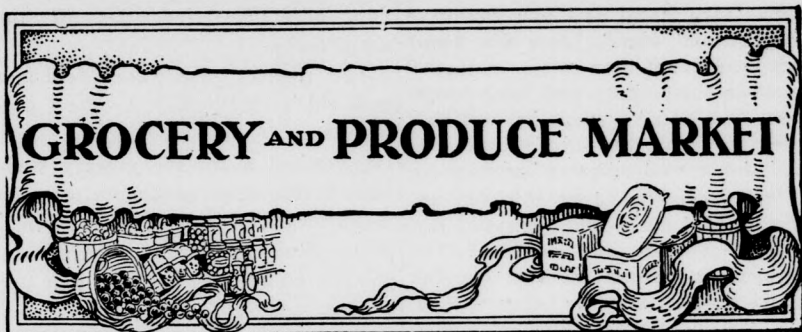
Port Huron—The Wright & Wesley Woodenware Co. has increased its capital stock from \$15,000 to \$50,000 and changed its name to the Wright & Wesley Co. The principal office was also changed to Detroit.

Muskegon—A new company has been organized under the style of the Lyons Folding Wardrobe Co., with an authorized capital stock of \$20,000, of which \$11,000 has been subscribed and \$2,000 paid in in cash.

Saginaw—The King Furniture Co. has merged its business into a stock company under the same style with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed, \$1,000 being paid in in cash and \$4,000 in property.

Charlotte—Locke & Leonard have equipped the building they purchased last spring with machinery for their business of tanning and fur dressing. They will make coats, robes, rugs, etc., and will also mount animals and game heads.

Lansing—The National Biscuit Company has established a distributing station in this city and Earl Shinville, who has been the Lansing salesman, will be the sales agent in this district. A large stock of goods will be carried.



The Produce Market.

Apples—Northern Spys, \$1.50@1.75 per bu.; Baldwins, \$1.35@1.50; Greenings, \$1.25.

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

Beets—50c per bu.

Butter—Receipts show some increase, but the percentage of strictly fancy butter is very small and meets with ready sale at top prices. Under grades are not quite so firm, being more plentiful, and concessions must be made to move them promptly. The weather is favorable to buttermaking and the make is larger than last year. Apparently the market is likely to remain steady. Local handlers quote creamery at 30c for tubs and 30½c for prints; dairy ranges from 20@21½c for packing stock to 23@25c for No. 1.

Cabbage—65c per doz

Cantaloupes—Michigan osage, \$1.25 per bu.

Cauliflower—\$1.25 per doz.

Carrots—50c per bu.

Celery—20c for home grown.

Citron—85c per doz.

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

Cranberries—Early Blacks from Cape Cod, \$6.25 per bbl.

Cucumbers—50c per doz. Pickling stock, 20c per 100.

Eggs—Receipts of new laid eggs are light and the market is firm at an advance of 1c per dozen. Held eggs are firmer in sympathy with fresh and the market on both grades is strong. The consumptive demand for eggs is good and receipts of fresh are cleaning up every day. Also, withdrawals of storage eggs are very large. Local dealers are paying 25c f. o. b. shipping point.

Grapes—Tollas, per crate, \$1.35; Malagas, \$4@5 per keg.

Honey—17c per lb. for white clover and 12c for dark.

Lemons—Messinas, \$6.25; Californias, \$7 per box.

Lettuce—\$1 per bu. for head and 10c per lb. for leaf.

Onions—Spanish, \$1.25 per crate, home grown, 75c per bu.

Oranges—Late Valencias are quoted as follows: 96s and 288s, \$4.25; other sizes, \$5.25.

Pears—Duchess, \$1.50@1.75; Keepers, \$1@1.25.

Peppers—\$2.25 for Red and \$1 for Green.

Pieplant—75c for 40 lb. box.

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

Potatoes—The market has declined to 35@40c at outside buying points.

Poultry—Local dealers pay 10c for hens, 10c for springs; 7½c for old

roosters; 10½c for ducks; 8c for geese and 14c for turkeys.

Quinces—\$1.75 per bu.

Radishes—12c for long and 10c for round.

Spinach—50c per bu.

Sweet Potatoes—\$2.25 for Virginias and \$2.75 for Jerseys.

Tomatoes—65c per bu.

Veal—Dealers pay 7@8c for poor and thin; 8@9c for fair to good; 9@10c for good white kidney; 11c for fancy.

Wax Beans—\$1 per bu.

Watermelons—Michigan home grown command \$2 per bbl. for 8, 10 or 12.

Rockefeller Gives To Science.

John D. Rockefeller has given an additional \$3,820,000 to the Rockefeller Institute for Medical Research of New York, thereby making his total gifts to this institution \$8,240,000 and also increasing his known contributions to philanthropy, education and science to \$125,004,662. With this additional fund the work of scientific laboratory research will be extended to cover the entire field of medical science. Founded in 1901 with an original gift of \$200,000 the Rockefeller institution has for its purpose original investigation into the causes of diseases and the systematic test of new methods for their treatment. The institute is governed by a board of directors composed of medical men and scientists of high reputations. It has a staff of workers drawn from the whole United States. Its contributions to science already include the discovery of the hookworm, the source of yellow fever, and its study of cerebro-spinal meningitis. Its possibilities for future usefulness are infinite.

The Drug Market.

Opium—Is steady.

Morphine—Is unchanged.

Burgundy Pitch—Has again advanced and is tending higher.

White Castile Soap—Has advanced.

Menthol—Is higher.

Oil Anise—Has advanced.

Oil Cedar Leaf—Is higher.

Oil Lemon Grass—Has advanced.

Iodine and Its Preparations—Have advanced.

Oil Peppermint—Is very firm.

Oil Spearmint—Has advanced.

Goldenseal Root—Has advanced and is very firm.

Detroit—The Model Tank Valve Co. has engaged in business with an authorized capitalization of \$40,000 common and \$10,000 preferred, of which \$40,000 has been subscribed, \$20 being paid in in cash and \$39,980 in property.

The Grocery Market.

Sugar—Two drops of five points each have taken place during the week. Wednesday refined sugar opened at \$4.85 on the New York basis. Cables are a trifle easier on raws.

Tea—The Japan market remains in the same firm condition with a good healthy tone. Stocks are well cleaned up, practically no old teas being left in this country, and new teas are coming in sufficient quantity to meet all requirements. There is no speculative buying and no offerings being made at less than holders' quotations. The rigid government inspection on teas exported to this country, excluding all teas showing any signs of impurity or being below the fixed standards, has caused the native exporters to be very wary of running the chances of rejection by our custom's officials, thereby having its influence on the market toward firmness. The Ceylon market is higher and good quality finds ready sales. China blacks and greens are strong on increased European demand. All markets are closing firm.

Canned Fruits—The demand on all canned fruits continues very good for the season of the year, but as yet the California markets have hardly settled down to a steady basis. Prices have advanced somewhat since the opening of the season. Some of the wholesalers report that it is almost impossible to get any New York gallon apples, but there is a fair supply from other states. It is expected that finer grades of New York apples will not arrive on the markets before the first to the middle of November.

Canned Vegetables—The market on tomatoes has not been quite so active during the last two weeks, which is said to be caused by the weather being so nice that the packers continue to pack much later this season than last. There has been a good demand during the week, as many of the retailers are putting in their supply for the cold months. Corn is still very firm and the Minnesota pack is reported as being very short. Packers are said to be unable to fill nearly all their orders and wholesalers will be compelled to look to other markets for their supply. The market on peas is not so active as a short time ago, but the demand is very good.

Canned Fish—It is reported that the run of fish for sardines is much better than some time ago, but the markets here have a very light supply. Prices are the same as quoted last week. The salmon situation is no better than some time ago. Prices are firm and the supply is very short in nearly all grades. The demand continues good and it is expected that the demand will be even heavier than last year if prices do not go too high.

Dried Fruits—The dried fruit market is not quite as active as a short time ago. Buying from the retailers is lighter and the wholesaler as a rule is just buying stocks as needed. Stocks on the Coast are held very firm. There is a great deal of effort being put forth by the packers to put raisins on a firmer basis. Evaporated raspberries advanced

about 1¼c per pound last week and the market remains firm. Prices of prunes are so high at present that very few want to take any quantity, and the demand is light.

Rice—The prices of rice remain the same as last week, but are quite firm on most of the desirable grades. There was a good business done in the Twin City markets the last week. Reports from the South are to the effect that the acreage will not be as large next season, as many of the planters are sowing cotton instead of rice.

Cheese—Consumptive demand is fair and the market is healthy throughout. Prices remain the same.

Syrups and Molasses—No changes in quotations; conditions remain the same.

Provisions—In the Chicago market Tuesday provisions were higher early, reflecting the strength in the hog market at the yards and the light receipts at packing centers, but ignoring the weakness then prevalent in grains. Commission houses and brokers for the packers were the best buyers of January product. The rally brought more or less realizing by owners of May delivery and more or less short selling of that future. There was considerable commission selling both of May and January. Provision shipments were much smaller than a year ago. Hog receipts West were 51,700, which compared with 75,700 the corresponding day last year. Closing prices of pork were unchanged to 5c lower. October lard was nominally 7½c higher and other months 2½c lower and October ribs gained 2½c while other months lost 2½@5c.

Salt Fish—The market is steady to firm, according to the kind of fish. Norway mackerel is fairly steady and Irish quite so. Herring are in better request from consumers, at steady, unchanged prices. Codfish is very firm, under moderate supplies and a steadily increasing consuming demand.

Bay City—The Gyroscope Electric Co., to manufacture wireless telegraph and telephone apparatus and water and electric motors, etc., has been incorporated with an authorized capital stock of \$40,000 common and \$10,000 preferred and \$26,000 paid in. Geo. McBride is the principal stockholder.

Detroit—The Michigan Neckwear & Suspender Co. has merged its business into a stock company under the style of the Michigan Neckwear Co., with an authorized capital stock of \$6,000 common and \$6,000 preferred, of which \$12,000 has been subscribed and \$6,000 paid in in property.

Detroit—The Ritter Manufacturing Co., manufacturer of auto tops, has merged its business into a stock company under the same style, with an authorized capital stock of \$100,000, of which \$88,000 has been subscribed, \$15,000 being paid in in cash and \$63,000 in property.

How people do like to ask questions you can not answer.

People with the telephone habit make a busy man tired.

INTERURBAN EMPLOYEES.

Lack of Proper Training the Cause of Many Accidents.

Written for the Tradesman.

In a mild way, now and again, a word is said as to the reckless running of trolley traction cars which is costing such a constant and terrible toll of human life. The gradual growth of the electric systems seems to have habituated the public to these conditions to a degree that makes the few mild protests fall on heedless ears. No one able to gain a hearing seems ready to take up the matter in a way to bring attention to the wholly unnecessary and criminal conditions obtaining so widely.

The trolley in this country, and in the world, is new. The comparative cheapness of construction and simplicity of the engineering problems involved gave it a mushroom development, reaching almost its present expansion in a very few years. Thus it found itself established in most of the states without special legal regulation as to engineering construction, speed, or, still more important, efficiency in operation. The growth of the system was sudden, but its development of traffic has been much more gradual and there has not been a corresponding improvement in either the roads or methods of operation.

The matter of speed should be subjected to the most careful legal regulation. There should be, not only a limit to the highest speed permitted depending on weight of rails and condition of roadbed, but there should be a special limit for curves, according to radius, grade, etc. The fact that speed regulations are not imposed on steam railways probably has its influence in exempting the traction lines, but the conditions governing in both the physical construction and mode of train driving destroys the parallel if, indeed, the steam roads should be exempted.

But the great source of danger lies in the personelle of the employes and in the methods of operation. The gradual development of the steam railways of the country, and of the world, with the recognition that the great interests of life and property can not be subjected to the hazard of unskilled operators, has built up a system of division of responsibility and training of employes that, while deficient enough, is certainly a vast improvement on the other.

The methods of operation of the interurbans in most parts of the country seem to be adapted largely from the existing street railways. In one Grand Rapids road this was unquestionably the case. A few street railway conductors and motormen who could serve as instructors as to handling the cars and traffic, with possibly one or two with actual experience on interurbans, were used as a nucleus, and the great number of operators were trained under these. The great source of supply for keeping up the ranks of street railway employes has always been the rural community adjacent to the cities. What is more natural than to look for the material for the interurban operators in the country along the

routes? This has been the method followed in Michigan and, no doubt, very largely throughout the country.

This sort of material and the method of instruction and drill may be all right for the operation of the street cars of the small city, but is it adequate for the requirements of high speed, and all speed, in interurban traffic? Is it a wonder that the press is constantly filled with the accounts of fatalities wherever such roads are in operation?

The great source of danger, then, lies in the method of recruiting and training (or not training in any adequate sense) for the interurban service. It is notorious that in many of the accidents which occur it is found that the men concerned are manifestly unfit for such duties. They are not only such as have had no proper training, but are of a character that would not be chosen for the least responsibility by private interests, as developed in the numerous coroners' enquiries.

W. N. Fuller.

Origin and Effect of Some Price Cutting Campaigns.

Buffaloes and bad men have passed and the stories of the West as it really is to-day are often overdrawn and exaggerated. He who fanned the hammer of an old Bisley Model six shooter twenty years ago has disappeared and with him the knife man. The bowie knife trade has seen its best days and Western merchants are enjoying a tranquillity which permits the profitable sale of table cutlery to the exclusion of the old slashers.

It may make some of us feel like grandfathers to think of the days when we associated cuts with stone bruises or let them refer to the artistic manner in which we could quarter section a pie. A little later, with our first job, we began to think that we cut no small figure in the world, but trudging along through life we have accumulated knowledge that has partially healed that ragged wound and has taught us to cut it out and get down to work.

In business we have a definition for the word "cut," which has largely to do with prices. From the buyer's desk often comes the word of reduction or advance in prices. These terms are commonly used in connection with the markets, where prices vary up or down as the case may be from real causes. I do not wish to confuse the meaning of reduced price with that of a cut price or of a downward tendency in the price of any commodity with a slashed price. There are reasons for reductions or advances. For instance, it is the decreased acreage coupled with poor crops of flax that has advanced the price of linseed oil. Good crops another season may lower it, increased acreage will probably never reduce the price as a good flax crop is generally the product of new soil.

Because the Brown Hardware Company bought wood screws on a low market was not the cause of their slashing the price to the cost of their competitor, the Smith Hardware Company. It was just a case of "believe everything bad that you hear about your competitor," and a desire to have all the business. Sort

of a "take it all and you can have what's left" idea." Some merchants simply can not bear to see any good in their competitors, and have adopted a "get even" system that not only hurts the competitor, but boomerangs back home to do greater harm.

When approached on this deplorable state of affairs one man will say, "Let him come and see me." The competitor will remark that "he can stand it as long as the other fellow," and they go through life whipsawing back and forth like a couple of kids. For any merchant so unfortunate there are fortunately three avenues of escape.

The first is by the sell-out route; the second is the buy-out route, and the third way is to join your State Hardware Association and there meet your competitor away from the home bone and learn to like him. Try the latter route first, as the limited passenger trains to success all travel that way.

Another "price cutter" comes from the farmer, where, by the best efforts of his life, he has laid aside a few thousand dollars on which he starts a hardware store in town that he may "take it easier" the rest of his life. Who was the first man to have this dream I do not know, but I do know some of those who are making a stagger at it to-day and if they ever got up at 4 o'clock to milk the cows out on the farm a reaction has certainly set in, for they couldn't get down to their hardware stores an hour before opening time to give the stock a much needed cleaning if their very lives depended upon it.

Retired men going into business to take it easy have a retarding influence on advancement. These men have generally spent a lifetime thinking that the merchant made enormous profits, and with a firm belief that the thousands of men engaged in the hardware business in this country are dead wrong. They mark goods at a 15 per cent. margin of profit based on the cost price and start in. Inventories to them are red tape, and they slash away for a year or two before they awaken to the realization that it has cost them 17 per cent. to do business, and that perhaps the men who have been in the hardware business a lifetime may be right in asking a little more in the way of profits.

I heard one one of these "experimental farm" hardware merchants talk to a prospective customer a few days ago in about this manner, "No, we hain't got none of them bicycle grindstones, but we buy from folks that have got 'em," and he reached for the Blank Hardware Company's catalogue, where he found a good illustration and the weight of the grindstone which he had mentioned. He then dug up the confidential cost book applying to the goods in the open catalogue, and together he and the customer found that it cost \$5.10 f. o. b. their town. "Well, I guess I can let you have it for about \$5.60, and the other fellers here are gettin' \$6.50 for that same piece of goods."

That wasn't competition, it was a crime, for on his competitor's sales

floor were two grindstones of the same make.

The country hardware merchant gets rid of this thorn in the flesh just about in time to clear the decks for another or for the grocery store with a few hundred dollars invested in hardware, which is worse than given away to attract or hold the grocery trade. Were it not that our country brother has a better knowledge of buying as well as selling hardware, such competition would more than crowd him to the wall.

While all this has been going on in the towns and villages the city hardwareman has not been exactly starving for excitement. The country merchant does not know the meaning of a 10 cent or of a department store, but quality and service are still appreciated and our city merchant has learned pretty well how to compete with those who put cut prices ahead of everything.

To get back to that pie we quarter sectioned a long time ago, you will surely come in for a piece of it, if, rain or shine, you stick to a legitimate business profit and look upon your competitor as a fellow sufferer with whom you are sharing the sorrows, the profits and the pleasures of the same line.

Be willing to cut the business with him, for no one man can get it all. Grease your business pie pan with politeness, courtesy and condescension and your crust won't stick to the bottom.—Assistant Manager in Iron Age-Hardware.

Special Bargain In Second-Hand Fire and Burglar Proof Safe

We have just purchased a good second-hand safe which has been used by a large financial institution.

The safe is in first-class condition. It has plenty of room for books and papers with a large Burglar Proof Vault (across the entire bottom of the safe.)

It is just the kind of a safe a country merchant ought to have who cannot get to the bank every day.

This safe will be sold at an exceptionally low price if it can be disposed of at once so as to save the expense of moving it from its present location to our office.

If interested write, wire or come and see us without delay.

Grand Rapids Safe Company
Grand Rapids, Mich.

WAS NOT SO FUNNY.

Hallow-e'en "Jokers" Are Given Own Medicine.

Written for the Tradesman.

It is a coarse sense of humor which sees something amusing in the misfortunes of others. To the average citizen humor is a thing out of place. It wouldn't be funny at all if a cow should lift up her voice in a pasture and demand to be fed, but if she should stick her head into a school house window and make the same request, that would be very funny indeed.

I went to a theater with a rather intelligent fellow, one night, and saw a fine play by an actor of note. My friend sat through it all without comment until one of the company was left out in front when the curtain fell and it struck him on the head. Then my friend woke up. He thought that very funny and talked of the incident every time he spoke of the performance.

This definition of American humor as love of a thing out of place is particularly applicable to Hallow-e'en night. The youth of the land is ready to put things out of place on that night. An old red gate over which lovers have hung, and which has opened to let men out into the world, and to let them back to be buried, is not a thing to excite wild laughter as it swings at the end of the walk to the street, but put it up on a cow-shed and it seems to be funnier than one of J. W. Kelly's stories of how to work the barkeep for a free drink the morning after.

Cherryville had a lot of boys who were disciples of this modern brand of fool humor. There were doings in Cherryville every Hallow-e'en night. No cow was sacred, no horse's tail was above approach, no church bell was respected, no front gate was sure to be in place after George Gates and his gang had made their rounds. The people of Cherryville knew that George Gates and his bunch of bandits did most of the mischief, but George's people lived away up on Easy street, and so the pranks were laughed at, whereas George should have been pinched, or ducked in the millpond, "just for fun."

Two years ago Judd Carson's sidewalk was found in the morning floating in the pond back of the slaughter house, and Henry Covode's chicken house was located in the back yard of the brewery, and Charley Carpenter's front porch was discovered at the back of the tavern stable. It was admitted by all that George and his lively young men had been in great spirits on the evening before. That is, all those who hadn't been put to expense by the alleged "fun" admitted it.

So, last Hallow-e'en night Judd, and Henry, and Charley, and several others, played for even. They waited until George Gates and his band of future convicts were up on the hill by the college, giving their attention to outhouses and front gates, and then proceeded to carry out a humor programme of their own.

George and his friends were athletes, in that they owned a rowing club and a baseball field. They used

to meet at the boat house and smoke doped mixtures and go to the ball field and make one run while the high school boys were making ten. But they enjoyed their boat club and their baseball and held sacred the precincts of the boat house and the ball grand stand. So the boys who had been annoyed by George's gang went forth to seek reprisal.

George and his chums were up very early the next morning. They wanted to hear what the folks about University Hill would say to their arrangement of cowsheds and outhouses with conservatories and front porches. They all met at Gibb's store and sat around on boxes, waiting for some one to begin kicking.

"Hello, George," old Si. Martin, who lived down by the pond, said as he hobbled into the store, "I wish you'd come an' get your old gasoline launch and your canoes out o' my grass. I'm goin' to cut that swamp next week."

"What's that?" asked George, beginning to turn red.

"That swamp back o' my house," continued old Si., "is full o' launches and canoes. Some of 'em is all right, an' some of 'em has holes in the bottom. And all is full o' mud an' things."

So George and his cheap little pirates went out to the swamp and began working their priceless possessions out of the mire. Most of the canoes were ruined, but they thought they could make the launch as good as new by putting in new machinery.

When they got what was left of the boats down to the lake there wasn't any boat house to put them in. The boat house was anchored out in the middle of the lake and George's pet cow was tied to the roof of the same.

"Look here, you fellers," said the village constable to George, "I know your tricks, an' if you don't get that cow off 'n' that raft I'll arrest you fr' cruelty to animals. You know me!"

So they got a boat and went out and rescued the cow, but the boat house wasn't much good any more on account of being sawed into lengths suitable for hen coops. What the boys said must forever remain a mystery, for they were out on the pond when they said it. Then Uncle Sam Higgins came into town from his potato patch.

"Say," he said to the boys, "when you get done foolin' with that raft on the pond, you might go out an' take them boards off my potatoes."

"What boards?" asked George.

"Them consarned boards you had in the baseball grand stand an' bleachers," was the reply. "I don't want no plank pavement laid on my potato field, an' if you don't get them boards away I'll call on Squire Hall."

So George and his merry, merry men went out to Uncle's potato patch and harvested the grand stand and the bleachers off the old man's field, also they hunted up a man to level the diamond, for the merry, merry men who had been out on Hallow-e'en night had, merely in a spirit of mischief, plowed up the field and sown it with glass, hoping, perhaps,

to raise a crop of beer bottles. Likewise, the boards which had composed the grand stand and the bleachers were split into shreds and sawed into short lengths. This was all very, very funny, but the boys had laughed so hard over the plight University Hill would find itself in that they had no more laughs coming to them when this new brand of humor flashed into view.

The boys uncovered the potatoes and piled the board up where the kindling man could get them. There was to be a game the next day, but that was postponed because of the merry, merry, genial spirit of mischief which George and his chums had long encouraged at Cherryville.

"Well," George said, after the ball park was arranged to the dissatisfaction of the members of the Association, "I'll go and get Tom and Jerry, and we'll take a ride out into the country. Cherryville is not much of a place for fun anyway."

And when they got down to the barn where Tom and Jerry lived they found the hostler sitting on the horse-block inventing new words. Tom and Jerry stood by the fence in apologetic and discouraged attitudes. If ever any fine blooded horses were ashamed of themselves Thomas and Jeremiah were ashamed of themselves that day—although the fault certainly was not their own.

Thomas was a glossy black horse with a flowing black tail which was the wonder of the country round, and Jeremiah was a snow white steed with a long and sweeping tail which was like the frost on the pumpkin—if that is white enough for a comparison. But, alas and alack, and also Gadzooks, the merry, merry spirits of Hallow-e'en had wrought strange changes.

Thomas' tail was now black down to the end of the flesh and bone of the appendage, and below that it was snow white. And Jeremiah's tail was white down to the end of the bone and then it was black as jet. The humorous Hallow-e'en men had not harmed the horses. They had only changed their tails. And George and his chums saw what had been done and sought to change the tails back again, but they found that the tails had been braided and glued into each other, and that removal would be the work of days and not minutes. So they led the horses back to the stable and went out of town on foot.

They had never had such opportunities to laugh at real American humor, yet, somehow, they refrained. They saw no humor in things misplaced. In fact, if Gene Gones' calf had lifted up his voice from the middle of a sawdust cake, on the following day, they would have seen nothing funny in it. Which shows that, after all, humor is purely local in its character, and what will tickle one man will not move another. But Hallow-e'en no longer thrives at Cherryville.

Alfred B. Tozer.

Unions and the Saloon.

It is reported through the Detroit papers that the Federation of Labor of that city has made a willing and deliberate agreement with an organization of saloonkeepers pledging the

support of laboring men to the political purposes and political schemes of the saloons in return for some favors which the saloonkeepers promise to give. There could hardly be conceived a baser betrayal of that which organized labor is supposed to represent than is involved in this agreement to abjectly surrender to the saloon. How much consideration does it include, for the first and most important interests of workingmen, for the mothers of workingmen's children and for the children themselves? All over the country labor unions are just now denouncing the suspicion and the fear that any representatives of organized labor had to do with the explosion that destroyed the Los Angeles Times office and brought instant death to almost a score of working men. They indignantly deny that charge and all who are in sympathy with organized labor hope it will be proven true. But the crime committed against the working men of Detroit and of Michigan through an agreement to bind them to become the willing tools of the saloon is an offense against honor and against justice greater than the Los Angeles disaster.

Hill Top Shoe Company.

The Hill Top Shoe Store has been incorporated, with an authorized capital stock of \$55,000 and \$3,000 paid in in cash, and will open at their store at 207 Michigan avenue about Oct. 25. The officers of the company are President and Treasurer B. E. Quick, Vice-President Chas. V. Hilding, Secretary M. H. Quick.

The business will be under the management of B. E. Quick, who for the past four years has been connected with the Bradstreet Co., in charge of the credit investigation and ratings in this city. Mr. Quick has had upwards of twelve years' experience in the shoe business, about five years as traveling salesman and seven years in the retail trade.

Don't neglect the little amenities and courtesies of life.

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Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

October 19, 1910

WHERE LIES THE MISTAKE?

It is not often that any of the maxims which have come down the ages can be improved upon, but here is one that needs touching up a little: "Train up a child in the way he should go," and you can't begin a minute too soon should be added to make it complete. In these later days the result of putting off the beginning has peopled the world with as unmanageable a mob of children as the sun ever looked down upon.

The family next door have a "darling Eddie" whom they are idolizing. The "darling" is two years and a half old. He goes to bed when the rest of the family does, be it at sundown or after midnight. He has his seat at the table with the rest of the family three times a day, where he proceeds to protest whether he has, or has not, what he wants, often uproariously, and not always to the delectation of the gathered household. To state it plainly Edward is a young, pretty, crying nuisance, and this at two years old because his foolish, shortsighted mother did not begin his training early enough and has not force of character enough to begin now.

Around the corner is a poor little boy, who has reached the lofty height of eight experienced years, in spite of the tireless exertions of a constantly opposing mother. She thwarts him from the rising of the sun until the going down of the same. The commonest duty is secured only by direct command. "Its time to get me ready for school and you want to be quick about it! Bring me my hat can't you, and where are my books? There! You didn't go over my geography with me last night and now I shall get marked down! Its always the way!" This is no imaginary talk. As nearly word for word as a fairly retentive memory has been able to reproduce it, it is given as the boy said it, and the only reply the mother gave was a reproachful, "Why, Franky! Is that the way to talk to your dear mamma?"

At certain hours every day a "bunch" of school boys pass this office window. They attend the high school. The facts so far developed

are that they smoke and talk loud and swear. The teachers are a "worthy lot" and don't seem to know what they are about, and that shows pretty plainly what sort of a school board we have in this town." This particular set are evidently seniors and are to graduate next June. They belong to the best families. They eat the best food, they wear the best clothes, and from cap to the turned-up hem of their trousers they are as big a lot of rowdies as the town holds. There is no need of asking what kind of manhood, young or old, these boys are going to make and what part they will take in the new Nationalism.

Without worrying much about that, "Sufficient unto the day is the evil thereof," what is a matter of much concern is how this is to be obviated. To say it is a matter of private interest is hardly true. It is too widespread for that. The whole country seems to be afflicted by it, yet we are scarcely willing to pronounce it a national characteristic. The easiest conclusion to come to, is, that the family is to be held responsible, and traced to that quarter, the household must decide where the fault lies and govern itself accordingly. It is easy to say "Here is where the mother comes in," but that does not follow. But once located, it is incumbent upon those in charge of the location to see to it that the wrong is righted, and that the old maxim shall again be made to hold good however much it may have been perverted.

WHEN TIRED.

There are almost as many ways to show this feeling as there are individuals, but there come just now two vivid pictures of child life which may be taken as extreme types of human character.

The one was a bright, spoiled boy who was homeward bound, and seemed bent upon making things as uncomfortable for those around him as in his own fancy they were for himself. After lurching upon ginger cookies and grapes until they failed to afford him comfort he amused himself by throwing bits of the leavings among his fellow passengers, expressing his disapprobation in the most vehement terms when his mother strove to interfere. Then when he was refused candy, the cries were continuous. "So tired! Poor boy!" was the maternal apology.

A few seats in the rear was a sweet faced little Italian boy, his face bandaged because of some physical affliction. He tipped his hat over his face, laid his head in his mother's lap, and rested as well as the circumstances would permit. Occasionally she lifted the hat and peeped down at her charge, smiling back at the little smiling upturned face. How much he was suffering aside from the fatigue, no one knew. He knew better than to inflict it upon his fellow passengers.

There are many like the spoiled child, who wish every one to know when they are the least uncomfortable, and who are bound to spread the contagion. When loud words fail, actions are made to emphasize the point until, if at first there is

sympathy, it finally resolves itself into disgust. Others, like the sweet-faced little Italian, slink into the background and strive to choke their own troubles, if not in sleep, at least in quiet. The world has enough of the disagreeable, every one his share. We may scatter the sunbeams broad cast, but let us keep the shadows in the background.

TOO WEAK.

It seems but yesterday that the world stood in silence with the boy king of Portugal beside the prostrate forms of those nearest to him. While it grieved with him in his bereavement it also looked with foreboding into his future; and the crown of royalty seemed heavier than ever before. To-day this same world sees a deposed king, an exile from his own land. And to those who criticize the boy ruler for not fighting for his throne the pitiful reply comes, "Physically, I was strong enough, but morally I was too weak—too disheartened."

We as Americans will find it difficult to stand in the place of the dethroned monarch. He feels that he has lost the inheritance of generations, home, country, and most of all, friends. Surrounded by plots and plotting, betrayed by those whom he had once trusted—he is nervous, disheartened, weak.

None of us will ever be placed in his position. But to all of us come periods when the world seems pitted against us; when friends desert, and everything goes wrong. Yet these are just the times when we need the moral courage to redeem our lost standing; when we should mentally resolve to not give up. The clouds are darkest just before the dawn, and a persistent clinging, even when hope seems dim, may eventually be the means of restoring us to sunshine. Remember the words of the author of Uncle Tom's Cabin: "When you get into a tight place, and everything goes against you, till it seems as if you could not hold on a minute longer, never give up then, for that's just the place and time that the tide'll turn. It takes grit and grip to weather some of the storms of life, but we come through them stronger and more efficient because of the hardships."

KEEPING SWEET.

"I get along so much better with the --- boys this year than last," remarked Johnny enthusiastically; "and I believe the reason is that instead of getting angry when they give their rude taunts I just laugh them off."

Philosophical boy! The world needs more boys, growing and grown-up, who can laugh away the taunts and insults of a rival. There is no fun in trying to plague a boy who is firmly set in his purpose not to be teased. It is simply a waste of time and ammunition. It is when the victim loses temper and begins to fight back that the real fun commences. If he is bound to keep sweet the tormentor soon finds it advisable to transfer his shots to a less ably defended bulwark.

The loss of temper is always attended with other losses, in comparison with which the first is but minor. Self-control is one of the first things which goes, and without this one is like a ship without a rudder. "You will be remembered only as the man who broke my nose," was the mild reproof of Michael Angelo to one who struck him in anger. "Teach your child," says Franklin, "to hold his tongue, he'll learn fast enough to speak." And an old Greek proverb goes, "He overcomes a stout enemy who overcomes his own anger."

The jest that strikes on the humorous side does little harm to any one. The good-natured reply takes off the sharp edge of the satire while a sharp retort but whets it to the keenness of a razor. Besides, if there is an intended thrust, the jolly answer but throws the sharp edge back upon the sender. Make light of the small injury; and when it becomes great remember that while "it would be manly to resent it, it would be Godlike to forgive it."

THE FACE AS A MIRROR.

The face is a mirror of the soul, and while to some it may be partially dimmed, there are acute analysts of character who can read our thoughts in our faces, no matter how much we may attempt to conceal them. Anger quickly makes itself known, even to the least observant.

As the changes in mood may be interpreted in the individual, the ruling thoughts and passions of every one are written with more or less distinctness upon his face. Study the faces of the philanthropist and the miser; those of the optimist and the pessimist; the generous hearted and the one who prays only for "me and my wife and family." Look upon the face of the one who thinks kindly, noble thoughts, and behold their reflection upon his countenance. Not only does his work help his fellow-men, but every great thought raises his plane a little higher, and renders him of more worth to the world. Even when his tongue is silent and his hands inactive, there is in the facial expression a power for good. He may not realize this; his companions may not perceive directly the influence; yet it is there, its magnetism insensibly drawing others upward, onward.

The child looks at the adult with a discriminating eye, quick to detect the presence of humor, the elements of child love; it is equally quick to discern the impatient look which says: "Get out of the road." A kindly heart may be concealed behind a rough exterior, yet there is some window betraying its presence—the eye, the twinkle about the mouth—it is there. Yet the smile put on for the occasion is as apparent as is dross to those who know pure gold. Cultivate generosity, sympathy, kindly thought, and lofty purpose, and your face will grow beautiful, even though the features are plain. But evil thoughts are as surely reflected, no matter how much we strive to conceal the blemish.

DEVELOPMENT BUREAU.

The boards of supervisors in the twenty counties embraced by the Western Michigan Development Bureau are showing a commendable public spirit in voting funds in aid of the Bureau's work. The county boards one after another are appropriating amounts equivalent to ten cents on the \$1,000 assessed valuation, and up to date no property owner has found fault with such grants of the public funds nor questioned their legality. On the contrary the taxpayers are themselves urging their representatives to action.

The Development Bureau is doing a great work for Western Michigan. Not only is it giving wide publicity to the resources and advantages of this district and thereby attracting settlers, but its educational campaigns are making the farmers and fruit growers more skillful, more intelligent and more successful. The results of what the Bureau has been doing are already shown in the increased land values throughout Western Michigan. This increase in value means that the worth of the land is being recognized, that its possibilities are being realized, that the demand for it is increasing.

In climate and soil Michigan is equal to the best of the Western States and in large markets easily reached for everything that can be produced Michigan is far ahead. The Western States, however, have advertised extensively, intensively and well and the Western States have been drawing the crowds. In the West the advertising has been paid for from funds raised by taxation, and the results certainly have warranted the expenditure. Western Michigan, through the Development Bureau, is now doing what the Western States have been and are doing, and when it is recalled how superior are the opportunities that Michigan can offer, there is every reason to believe the benefits received will be even greater. Every county in the Bureau district should contribute its quota to the fund, and Kent county, as the gateway to this great district, should not be a laggard in the good cause. Kent county, by the way, has about 100,000 unimproved acres within its border. It needs publicity fully as much as some of the counties farther north.

GET YOUR BILLS READY.

In a couple of months the people of Michigan will be ready for their regular bi-ennial carnival of lawmaking. The State Legislature will convene Jan. 3 and from that date until some time in May or June all of us will be kept guessing as to where lies the pathway of the lawabiding. Many new laws will be made, many old laws will be amended or repealed, and when the session is ended the courts will be busy for months endeavoring to interpret the legislative intent.

There is entirely too much lawmaking, but this country has the lawmaking habit, and the habit is so deeply rooted that instead of trying to effect reform the wise man will look around to see if there isn't something he wants himself. It is early to forecast what bills will come

before the next Legislature, but nearly every trade, industry, occupation, calling and interest seems to be getting into line. The druggists want something, and so do the grocers, the milkmen, the blacksmiths, the dentists, the farmers, and almost everybody else. The liquor interests and the anti-saloonists are both preparing programmes, the railroads want conditions made easier and the women want to vote. Nearly every State association and organization, whether buttermakers or lovers of the forests, has its legislative committee and these committees are already drafting bills to have them ready to drop into the hopper as soon as the law mill starts. And this early activity is advisable and desirable. If we must have a lot of new laws or old laws changed, it is better to have the ideas they represent carefully presented than to have them put forward in a raw state. It would also be desirable if associations and organized interests wanting legislation would give early and wide publicity to their designs. If worthy, publicity will be an aid to the measures proposed; if not worthy, publicity will give them easy and speedy death. There should be no gum shoeing in the making of laws for all the people to live under.

POLITICIAN'S GRATITUDE.

Gratitude as it relates to politicians has been defined as a lively sense of favors yet to be received. The recent Republican State convention in Detroit seems to have been a good exemplification of political gratitude. For six years Fred M. Warner has been Michigan's chief executive and as such has had many good things to hand out. But for him Chase S. Osborne would not have been Regent of the State University. But for his aid William Alden Smith might not have been Senator. It was Governor Warner who appointed Franz C. Kuhn Attorney General and made John E. Bird a justice of the Supreme Court. And the list could be made a long one of others high in Michigan Republicanism whom Governor Warner during his six years in office has favored. Governor Warner's term is near its close, however. In a few weeks he will return to the ranks as a private citizen and his power to bestow favors will be gone. Forgetting the past, looking only to the future, the politicians in convention assembled in Detroit placed the ban of silence upon the name of Warner, pretended to forget that such a man ever lived and had words of praise only for those who seemed to be riding the crest of the incoming wave of popularity. Never was there a better exemplification of political gratitude.

Governor Warner, the only executive of Michigan to serve three consecutive terms, has made mistakes and has been compelled to shoulder some of the mistakes that others have made. But when his administration becomes history, when the record is written without bitterness or bias, it will be found that there have been few similar periods in the history of the State so productive of desirable constructive legislation. The State Railroad Commission has been creat-

ed, railroad passenger rates have been reduced to 2 cents, the primary election law has been made State-wide and to embrace United States senators the 60-year-old State constitution has been revised, the Public Domain Commission has been established and more stringent liquor laws have been enacted. These are only a few, the cost easily recalled, accomplishments of the Warner administration. Some of these measures have not found favor with the railroad, corporation and other special interests. Is it not possible that these interests have had much to do in making it politically fashionable to find fault with the administration and to blame Governor Warner not only for his own mistakes but for the mistakes of everybody else?

PICKING CORN.

A Centralia, Mo., newspaper recently printed the following advertisement: "Wanted—By the women of the Centralia Methodist church, some one to give them a load of corn for the gathering. The women will go to the field and pick it themselves." This is a determined effort on the part of the church ladies to pay off the last \$500 indebtedness on a \$1,500 mortgage.

There are too many people in this world who need money very much worse than do those ladies, yet who are looking for a soft snap. Corn picking is too hard for them. And in waiting for something very much better to turn up they are allowing the corn to spoil for want of harvesters. There are only a few easy places in this world where the pay is good, and most of these are filled by those who have an inside track to them. But there are very many places where there is hard work and fair wages. Those who are willing, like the church ladies, to "pick corn" will usually find enough work to keep from starving.

No honest work is degrading if done in the proper spirit. The "Man With the Hoe" has applied his brains to his work and now his improved implements are giving good returns. Stephen Girard came to this country as a cabin boy, and no work was too menial for him to refuse so long as nothing better came in sight. Wana-maker walked four miles and worked in a bookstore every day for the paltry sum of a little more than twenty cents. And Edison commenced life as a newsboy

TO BUY PARK LANDS.

A proposition to issue \$200,000 bonds for the purchase of lands suitable for park and playground purposes will be submitted to the voters of Grand Rapids on election day. The proposition should receive the earnest support of home owners in all parts of the city. The city's business interests should be enthusiastic in its support.

No better use can be made of the lands that never will be worth much either for factory sites or residence purposes than to make parks of them. Such lands can be acquired at small cost, and instead of becoming nuisances in the neighborhood and blots on the landscape, they will become beauty spots that will add to

the value of every home and to the happiness and health of every family in the vicinity. Not only will adjacent property increase in value but the lands themselves will be worth more as the neighborhoods become settled and in time will be the city's best asset. Thirty years ago the original forty acres in John Ball Park was thought hardly worth accepting as a gift; what are those acres worth today? Lands that are cheap now, it acquired for park purposes, will be valuable a few years hence. The history of John Ball Park as a real estate proposition can be repeated in almost every section of the city. All that is needed is that the city shall have confidence in its own future, that home owners shall be awake to their own best interests.

The interest of the business man lies in the fact that parks have a demonstrated value as inducers of increased population and more industries. It costs no more to live in a beautiful city, a city with parks and playgrounds, than in a town that has none, but as between them the man of family, whether he be capitalist or factory hand, will choose the former. With parks and playgrounds and the advantages that go with them, Grand Rapids more than ever will be a city in which people will want to live. This will mean increased population and increased population will mean more trade for the business man.

THE CITY'S CLERGY.

Westminster Presbyterian church is soon to have a new pastor, Rev. Dr. John T. Thomas, who will come here from Denver. Dr. Thomas is a young man, a native of Tennessee, a graduate of McCormick's and is said to have had great success in the charges he has held. He will receive a cordial welcome to the city and no doubt will soon become a member in good standing of as bright and brainy a circle of downtown pastors as any city can boast of. In this circle are Rev. A. W. Wishart, of the Fountain Street Baptist; Rev. E. W. Bishop, of Park Congregational; Rev. Geo. H. Birney, of the Division Street Methodist; Rev. H. B. Bard, of All Souls', and Rev. F. R. Godolphin, of Grace. To this list should also be added Bishop McCormick, of the Western Michigan Episcopal diocese, and among the Catholic clergy Rev. Fr. Smits and Rev. Fr. Joseph Shrembs should be counted. These clergymen are all broad gauge, liberal, up to date in their reading and thought, in touch and in sympathy with the latest and best uplift movements, and with them religion is a matter of real every day life, not merely a condition of mind. They mingle in the affairs of men, take active interest in the world's activities and exercise their influence for good by personal contact as well as from the pulpit.

This city is fortunate in the character of its clergy. Never has Grand Rapids had more brilliant pastors for the down town churches and the churches in the outskirts are served by men of similar type. The city's religious tone is optimistic and every year finds more churches and the churches are better sustained.



Origin and Early Manufacture of Hosiery.

In the fifteenth century there was worn in Europe, by the male population, a garment called hose, which consisted of the entire dress below the waist. It was a tight-fitting specimen of apparel, which was either plain or pleated at the top, and in some instances ruffed, to suit the taste or caprice and fashion of the period.

From this form of clothing, in the course of time, there were changes of style, until at length the upper portion of the garment was made separate and took the name of trousers (trousers), which were first made to end at the knee and subsequently at the ankle.

The short kind of trousers were called by the English and Scotch breeches, while the word trousers is of French origin.

When the garment was separated the lower portion, or foot covering, took the name of hose, which it has ever since maintained, although the word stocking is used for the same fabric in respect to its various lengths, as worn by both males and females.

The original hose was a sewed article of apparel, but in the sixteenth century, when the garment was divided, the stockings were knitted by hand, an art which is said to have originated in Spain, and to have been introduced into that country by the Moors.

During Shakespeare's time the mystery of knitting was a common domestic occupation, not only in rustic households, but to a considerable extent in the abodes of the opulent. Bones at that time were used in the place of needles, the implements being smooth, of small size and equal length, and they were handled in the most dexterous manner by experienced persons, who employed their leisure time for such purpose.

The word stocking is derived from the Saxon word Slican, to stitch, because after the invention of knitting needles (at first known as sticking pins) the yarn was stuck or made by such aids.

The stocking loom was invented by a clergyman of Nottingham, named William See, and the first machine was set up at Culverton, and afterwards taken to London, but the inventor met with such poor encouragement at home that he transferred his machine to Ronex, in France, where he met with considerable success. After his death, in Paris, one of his apprentices went to England and established the industry in Leicester, from which it subsequently

spread to Nottingham and Derby, where it has since flourished in a most remarkable manner.

Large quantities of hosiery are also made at Harrick and other localities in Scotland. Silk hosiery of exquisite texture and finish is produced at Nottingham and Derby, and cotton hosiery at Hinckley, Derbyshire and Tewkesbury.

In 1756 the stocking loom of See was improved by a stocking weaver of Derby, who adapted it to the manufacture of ribbed stockings, such as are frequently made by hand. The machine-made Derby hose were at first known as "Derby ribs."

In Colonial times stocking knitting was a leading branch of household industry in New England, and, in fact, most of the Northern States. With the Dutch settlers of New York, and the Germans of Pennsylvania, hose made of worsted, and of red, blue, yellow and green colors, were among the most valued articles which a thrifty housekeeper exhibited to her guests.

Stocking looms were introduced into the United States in the eighteenth century. The Germans established a very prosperous business in Philadelphia and Germantown while the Dutch and English, respectively, started the same textile industry in New York and New England, and for many years the more common varieties of hosiery were produced very largely, while the better descriptions worn by the prosperous classes were imported from England, France and Germany.

The first power loom ever invented for knitting hosiery was made by Timothy Bailey, of Albany, in 1832. It was a wonderful advance on the old stocking frame of William See, as it enabled one person to weave ten pairs of drawers in the same time occupied in making one pair by the assistance of hand looms, the latter being operated by two persons.

The Bailey machine was set up at Cohoes, New York, and produced a perfect revolution in the hosiery trade by quickening and cheapening the manufacture of all the various fabrics of this description.

In the course of several years subsequent other improvements were made in the construction of knitting looms, and the process has now reached a wonderful degree of perfection, and as a consequence the styles, shapes and elegance of this article of our clothing have been most noticeable in connection with the development and taste displayed in woven tissues of the better varieties.

In a factory where electricity,

steam or water power is used several looms are easily tended by one person. Ribbed work can also be made on the machine that produces plain work, and this is accomplished by bringing into service a set of vertical needles, so arranged as to work in connection with the horizontal ones.

Until within the last quarter of a century this country depended almost entirely upon foreign manufacture for the best makes of hosiery; but within the last-named period such wonderful progress has been made in the perfection of our domestic products that we make knit goods equal in every respect to the foreign make, and, as a consequence, we import much less from abroad.

If someone else is getting more business than you are do not sit around with the corners of your mouth drooping and complain about hard luck and "some fellows being born with gold spoons in their mouths."

We are manufacturers of

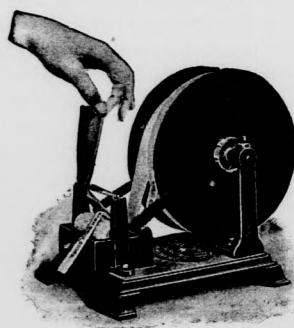
Trimmed and Untrimmed Hats

For Ladies, Misses and Children

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**It Saves Twine
And Half the Time**

Besides saving time, labor and money, binding and sealing with Gummed Tape prevents tampering with, or loss of contents of packages and binds with greater security, neatness and dispatch than cord, twine, sealing-wax, etc.

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Outing Flannel Night Shirts and Gowns

We aim to offer full cut, well made garments to retail at popular prices. Look us over if in need of this item.

Boys'—Assorted sizes and assorted patterns in half dozen packages. Per dozen, \$4 25.

Men's—Assorted sizes and assorted patterns in half dozen boxes. Per dozen, \$8.50 and \$9.

Women's Night Gowns—Assorted patterns, sizes 15, 16 and 17. Per dozen, \$8 50 and \$9 50.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan

How Not To Worry.

Written for the Tradesman.

"Don't worry" is oft-repeated advice. It may be much needed advice. It may accomplish some good, although it is by no means all that is needed by the one who worries. If nothing else it may be regarded as an expression of sympathy or friendly interest. It calls upon one to exercise his or her will power; to throw off the burden which is injuring one; to let go of that which causes worry.

Now, lest we be misunderstood, let us enquire what worry is. Webster says it is "to express undue care and anxiety." That seems a limited definition; but we should remember that people can express their feelings by looks and actions as well as by words. And you can not worry without showing it. "Don't worry" then does not mean that one should not be careful, thoughtful, even anxious in regard to many things. It means, do not be unduly careful and anxious; it means, be reasonable, be self-controlled. It means one should know when he has done his full duty, has fulfilled his responsibility and let the matter rest until further developments require him to again give it his attention. It means do right and fear not; do the best you know how and hope for the best. It means do not brood over loss or misfortune.

What causes worry? Goods which do not sell. Thereby capital is tied up which brings no income. Unpaid accounts due the merchant; unpaid bills for merchandise and insufficient funds to meet them; decreasing profits. These are the result of ignorant buying, lack of system, carelessness, neglect, and may teach one his errors. If he seeks improvement he will eliminate to a great extent these sources of worry.

Ill health causes worry and worry causes ill health. Ask your physician to look you over and tell you your condition and what to do. It is hard to give up a money making business when Easy street is only a few years ahead. Don't try to "worry" through a few months or a year longer before you take the needed rest. If you choose money instead of health, it will not be money and ease you will secure but invalidism or the grave.

How not to worry? Well, do not trust a person unless you really trust him and then make up your mind before hand not to be surprised if a debtor fails to pay his account.

Do not carry any more credit than your capital will safely permit. Make your plans to meet all bills promptly whether debtors pay on time or not; because the majority will not. Do not trust out any more than you can afford to give, as charity is a safe rule. But you will not get much comfort out of such form of charity.

Keep your stock and buildings insured and do not allow any person to endanger them by smoking. Clean chimneys at regular intervals and look over all pipes and heating apparatus frequently. In a word do not take any chances—do not neglect reasonable precautions. If there is

no paid fire department in your town encourage by various means the volunteer department. If such does not exist organize one at once even if there be not ten men in the village.

If you are the head of a large establishment provide fire escapes, drill employes that they may know what to do in case of fire and guard the health of all by proper sanitary conditions. Thus you may forestall worry or vain regret.

If you have offended friend, employe or patron and realize that you have done wrong, do not worry over it but seek the first opportunity to apologize, repay or make all possible amends.

If there are misunderstandings try your best to have matters explained and satisfactorily adjusted before you spend your waking hours in worry over them. If forced to severe measures with employe or debtor keep your temper, control your tongue and do not worry over the slander which such ones are liable to spread. If they fail to "do you" in money matters they are going to try to get revenge for your exposing them or even detecting their true character.

If you are a misfit in your occupation try another; if not adapted to the community you are endeavoring to serve go where you can be. If you are not succeeding in the business you take to above any other kind, ask some older, experienced, successful business man to tell you your faults or the cause of your failure. And then take your medicine even although it is a bitter dose.

But first and last, in all and through all, endeavor to adapt yourself to the plans and purposes of an all-wise, benevolent Creator as regards yourself and your fellowmen, and although you must be careful, thoughtful, even anxious in many matters, you need not worry.

E. E. Whitney.

Cloth From Pine Wood.

The discovery of a means of making cloth from the pine-tree of Northern Europe and Canada has led English weavers to experiment with the Russian pine, with a view to introducing it as a textile. Pine cloth is regarded as the possible competitor of cotton cloth. Pine threads are as lustrous as cotton threads; they can be mingled to advantage with woolen threads; they bleach and take dye equally well. Possibly the time is coming when pine cloth will be used in place of cotton for under-clothing, while pine and wool mixtures will compete with heavier goods for outer garments. Pine cloth will be as cheap as cotton cloth, whatever the cost of manufacture, because the raw material of pine cloth is considerably below the price of raw cotton.

The discoverer of the new textile has not made known the secrets of his process, but application for his patent covers every detail of the machinery used as well as the methods of manufacture. The cloth made from pine is supple, strong and durable.



Fully Guaranteed
Washes Faster Than You Ever
Saw Before

It's Wonderful

A Few Reasons Why You
Should Sell the

Wonder Washer

- It is noiseless.
- It is the lightest—weighs but 28 pounds.
- It is the simplest.
- It is the easiest.
- It is the most compact.
- It is ball bearing.
- It washes in half the time of any other make.
- It uses four processes, all at the same time.
- It has largest diameter of agitator.
- It will wash one article or a whole tub full.
- It washes dirtiest places fastest.

It can be set on the stove to boil water in. Tub and stove nest together, when not in use can be put under the table or hung upon the wall.

No heavy and cumbersome castings so objectionable to other machines. No chance for accident or pinched fingers. It has as large a capacity as any other. Splash plates cause automatic recoil of both water and clothes, making motion of agitator easy. No washing compounds used, only soap and water needed. Exclusive agency given.

THE VICTOR MFG. CO., Leavenworth, Kansas.
Gentlemen—We are pleased to state that in our opinion the "WONDER" is the greatest washing machine of the age, the easiest sold of any machine we have ever handled, and one that never "comes back."

We have sold them a little more than two years and in that time have sold about 175 of them, 35 motors and 140 hand power, all under a positive guarantee, if not satisfactory to be returned, and only one of the number was returned.

We have a town of 10,000 people and are safe in saying that we have sold more washing machines than all the rest of the town put together, the past two years, and there are twelve other dealers handling washing machines.

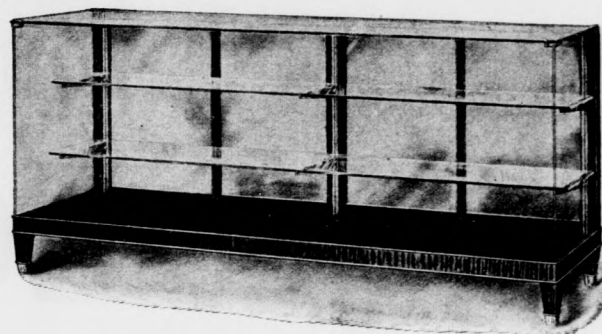
We would be pleased to answer any inquiries from other dealers about Wonder Washers.

Yours very truly,
L. SCHMIDT & SONS, Grand Junction, Colo., and Columbus, Ohio.

Send for Prices and a Souvenir

Manufactured only by THE VICTOR MFG. CO., Leavenworth, Kan.

**Our New Crystal
Druggist's Show Cases**



We make a complete line of all plate glass show cases, the one illustrated being a new design which has just been placed on the market.

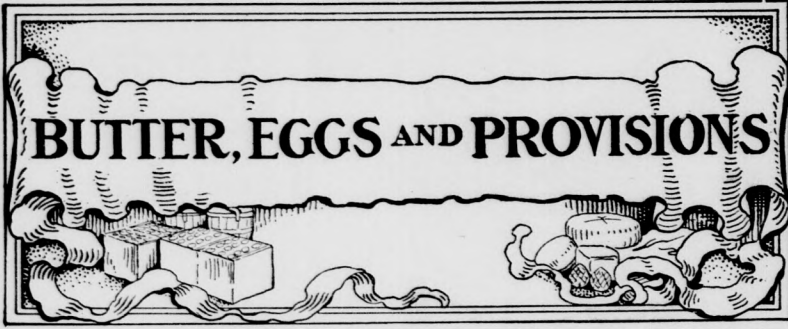
Write for our complete catalog of
druggists' wall fixtures

Wilmarth Show Case Co.

936 Jefferson Ave.

Grand Rapids, Mich.

Downtown Showroom in Grand Rapids, 58 South Ionia St.
40 Broadway, Detroit, Mich.



Observations by a Gotham Egg Man.

Some consternation was thrown into the storage egg camp last week when the first report of egg holdings by the Associated Warehouses was received, indicating an increase in the stock of eggs carried by the thirty-two houses reporting, amounting to some 373,000 cases for the month of September. Most of the egg trade here—those who are familiar with the invariable reduction of storage reserves which occurs during the month of September—saw at once that some error had been made in summarizing the aggregate holdings of the thirty-two warehouses for October 1, and Frank A. Horne, of the Merchants Refrigerating Company, at once wired the headquarters of American Warehousemen's Association at Washington, asking for a prompt revision of the figures. It was learned that an error had been made and the revised figures have since been received, as follows:

Associated Warehouse Report.
(Thirty-two Houses.)

	cases
Stock on hand Oct. 1, 1910	2,101,000
Stock on hand Oct. 1, 1909	1,929,000
Increase over 1909	172,000
	cases
Stock on hand Sept. 1, 1910	2,322,945
Stock on hand Oct. 1, 1910	2,101,000
September decrease	221,945

The figures show a September decrease of about 9½ per cent., against a reduction of about 5½ per cent. in September, 1909.

The excess of holdings over last year is much less as indicated by this report than appears in our compilation of the holdings at Chicago, New York, Boston and Philadelphia, as given last week. But the Associated Warehouse report includes a comparison of stocks at a good many interior houses whose capacity is usually pretty well filled each year and does not include some of the big city warehouses whose excess of

holdings is the greatest. I am inclined to believe that my own compilation for the four larger markets indicates a somewhat larger percentage of excess over last year than would be correct for the country as a whole, and that the excess indicated by the warehousemen's report indicates a smaller excess than actually exists. Perhaps a fair estimate of the actual increase of this year's holdings for October 1, taking the country as a whole, would be about 15 per cent.

In the percentage of September reduction a closer agreement between the two reports—supposing both to be approximately correct—might be expected; and here the agreement is, in fact, reasonably close, for my figures for the four markets show a September reduction of about 12½ per cent., while the warehousemen's figures show nearly 10 per cent. reduction. It is natural to suppose that the early reduction would be somewhat more in the large city warehouses covered by my compilation than in the interior houses, the proportion of which is considerable in the report of the Associated Warehouses.

The future of the storage situation is always uncertain at this time of year, depending, as it does, upon the prospective scale of fresh production and the rate of consumption. Since September 1 the production has shown a decrease compared with last year in spite of general indications of a larger stock of poultry. After the moulting season is over, however,

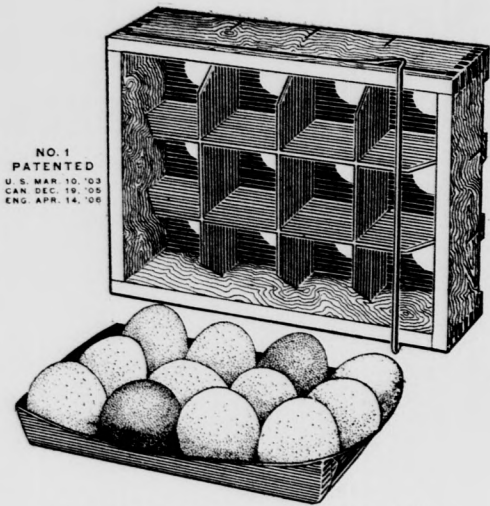
the character of the winter weather will be the controlling factor and this is not to be foretold. The consumptive demand appears to have been unusually large during August and September, but in this section it has been fed with only the cheaper grades of storage stock in addition to the fresh goods. No such increase of trade output can be expected after the cheaper storage eggs have been exhausted and when we come to a dependence upon the high cost early storages, if the prices of these are maintained in a profitable relation to their cost. And the stock of these high cost early packings is very large. It still looks as if all the moderate or low cost storage eggs of useful quality obtainable at, say, 24 cents downward in seaboard markets will be cleared satisfactorily, but as to the higher priced early packings the final outcome is still extremely doubtful.—N. Y. Produce Review.

His Defense.

It was shortly after midnight and the Colonel had caught Rastus red-handed.

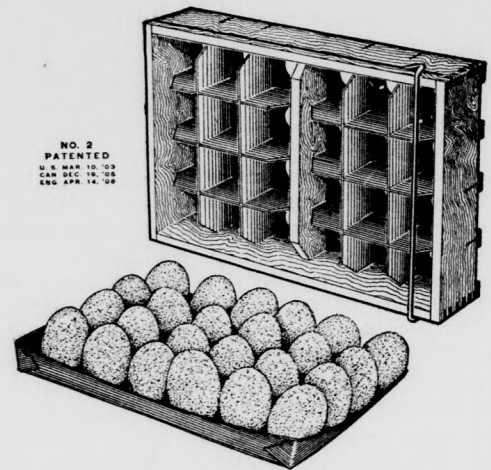
"Well, Rastus, you old rascal, you," said he, "I've caught you at last. What are you doing in my hen house?"

"Why, Marse Bill," said the old man, "I—I done heerd such a cacklin' in dis yere coop dat I—I thought mebbe de ole hen done gone lay an aig an' I—I wanted ter git it fo' you breakfas' while it was fresh, suh."



1 DOZ. STAR EGG CARRIER AND TRAY

IF
YOU DELIVER
EGGS



2 DOZ. STAR EGG CARRIER AND TRAY

Then why not give STAR EGG CARRIERS AND TRAYS a trial? Over 200,000 Retail Grocers and Butchers in the United States and Canada are using our National Safe Egg Delivery System. It means they have no more broken eggs, and enjoy all the profits. You thought that impossible. "Get wise." Ask your nearest jobber, he has Star Egg Carriers and Trays in stock and knows they are as necessary to you as wrapping paper. Star Egg Carriers and Trays are one cent cheaper on every dozen eggs delivered "safely" than paper bags or paste-board boxes. A trial order will convince you. Send for booklet "No Broken Eggs."

Star Egg Carrier & Tray Mfg. Co.
500 Jay St., Rochester, N. Y.

Coffee-Tea.

Coffee and tea have been so long known to the world, and have given so much delight and refreshment to millions of people, that it seems to be a very singular statement to make, at this late day, that man has not yet availed himself of some of the most valuable properties of these plants. Such, nevertheless, appears to be the case, especially with respect to the coffee-plant.

The stimulating power of tea and coffee is due to what is known as caffeine or theine, but tea contains a large percentage of tannin, which is not a desirable component in a beverage; and coffee, while less rich in theine than tea, possesses other properties which give it flavor as a drink.

Tea, as everybody knows, is made from leaves, while coffee is made from berries or beans. Just here is where something appears to have been overlooked. It is true that the leaves of the coffee-plant are not only available for making a beverage, but they possess properties which make them in some respects more valuable than the coffee beans.

In appearance and fragrance the dried coffee leaves very much resemble those of the tea plant. An infusion of them being made, just as in the case of ordinary tea, an aromatic beverage is produced which is bitter to the taste, but not disagreeably so, and which contains almost as much theine as real tea, while there is a notable falling off in the proportion of tannin.

It has been suggested that this "coffee-tea," although not quite so agreeable to the uneducated taste as either of the other beverages, may become an important article of diet, since it is admirably refreshing and restorative in its effects, and at the same time would probably not prove disagreeable to people who are unable to drink ordinary tea and coffee.

Nature Worked Backward.

The following is an interesting instance of a reversal of the ordinary course of nature that cost an English market-gardener dearly.

Watercress is eagerly devoured by caddis-worms, and caddis-worms are a favorite food of trout. The trout, in turn, have a voracious enemy in herons, which ordinarily catch the fish after they have grown fat on caddis-worms. Now, in the case referred to, it happened that a large grower of watercress had three-quarters of his crop ruined by the ravages of caddis-worms. On investigation it was found that the trout, which ordinarily protected the plants from the worms, had been devoured, ahead of time, so to speak, by a flock of hungry herons, which, in thus reversing the course of events, had brought disaster to the owner of the watercress.

National Dairy Show.

The Fifth National Dairy Show will be held in Chicago next week, opening Monday at the Coliseum. The show, it is expected, will bring together many of the prize winning cattle exhibited at the various state fairs, and some of the other features will be exhibits of dairy products, cost

of milk demonstrations, butter and cheesemaking, dairy utensils, cooking demonstrations, etc. The general programme follows:

International Milk Dealers' Association Monday, Oct. 24.

Official Dairy Instructors' Association Monday, Oct. 24.

American Guernsey Cattle Club Monday, Oct. 24 (banquet).

American Dairy Farmers' Association Tuesday, Oct. 25.

National Creamery Buttermakers' Association Wednesday, Thursday and Friday, Oct. 25-27.

Holstein-Friesian Association Tuesday, Oct. 25 (banquet).

American Association of Creamery Butter Manufacturers Wednesday evening, Oct. 26 (banquet).

American Jersey Cattle Club Wednesday, Oct. 26 (banquet).

National Dairy Union Thursday, Oct. 27.

New York Dairymen.

The New York State Dairymen's Association and the New York State Butter and Cheesemakers' Association will hold their annual meetings jointly at Ogdensburg, N. Y., December 13, 14 and 15, 1910.

The people of Ogdensburg and the surrounding country, which is one of the great dairy sections of the State, are enthusiastic at the prospect of the meeting, which is sure to be one of the best in the history of the Associations.

Hopeless.

"Well, Jackson, how is your campaign progressing?" asked Dobleigh.

"Going badly," said Jackson. "I expected the President to come out and give me a boost with my constituents, but, hang it all! we can't get the golf links in shape until after election day."—Harper's Weekly.

Explained.

"Father," said Willie, "what's the difference between a sanitarium and a sanatorium?"

"Oh, about five dollars a day," said Mr. Billups.—Harper's Weekly.

It is not that opportunities are scarce that none come your way. It is only that you do not know an opportunity when you see one.

To give a customer special attention is to strengthen the bond that binds that customer to your store.

A HOT SELLER

**WEILER'S
PURE
COUNTRY
SORGHUM**

**Your Customers
Like It Because**

It is the purest, sweetest, most delicious syrup on the market.

**You Will
Like It Because**

It will always satisfy your customers. It will bring to your store the best class of new trade. It will sell as it is called for again and again.

IT'S FREE

Selling plan and pointers worth \$25.00. Drop us a postal card with your name and address and we will send full particulars and my delivered price.

Reference, The Modern Grocer.

Address

Jos. R. Weiler, Olney, Ill.

Get my prices on
**Eggs, Packing Stock and Dairy Butter
Veal and Poultry**
F. E. STROUP Grand Rapids, Mich.

SEEDS—Clover, Alsike, Timothy

**POULTRY FEED—For Hens, for Chicks
We Pay the Freight**
When in the market for Seeds and Poultry Feed, ask for our Delivered Prices. It will pay you to handle our SEEDS.
O. Gandy & Company South Whitley, Ind.


A. T. Pearson Produce Co.
14-16 Ottawa St., Grand Rapids, Mich.

The place to market your
Poultry, Butter, Eggs, Veal

For Dealers in
HIDES AND PELTS
Look to
Crohon & Roden Co., Ltd., Tanners
37 S. Market St., Grand Rapids, Mich.
Ship us your Hides to be made into Robes
Prices Satisfactory

We Want Buckwheat
If you have any buckwheat grain to sell either in bag lots or carloads write or wire us. We are always in the market and can pay you the top price at all times.
WATSON & FROST CO.
Grand Rapids, Mich.

Ground Feeds
None Better
WYKES & CO.
GRAND RAPIDS



CONSIGN YOUR EGGS TO
GEORGE E. CUTLER
22 HARRISON ST. NEW YORK.
OUR CUTLET UNEXCLUDED
COMMISSION EXCLUSIVELY

Clover Seed and Beans

If any to offer write us

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

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CLOVER AND TIMOTHY SEED

All Kinds Field Seeds

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Wholesale Dealers and Shippers Beans, Seeds and Potatoes
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The Vinkemulder Company

Jobbers and Shippers of Everything in

FRUITS AND PRODUCE

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Wholesalers of Butter, Eggs, Fruits and Specialties

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REA & WITZIG
PRODUCE COMMISSION

J. A. Witzig

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

BAKER AND PUBLIC.**The Mutual and Reciprocal Relations They Sustain.**

The Poet Heine says, "Every age has its problem, by solving which humanity is helped forward."

"Foote, the English humorist, was once buttonholed by a country gentleman, who complained bitterly of the heavy cost of burying a relative who was a master baker. 'Why, do you bury master bakers here?' asked Foote gravely. 'Yes, to be sure. How else?' 'Oh, we never do that in London.' 'No?' exclaimed the amazed Squire. 'How do you manage then?' 'Why, when a master baker happens to die we lay him out in a room by himself, throw open the windows, lock the door, and in the morning he is entirely gone.' 'Indeed; and what becomes of him?' 'Why that we can not exactly tell, not being acquainted with supernatural causes. All that we know of the matter is that there is a strong smell of brimstone in the room the next morning.'"

It is true much fun has also been made at the expense of the baker in America, yet he has not been handled in the foregoing uncharitable way, nor has he been, when demised, consigned by innuendo to the nether regions. On the contrary, it is sincerely believed that the baker in this country, having all the hell to contend with on this earth, goes straight to Heaven when he dies. "Why shouldn't he?" St. Peter was, besides a fisherman, a master baker, and since a baker is needed as much there as here, there is no fear in the minds and hearts of the baker to-day as to his being appreciated both dead and alive in his relation to the public welfare.

This being an accepted fact, there can be no doubt as to the disposition of the baker's future.

I believe that a person to be a success in this world must be honest with himself first, if he wishes to be honest with his fellowman and the world. That is, he must be felicitous; he must be proud and happy to see others succeed, as well as being satisfied with his own success. He must feel amply repaid and rejoice when through any effort and work of his he makes or helps others succeed. Surely the success of others is also his success!

Without felicitating with our fellowman, we become narrow and selfish, and can not become interested in our relations as baker to the public in the unselfish and disinterested manner that is required.

The modern baker stands in the proud position of manufacturer of the food which makes the life of the world pulsate with strength and happiness. And since the strength and happiness of all the world's peoples depends upon their state of health, and which condition is brought about by the use of pure food and drink, it can readily be seen that the baker and his work are first and foremost factors in maintaining this high standard of health of humanity.

The baking industry, upon which the future life, health and happiness

of the peoples of the world depends, must be, and is to-day, conducted in such a manner that the public is, or certainly will be, satisfied that the baker is complying with all the laws of hygiene and sanitation. Clear methods of making bread and clean methods of handling bread is to-day the baker's religion.

The modern mother has the welfare and happiness of her children always uppermost in her mind and heart, and is pleased to see, hear and know that the baker is capable and earnest in his endeavor to relieve her of the arduous and irksome duty of baking, thus giving her more time to devote to the welfare of her family.

We see the close relationship of the baker and the public by his producing life's best food and assuming the responsibility and relieving the mother and housewife of baking the staff of life. Who of us could have dreamed or entertained the hope, not so many years ago, of a restoration of the baker's rightful position as the leader of all food manufacturers!

The pure food officials of the world to-day recognize this fact and are enacting and enforcing laws to keep the baker's product up to the highest standard of perfection in food value, and that it be cared for and be delivered to the people absolutely pure and uncontaminated.

The baker is not and will not be slow in complying with the demand of the public, as he is more than appreciative of his opportunity, and will, by his mutual co-operation with the authorities in the future (as he has done in the past), bring about the entire satisfaction of the people.

Not so long ago the baker refused to think of better days to come; he was always looking over his shoulder for the light upon the way before him, thus forever walking in his own

shadow; but now the baker, in his new relation to the public, is aroused to enthusiasm and stirred to action as never before, on account of his just and natural recognition as the baker of the people's bread.

The fixed relationship of the baker to the public is the absolute necessity of the baker and his product for the daily sustenance of life. No other manufacturer's foodstuffs are so necessary to life as the baker's. No breakfast, no luncheon, no dinner, in fact, no meal whatsoever, is complete without bread. The material and spiritual life is linked to the use of bread, the baker's product. Without it there is no human life, and since the baker does, and always will, supply the bread, he unconsciously fulfills the role of guardian of the people's life and health.

I believe there is no doubt about the relationship of the baker to the public, and that the feeling and understanding between the baker and the public is harmonious and also mutually profitable.

So much for the moral and practical relationship of the baker and the public.

As a citizen the baker's relation to the public is that of a philanthropist. The baker lives, and the baker bakes, to please the public.

Did you ever see a millionaire baker? Well, hardly; they sometimes dream they are millionaires, but they wake up when the pipe goes out and find themselves only a baker trying to figure a profit out of four-cent bread when flour is six dollars a barrel.

No matter how high the price of materials may be that the baker uses to make his products with, he never changes his price or charges any more for his product when selling to the public than the price made by custom and fixed by time for the pub-

lic weal and good. This the baker religiously sticks to, and furthermore he never fails to deliver his product for the daily consumption of the masses. Men and matter may come and go, but the baker never can shirk, but must keep at it always, and so goes on forever.

In other words, the baker and his bread are indispensable and must be forthcoming to-day always, and not put off until to-morrow.

It was formerly said that to only three professions were the doors of the world open, namely, the soldier, the doctor and the minister; but there is no doubt in the minds of the bakers of the world that the baker is to-day the most welcome tradesman and that every household door is open to him.

The sole aim and object of the baker to-day is to please the public. The organized efforts of the bakers all over this broad land have for the past thirteen years been for the upliftment of the baker and his product. To-day, with all of our achievements for the betterment and higher quality of baker's goods largely accomplished, we can complacently turn to the future with but one object, and one sole aim, and that is to please the public.

Will the baker succeed? He certainly will!

There is no question that is more definitely and satisfactorily settled to all concerned than that of the relation of the baker to the public. The baker is the first servant of the people. The baker provides the most important food for the people. The crying need of the baker for the welfare of humanity can never be dispensed with. The relation of the baker to the public is a natural one and is linked together with chains of adamant never to be broken for all eternity. Therefore, as bakers, we



This Illustrates Our Shingle Package Containing One Quarter Square

Reynolds Granite Shingles

Saturated with GENUINE ASPHALT and surfaced with the same into which is imbedded fine CRUSHED GRANITE.

Guaranteed for 20 Years

A proposition for the live dealer in construction materials and should especially interest hardware merchants and contractors.

We have a liberal offer to make and invite your inquiries. An opportunity to

make some good money is here presented. Let us quote you trade prices and give particulars.

Manufactured by **H. M. Reynolds Roofing Co.**
Established 1868

Grand Rapids, Mich.

should be, and I believe we are, rightfully proud and appreciative of our relation to the people of the world.

In conclusion, I wish to impress upon you that the topic just extolled is, in my opinion, almost too broad for any one man to discuss. It is certainly impossible for me to construct or build a definite construction upon the relation of the baker to the public that would be accepted and would be lasting.

Suffice it to say, however, that time was when the public lacked confidence in the baker and his product, and man ate only that bread that was baked by his wife or the woman of his household. As stated before, the baker enjoys the fullest confidence of the people and bakes the bread for the masses.

I have given you the idealistic, the practical, the natural and the philanthropic relationship of the baker to the public, and I believe you agree with me that he fulfills them all.

In the past the importance of the relation of the baker to the public can best be illustrated by showing that the refusal of the baker upon command by the communists of Paris to bake no bread caused the French Revolution.

When the populace became aroused and clamored for bread and the leaders of the mob harangued the people that the King and the nobility were the cause of there being no bread to eat, then it was that riot, murder and carnage held supreme reign.

This gives us the practical and natural relation of the baker to the public, inasmuch that bread is life's first and last resort.

The public demands bread.

The baker bakes the bread to please the public. Simon Hubig.

Harmonizing Colors.

Many people do not readily understand the proper combining of colors. The following hints may be of value to window dressers:

- Blue and white.
- Blue and gold.
- Blue and orange.
- Blue and salmon.
- Blue and maize.
- Blue and brown.
- Blue and black.
- Blue, scarlet and lilac.
- Blue, orange and black.
- Blue, brown, crimson and gold.
- Blue, orange, black and white.
- Red and gold.
- Red, gold and black.
- Scarlet, black and white.
- Crimson and orange.
- Yellow and purple.
- Green and gold.
- Green, crimson, turquoise and gold.
- Green, orange and red.
- Purple and gold.
- Purple, scarlet and gold.
- Lilac and gold.
- Lilac, scarlet and white or black.
- Lilac, gold, scarlet and white.
- Lilac and black.
- Pink and black.
- Black, with white or yellow and crimson.

If you are a square peg in a round hole, get busy with your jack-knife right away, or else give someone else a chance at that hole.

INDIANA ITEMS.

Business News From the Hoosier State.

Indianapolis — The Commercial Club has appointed a committee to have charge of and act as judges in the contest to secure a slogan for the city.

Decatur—Charles Elzey and Glen Falk have purchased the Charley Nye clothing store at Warsaw. Mr. Elzey was until recently a member of the clothing firm of Elzey, Vance & Co., and has had twenty years' experience in the clothing business.

Indianapolis—The Hide, Leather and Belting Company, of which A. G. Snider and his mother, Mrs. A. E. Snider, are sole owners, has been reorganized as a corporation capitalized at \$250,000.

Geneva—The Farmers and Merchants' State Bank has been organized with \$25,000 capital and will open for business soon. Martin Laughlin is President.

Brazil—Work was commenced this week on the construction of the new \$125,000 plant of the American Sewer Pipe Works. The plant will employ more than 100 men.

Indianapolis — The Commercial Travelers' Sick Benefit Association of this city has elected officers: President, E. R. Robins; Vice-President, H. J. Kistler; Secretary-Treasurer, B. F. Hornefus; and Directors, J. B. Griffey, Charles W. Lauer and J. R. Scaler, Directors to hold office two years.

Fort Wayne—The store of the Fort Wayne Outfitters' Company has passed into the control of I. M. Hallenstein, of this city, and Bennett Hallenstein, of Chicago, who will continue the business. The former is to be resident manager.

Indianapolis — The Commercial Club's quarters, which have been closed since September 17, will be reopened to the membership October 24. The cost of the improvements that have been made will be about \$19,000. On the sixth floor will be the general office, the Secretary's office and the stenographer's office. Adjoining the Secretary's office will be the chess, checkers and whist room, and next to this will be five committee rooms, including the Directors' room. There will be an electric dumb waiter service for luncheons in the Directors' room and the committee rooms. On the seventh floor the enlarged reading room will extend from the old reading and lounging room along the Pearl street side of the building. Next to this will be the enlarged billiard and pool room. On the eighth floor will be a ladies' reception room, and a ladies' dining room, separated from the main dining room by screens. The capacity of the main dining room will be enlarged to accommodate eighty more people than before. The rooms on the sixth floor may be thrown together into an auditorium seating two hundred persons, and the cafe on the eighth floor may be changed into an auditorium seating four hundred persons.

Portland—The Denney & Stewart grocery, West Main street, has been purchased by S. S. Earhart, of Burkettsville, O.

Evansville—Grocers of Indiana, Illinois and Kentucky have organized a co-operative wholesale house, to be known as the Merchants' Grocery Company. The company will open a store about Nov. 1 and will have \$100,000 capital, with \$50,000 common stock, and it is the plan to have fifty retail grocers in the three States each to take \$200 in stock. The company will have no traveling salesmen, and will do strictly a cash business.

Indianapolis—The State Board of Health has rescinded its action requiring bakers to wrap their bread before sending it out to retailers, but has made the following rules: Wagons used in conveying bakery products to the retail shops shall be covered and protected from the dust of the street at both front and rear. They shall be thoroughly cleaned before being loaded for delivery and shall be scrubbed weekly. Wagons, when being loaded, shall be protected from flies and the dirt of the street and shall at all times be kept away from the stables. Delivery men shall wear clean clothing and must not pile the bread against their bodies when delivering. They shall not be permitted to work about the stables immediately before loading their wagons. Baskets, containers, etc., at the retail shops shall be kept clean and be sterilized at least once a week. Drivers shall remove their driving gloves before handling bread and shall not be permitted to deliver bakery goods when any of their family is in quarantine unless separate residence is maintained.

Prices and Quality.

We believe that the tendency of the present time is toward a higher standard of goods of all kinds. This is due, we think, to two causes, one is the education of the people in the right way of living, the preparation of food and eating, and the other is the high prices. It is quite true that it costs a great deal more to live in these times. It takes a good deal more money to get along. The average person finds that he has little for amusements and very little to put aside when his expenses for the year are all settled, but we think that the higher cost of living is caused more by other things than by food; in other words, we think that there has been a less advance all told in the things that are required for the table than for most other articles necessary

in daily life. If the higher prices have served no other beneficial end, they have, we think, had the useful influence of raising the quality of commodities. If dealers have been able to obtain more money for goods, if, as is true, consumers have been obliged to pay higher prices, they have demanded quality to correspond to the prices, and the goods have been delivered, as the saying goes. While dealers and manufacturers have obtained higher prices they have had to maintain the quality, and in a great many cases to improve it.—New England Grocer.

A Case For the Board of Health.

"Yes," said Barkins, as he lighted an oppressive two-cent cigar and began puffing upon it, "I must confess I am fond of the weed."

"Well, all I've got to say," said Binks, jumping to windward of the smoker, "is that if we had a live health officer in this town that weed would be pulled."—Harper's Weekly.

PERFECTION For \$1.90
 FOLDING I will ship you complete Ironing Board and Clothes Rack. No better selling articles made. Address J. T. Brace, De Witt, Mich.
IRONING BOARD

Sawyer's 50 Years the People's Choice.
CRYSTAL
 See that Top  **Blue.**
 For the Laundry.
DOUBLE STRENGTH.
 Sold in Sifting Top Boxes.
 Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.
 It goes twice as far as other Blues.
Sawyer Crystal Blue Co.
 88 Broad Street,
BOSTON - - MASS.

WORDEN GROCER COMPANY
The Prompt Shippers
 Grand Rapids, Mich.

TOWN BUILDING.

Excellent Results Secured Through Team Work.

In the modern game of town building, factories and railroads are the big prizes and they can only be secured by the proper kind of team work. Until factories come the town is merely a place where the wealth created by the surrounding farmers is exchanged. Locate the court house there and the trade area widens to include a few more farms, and a few officials move in. Build another railroad and establish a wholesale house or two and the town goes forward a bit, but there is a narrow limit to its progress.

Start a factory and the town is on its way to the goal expressed by riotous population figures. It is no longer living on the wealth its soil alone can produce. Its manufactured articles are going out to other towns, bringing willing tribute from its rivals and from those outside the competitive zone. Smith Center buys its brooms. Metropolitan Podunk, with street cars and four railroads, smokes its cigars! Shipments of flour from the local mill sometimes find the ultimate consumer as far away from home as Cuba!

Factories build cities. They are so important that certain groups of gentlemen might, within a year, give Chicago a population above that of New York by the simple expedient of moving a sufficient number of factories to the former city.

A few centuries ago the system was different. The most populous towns were those that could offer the best police protection to their inhabitants. Thrifty citizens did not care to live in a town with insecure walls through which ambitious invaders from other towns might penetrate to the embarrassment of the family treasure. They sought a place guarded by husky brawlers, protected by staunch walls and ruled by a warrior of established repute. Having chosen this place of residence the good citizen provided himself with a stone club, ready alike for the defense of his own or the pillage of another town. This was the first manifestation of city spirit.

By-and-by poor old erring mankind decided that the looting of cities was not good form and invented the intricate game of business as a more interesting way of transferring the ownership of family treasure. Even under that code the game remained comparatively simple until the building of railways began.

Before that time a sizable town might be built at any point where a boat could unload and at no other place. With the building of railroads a new element entered, as uncertain and interesting as a loose joker in a poker game. With proper railway connections it was found a town might prosper at any point and therefore the previous ideas of commercial geography were abandoned.

When enthusiastic citizens of a new town start in to force its growth they look about to note the factories it can support. Pawpaw Junction sees laundry baskets sent out of

town and wants a steam laundry or a Chinese establishment. Smith Center, which boasts of a steam laundry and washes Pawpaw Junction's dirty linen, wants a flour mill. Farmingdale, being somewhat larger, has a steam laundry and a flour mill but wants a brick plant.

Each town in its efforts to become a self-supporting community is seeking to manufacture something now bought from another town, until we find St. Louis and other cities of the Middle West casting out nets for Eastern cotton mills. The investment dollar which builds factories and railways is notoriously shy and does not hanker after visits to new lands. The encouragement of the bonus or the local stock subscription is necessary. With it railroads are swerved from their original survey, factories are built and the size of type in which names of towns will appear on future maps is now determined.

When a new town comes into existence or an old town enjoys a rapid growth it is usually some time before the place secures all the small factories and improvements to which its size would seem to entitle it.

Newton having attained a population of more than one thousand restive souls, its citizens fret because they must use kerosene lamps, as there is no electric light or gas plant included in the municipal scheme of things. One day a citizen, who five centuries ago would have called his townsmen about him and led an assault on a rival village, starts to work to secure the light plant. He makes a canvass of the business houses and asks for tentative contracts, wherein the signer agrees to take a certain number of lights, to be paid for at rates prevailing in other towns of the same size. He follows with a canvass of the principal private houses and then finds what can be expected of the City Council in the way of a franchise and a contract for street lights. With these figures complete he is in a position to bring capital a captive to the city gate.

This is the analytical card index system of town building, developed by the new profession of commercial secretaries. Through it the prospective investor, seeking a location for a cotton compress in a Southern town, is able to learn the one railroad station where he could best locate and compete with existing cotton compresses. Through it flour mills, electric light and gas plants, steam laundries and brick plants are located with a certainty of return on the investment never known under the old slipshod system, which was no system at all.

This plan of securing factories is more common in the West than in the East. Property owners who have seen the population of their towns jump from nothing to several thousand know the profits that accrue during such a process through increased value of real estate. They recall the recent wonderful examples of Chicago and Kansas City, and all things seem possible to them. They speak of live towns and dead towns and when one wants to pay a mu-

nicipality the supreme compliment he says it is "the liveliest town on the map."

Unfortunately the town where "all the citizens put their shoulders to the wheel of progress" is the model town that has not yet been built. Town building is much like college football, where a dozen of the students do all the playing while the others sit in the grandstand and look on.—Carl Crow in Saturday Evening Post

Horticulture's Contribution to Winter.

First and foremost stand the apples. Northern Spys, crisp, cold and tender, Sides, five ridged and full of color Caught from sunbeam and from shadow.

Greenings, sombre, firm yet mellow, Full of flavor and rare aroma, Fit for gods of ancient story.

Then Grimes Golden not so large, But ranking first in many ways And prized by those who lead In expert knowledge of such things. Snow and Jonathan, both high flavored,

Cheeks with deepest dyes of crimson. Where, in all of God's creation.

Can one find the reds so blended? Then the plums and pears and peaches, Bradshaw, Bartlett, Barnard, Gold Drops.

Every housewife knows their value. Serried rows of well filled jars Attest her skill and give her pleasure.

Satisfaction, well deserved Because of joy it brings to others.

The jells of currant, crab and quince, Peach and apple butter also.

Wines of grape and elderberry, Grape juice mild and shrub fermented.

Cider with its tang and sparkle.

These are they whom laughing summer

Pours into the lap of winter, saying: "These and more I gladly give you From my orchards and my gardens. Only use them for all earth's children.

Let them all share in God's bounty; Not the few, but every one."

John B. Martin.

When a woman comes into a store where the seating accommodations are so dusty that she blackens her gloves on them, she is pretty apt to go out with the determination to go elsewhere another time.



THE NEW FLAVOR

MAPLEINE

Better Than Maple

The Crescent Mfg. Co., Seattle, Wash.

Order from your jobber or The Louis Hilfer Co., Chicago, Ill.

FLOWER POTS

RED BURNED

Strictly High Grade



Order

Now

Carefully Packed in Any Quantity

F. O. B. Factory

No Package Charge

The Ransbottom Bros.
Pottery Co.

Roseville,

Ohio

WHY HE DIDN'T SIGN.

A Merchant's View of Local Option Question.

Written for the Tradesman.

"Well," said the man who owned business property, "I presume you are ready to sign this personal liberty petition?"

The grocer sat back in his chair and reached out his hand for the paper presented.

"Oh," he said, "it is a saloon petition."

"Sure," replied the other. "We've had enough of this local option game, haven't we? I have, anyway."

"No," replied the grocer, "I don't think I have."

The owner of business property bristled up and his face turned red.

"You were against local option two years ago" he said.

"I know it," was the reply.

"Well, you are not going to turn your coat, are you?"

"I don't like your expression," said the grocer, "but I've changed my mind, if that is what you want to know."

"Joined a temperance society and a sewing circle, I presume," observed the other, scornfully.

"Not exactly," was the answer. "I am just looking after my own business."

"You'll find it will pay you to be on the winning side," snorted the owner of business property. "You'll lose trade if you join the long-haired men and short-haired women who want to kill the town."

"Who wants to see the saloons come back?" demanded the grocer.

"Every man who believes in personal liberty," answered the other.

"That's a stock expression."

"It tells the story."

"What is your interest in the matter?" demanded the grocer, angered by the high-and-mighty air of the man with the saloon petition.

"I want to see the town prosper."

"In other words, you want to rent your \$200 building for \$600 a year?"

"Then you admit that if local option is thrown out there will be fewer empty buildings in the town?"

"No, I do not. Good store buildings will always rent here. It is the old shanties that no good business man will take that will fill up if the saloons come back."

"I didn't think you would ever become a temperance crank," growled the man with tumble-down buildings to rent.

"I voted against local option before," said the grocer, "because you fellows made such a howl about its killing the town. I was very angry when the issue carried, and had an idea that we should all lose by it."

"Well, didn't we?"

"Not so you could notice it. The very first week my trade increased and I knew that money that used to go for whisky and headache was being spent for food."

"Oh, that's a chestnut."

"The next week women who used to come into the store with a few cents and buy the cheapest stuff I had in small lots began to buy the best goods and order freely. In a month men who had never been in

my store to trade, but who had acted as human hitching posts in front of saloons, came in with their wives, looking well dressed and happy."

"They might have done that before. No one dragged them into the saloons."

"In a short time," continued the grocer, not noticing the interruption, "I began to receive money on old accounts which I had given up for good. One day the woman who used to scrub my store came in and said I'd have to get some one else, as her husband was earning \$15 a week and didn't want her to work."

"Well, why didn't he do that before? No one went out on the walk and pulled him into a saloon and took his money away from him."

"If you set a trap like the whisky trap," the grocer went on, "a good many men will come to ruin who would have remained good citizens if no such traps were set. Every day I meet men going to work who were loafers before, and every day I sell goods to people who lived the Lord only knows how when the saloons were here. Local option is worth a lot to me, from a purely selfish standpoint, and I'm going to stay by it."

"I think a business man or any one else who wants to buy a glass of beer or two once in a while ought to have the chance," insisted the man who had old buildings to rent. "I believe in personal liberty."

"You're talking through your hat," replied the grocer. "There were sixteen saloons in this town and each one had to take in an average of \$100 a week in order to keep going. How many business men would it take to support the sixteen saloons if all just took a glass or two of beer once in a while? It would take a good many to make up the \$1,600 a week."

"Oh, some might spend more, and then strangers coming to town are good customers."

"That is not where the liquor men get their money. They get it from men who get crazy over a few drinks and spend the money they ought to take home. It is the spree drunkard who supports the saloon. The men who spend five cents a day do not count. It is the men who stagger up to the bar and lay down a \$5 bill and ask the loafers who are gathered about to eat it up. Three-fourths of the saloon men in the country would be working on the grade somewhere if they couldn't get a chance to do business with drunken men."

"You're a crank," exclaimed the other. "First thing you know you will talk yourself out of business."

"Oh, I don't know," replied the grocer. "I don't think so very many people are in favor of bringing the saloons back until we get decent laws and can elect officers who will enforce them. Have you any idea who it is that is making all this noise about doing away with local option?"

"The people who are opposed to all sumptuary laws."

"You are wrong there. Let us size them up. There were sixteen saloons in this town. In all there were twenty-four proprietors and twenty barkeepers. That makes forty-four. Then there were sixteen porters—

sixty in all. Now we will count sixteen building owners, and sixteen men who rented houses to the barkeepers and twenty-four others who rented to the proprietors. Is that all?"

"Directly, I suppose so."

"That makes 116 men directly interested in the sale of liquor. Well, they are the ones who are making all this noise about personal liberty. You wouldn't think so few men could make so much noise, would you?"

"The people who are making the noise are the ones who can't buy a glass of beer when they want it."

"Oh, yes, there are others. There are the breweries and the whisky salesmen. They are howling that more beer and whisky are consumed under local option than under the saloon system, but they still yell for the saloon system. You wouldn't think they would, now, would you?"

"I didn't know you were such a crank."

"I am just a business man. I am plugging for my own game, just as you are plugging for yours. Nearly every business man on this street will vote against the saloons, if the question is submitted, although few of them will be as honest with you as I am. Some of them will sign your petition, but they will all vote against you."

"I can't believe that."

"It is a fact, though. And a good many of them have liquor in their houses all the time, at that. I do myself. It is easy enough to get liquor shipped in. Every man who wants to use liquor in his house and can afford it can get it. I don't object to the use of liquor, for there are many men who need it. In fact, if I thought the defeat of the saloons would shut every drop of liquor out of the county I would vote for them. What I object to is the cheap saloon, where a workman goes to buy one glass of beer and remains until all his money is gone."

"You'll change your mind when you see the sentiment against local option."

"You mean when the 116 get their claquers out on the streets? I do not believe it. You can't make me believe it makes a town prosperous to fill the streets with drunkards every Saturday night. I don't believe that a lot of loafers guzzling whisky in front of a bar boom a town."

"Anyway, I am just a grocer, and not a saloonkeeper and I'm going to run a race with whisky for the money of the working men. I believe I'll beat John Barleycorn out. At all events, if I get the money the people will receive value for it, and if whisky gets it wives and little children will probably have to work in factories to make a living. I think that most business men here feel as I do, and you'll have a mighty tough time getting the mechanics of this town to pay you rent for your old shanties through some saloonkeeper."

The man who owns tumble-down buildings, buildings out of the current of travel, went out to seek consolation at a "soft drink parlor", where the policemen got their hard drinks.

Alfred B. Tozer.

G. J. Johnson Cigar Co.
 S. C. W. El Portana
 Evening Press Exemplar
 These Be Our Leaders

Henry Smith
FLORIST
 139-141 Monroe St.
 Both Phones
 GRAND RAPIDS, MICH.

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

Hand Separator Oil
 Is free from gum and is anti-rust and anti-corrosive. Put up in 1/2, 1 and 5 gallon cans.

STANDARD OIL CO.
 Grand Rapids, Mich.

IF YOU CAN GET
Better Light
 with a lamp that uses
Less Than Half the Current
 what can you afford to
 pay for the new lamp?



The G.E. Tungsten
 is a masterpiece of invention, genius and manufacturing skill. We can supply it at a price which will enable you to make an important saving in the cost of your lighting.

Grand Rapids-Muskegon Power Co.
 Grand Rapids, Mich.
 City Phone 4261 Bell Main 4277

THE RURAL TROLLEY.

How It Tends To Build Up the Small Town.

Written for the Tradesman.

"Let the trolley line go past my premises without damage?" said Mr. Standstill; do you suppose I want all the people in our little town flocking to Sharpcity over this new line? Mighty slim business we country merchants would get, with the cars running over there every hour."

"But Progress and Thrive are working their best for the line; Shove, the shoeman, has signed \$100 toward the fund, and the new hardware man says he will give another hundred; in fact, all the business men are doing every thing in their power to bring the trolley through our town."

"Fools, every one of them," replied Standstill; "queer they can't see what will happen. We'll all be boycotted; frozen out of business; starved! This trolley line may be very fine for the people who want to go to the city to do their trading, but not for us poor tradesmen who want to hold the rural trade. If that line goes past my premises, it must make good the damage it does to my trade. And I suspect those smart dry goods and shoemen will be wiser as well as poorer after those cars get to running."

"Well, Standstill," said the same man a year later, "how are you making it since the trolley became a reality?"

Standstill's face lighted up with enthusiasm as he replied earnestly: "Well, I never saw the beat of it. Trade has never been so brisk here; and yet those cars take people to the city by the dozen every hour. They never were half so eager to buy before, and the best part of it is that they always have the funds with which to gratify their wants."

"I've been studying the matter over very closely," he added, "and have noted several things: First, they are not satisfied with the old things that once seemed good enough. The fact is, going to the city so often they keep in touch with the new things in the show windows and want them. More requires more. City acquaintances are made or old friendships renewed. The interchange of social advantages brings more of the urban life into rural precincts."

"For instance, with the rapid transit the rural housewife finds it almost as easy to keep her table supplied with fresh baker's bread as does her city sister. If she wishes to entertain a few friends she has found out how ice cream, ordered from a professional in this line, simplifies her scheme for refreshments. And we have found out that these and many more supplies not indulged in by our citizens before the trolley came to bring them to our doors fresh and in first-class condition can be handled by us with profit."

"Our townsmen a year ago wore home-laundried linen almost exclusively because there was no laundry in the vicinity. Now we take orders regularly, send the laundry to the city

twice a week, receiving the renovated clothing regularly on certain days of the week. The business is a profitable one to us and a convenience to our patrons; yet with the uncertainty of roads and weather we could not have undertaken to furnish it with regularity and at reasonable price without the trolley for transit.

We get more country produce than formerly, yet our market has so broadened that it is not quickly glutted. Small bits of salable products which once went to waste or were used on the farm simply because it would not pay to take a horse out of the farm team to get them to market are now placed on the car and quickly as well as cheaply transported. Butter, instead of melting during a long drive in the heated weather, reaches us a few minutes after it leaves the home cellar or refrigerator; and eggs come while in prime condition. We get this extra trade and it gives them some extra pin money—a part, at least, of which is also spent in our stores.

"Once we would have been overwhelmed by the extra produce. Not a bit of it now. Our town people use more because they go and come and entertain more frequently. Some of their friends are city people, who realize that the nearer the base of supplies they can get the better and cheaper will be the country products. Many of them make it a point when visiting in our little town to carry home a basket of fresh fruit or eggs or even to come here for their Christmas turkeys."

"Does this come to us at the expense of the city trade? Not a bit of it. Increased interchange of social or other relations makes business brisk for every one concerned. The hermit can get along with very little; but the more people come in contact with their fellowmen the greater will be the needs, the conveniences and the luxuries indulged in."

"There are some things which we can sell cheaper than can the city merchants. This is, in part, due to our nearness to the base of supplies, like country produce; partly because we have cheaper rents. Some goods which are shipped in come to us with as small a freight bill as those of our city rivals. With fewer expenses in the business we can afford to undersell them. Others are placed on the market at a uniform price and we still have the advantage among our own residents on account of convenience to them to purchase at home. Still others, high priced goods for which there is comparatively little call, we find it better to yield to the city merchants exclusively. If a man wants a high grade watch or a woman a diamond ring, they prefer the assortments in the city, because we do not carry such goods in stock. Again when one wishes a chance to select from a large stock, the city man holds the advantage. So you see there is room enough for all, and that without seriously trampling upon the toes of any one."

"Another noticeable feature in favor of the trolley is that it promotes patronage of lectures and plays in adjoining cities. All of these add

FOOTE & JENKS' COLEMAN'S (BRAND)

Terpeneless High Class
Lemon and Vanilla

Write for our "Promotion Offer" that combats "Factory to Family" schemes. Insist on getting Coleman's Extracts from your jobbing grocer, or mail order direct to

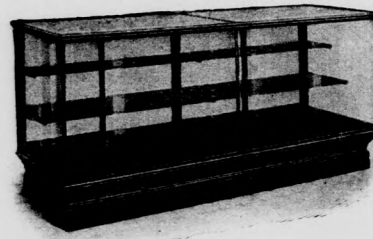
FOOTE & JENKS, Jackson, Mich.

Klingman's Sample Furniture Co.

The Largest Exclusive Retailers of
Furniture in America

Where quality is first consideration and where you get the best for the price usually charged for the inferiors elsewhere.

Don't hesitate to write us. You will get just as fair treatment as though you were here personally.

Corner Ionia, Fountain and Division Sts.
Opposite Morton House Grand Rapids, Mich.Grand Rapids Show
Case Company'sShow Cases and Store Fixtures
represent the biggest values for the
least expenditure.

We manufacture, from the raw material, the various components of our cases, giving you a better product at lower cost.

The factories are equipped with the latest labor-saving, cost-reducing machinery, operated by expert workmen. Our case-makers do not know how to produce inferior work. Their reputation is world-wide. Each piece of our cases is constructed as carefully as the most exquisite furniture.

Our store designing department is far in advance of any manufacturers or designers of store equipment in the United States.

Consult with us, let us plan and equip your store complete. In this we make a specialty. Write for a copy of our illustrated catalog. It's free.

GRAND RAPIDS SHOW CASE CO.
Coldbrook and Ottawa Sts. Grand Rapids, Michigan
Branch Factory: Lutke Mfg. Co., Portland, Ore.
The Largest Manufacturers of Store Fixtures in the WorldWe Manufacture
Public Seating
Exclusively**Churches** We furnish churches of all denominations, designing and building to harmonize with the general architectural scheme—from the most elaborate carved furniture for the cathedral to the modest seating of a chapel.**Schools** The fact that we have furnished a large majority of the city and district schools throughout the country, speaks volumes for the merits of our school furniture. Excellence of design, construction and materials used and moderate prices, win.**Lodge Halls** We specialize Lodge Hall and Assembly seating. Our long experience has given us a knowledge of requirements and how to meet them. Many styles in stock and built to order, including the more inexpensive portable chairs, veneer assembly chairs, and luxurious upholstered opera chairs.

Write Dept. Y.

American Seating Company

215 Wabash Ave.



CHICAGO, ILL.

GRAND RAPIDS

NEW YORK

BOSTON

PHILADELPHIA

other expenses. The lady who rarely stepped out of her little town for entertainment now finds additional gloves and other little accessories of the wardrobe necessary. And her husband, once accustomed to the heavy shoes necessary in navigating through country mud, while he retains these in his work, has also as trim and neatly fitting shoes when he steps from his door upon the street car as have any of the professional men with whom he will in a few minutes be thrown into direct social contact.

With increased ease in getting out into the world, with equal facilities for sending their products, if there be a surplus, where they will command good prices, the radius—social, commercial and intellectual—is materially widened. Forty miles can be traversed almost as quickly as were five miles under the old way and more easily. There is a perpetual outgoing and influx. We may look at one item and fear that the trade is going out from among us; but when we compare a dozen items the turn of the tide is in our direction. Our bank accounts emphasize this in a way which can not be misinterpreted. You can yourself see an improvement in our town in many ways. The trolley has opened up to us a new life. It has broadened our interests, as well as our markets. I admit that I once thought our merchants wild in giving pecuniary aid to it; but none of us would begrudge a thousand apiece, if necessary, to hold the suburban trolley. Bessie L. Putnam.

Automatic Grocery Store.

Edison's idea of a slot machine grocery store will be tried out soon in Philadelphia, according to a press report. An organization, primarily of philanthropic intent, will start the new store. One of the promoters explains the project as follows:

"Our grocery stores will consist of a small room, with a lot of slots in the wall. If a man wants a dime's worth of coal all he has to do is to drop the coin to the slot and he gets a whole 10 cents' worth. So with beans, sugar, coffee and all the rest of the groceries, done up in clean packages prepaid at a central point and bought in large quantities. So the big source of saving. You can not haggle over prices with the slot machine, nor do you lose time by being waited on. Prices will be from 1 cent up."

It Must Have Been Annoying.

The Circle Railroad in London describes a circle whose diameter is about ten miles. In the car was an old and very obese lady, who expressed the utmost solicitude lest she be carried past her station. A passenger assured her that her station was a half hour away, and that he would tell her when they reached it.

"Thank you very much, sir," said the fat old lady; "but whenever I gets out, bein' as 'ow I'm so 'eavy, I backs out; an' I ain't more than 'arf-way out afore along comes the guard, an' 'e says: 'Look lively there, mum,' says he, 'look lively,' and 'e pushes me back in again, an' I've been round the circle three times this morning!"

How Fish Express Emotions.

The ancients had many quaint ideas about fishes, and legends illustrating their habits are legion. According to them, they held converse with man and not infrequently aided him in his daily occupations, thus showing that they possessed nearly all the attributes of human beings, although in lesser degree. It has been demonstrated that fishes and the higher land animals are largely swayed by the same emotions, and give rational expression to them.

Fishes erect their scales or fin rays when under the influence of anger or terror, exactly as feathers or hairs are erected in birds and mammals. As fishes have eyes without movable plates or covered with hard scales, which are hardly suitable for smiling, one can not expect to find facial expressions, as of joy, pain and astonishment, so well marked as in some of the higher animals. Recent demonstrations, however, have shown change of color to be one of the best indices to the emotions.

When a fish is sick its color is apt to be faint, as when in health, angry, or breeding the colors stand out brightly and vividly. Among the best examples of the effect of the emotions on color are the parrot-fish and stickleback. These species have violent tempers and appear to be always carrying imaginary chips on their shoulders. During the breeding season combats between the males are exceedingly common. When fighting, their Joseph-coats stand out with amazing brilliancy, but after the combat is over, the defeated one, with colors faded, hides his disgrace among his more pacific companions. Even then he is not left in peace, as the victor seems to take delight in persecuting him in many ways.

Fishes are charged with being voiceless, but nothing could be farther from the truth, as more than three hundred species are known to produce sound. The Sciaenidae are probably the best examples of the falsity of that libel, for they emit noises that may be heard from a depth of twenty fathoms. It has been suggested that the story of the songs of the fabled sirens originated in the utterances of these fishes traveling in schools.

When captured the scad, or horse-mackerel, the globefish, the grunt, the pigfish and the hogfish made sounds resembling the grunting of a pig, while one of the best-known fishes on the Atlantic seaboard, the croaker, gets its name from the croak it gives when caught. Carp also croak when taken out of the water.

The legend of Pascagoula River and its mysterious music has been explained as the noise made by sea-drums. It may often be heard on summer evenings. The listener being on the beach, or, yet more favorably, in a boat floating on the river, a low, plaintive sound is heard rising and falling like that of an aeolian harp and seeming to issue from the water. The sounds, which are sweet and exceedingly plaintive, cease as soon as there is any noise or disturbance of the water.

When Humboldt first visited the South Seas an extraordinary noise startled the crew one evening. At first it was like the beating of many drums in the distance, and then the sounds seemed to come from the ship itself, near the poop. At first the terrified crew thought that breakers were at hand, and then that the vessel had sprung a leak, but it was soon discovered that the sounds were produced by fishes.

Formerly it was believed that fishes could not hear, as they have no ears, but anatomists have proved that they have internal organs of hearing. In Sweden the church bells are not rung during the bream season lest the fish take flight and desert the region. During the pilchard fishery the people are no less careful of their sensitiveness to sound.

In contrast to the poorly developed sense of taste in fishes is their acute sense of smell, as evidenced by the selection they make in their food. Fishermen know well that tainted bait is not so tempting as fresh bait. Although a hungry fish is not fastidious, the odor of badly decomposed bait is repugnant to fishes everywhere.

The man who is nothing but a merchant is lopsided.

Hart Brand Canned Goods

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

Michigan People Want Michigan Products



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

"MORGAN"

Trade Mark. Registered.

Sweet Juice Hard Cider
Boiled Cider and Vinegar
See Grocery Price Current

John C. Morgan Co.
Traverse City, Mich.

Don't Write!
USE THE
LONG DISTANCE SERVICE
OF THE
MICHIGAN STATE TELEPHONE CO.



Just suppose

you were in the kitchen and wanted to make a dessert and make it in a hurry too. A tapioca pudding would be nice but you couldn't make it of pearl tapioca because you didn't think to put it to

soak the night before. If you had
MINUTE TAPIOCA

you would be all right, because it doesn't need to be soaked. In fifteen minutes from the time it is taken from the package it is ready to serve. Besides, the pudding is not gummy or lumpy. One package will make six full quarts.

Then suppose

you instruct your clerks to tell this to every lady upon whom they wait to-day, and let them know why MINUTE TAPIOCA is better than the other kind. The quality of the product is such that they'll thank you for the suggestion. Don't forget that you gain too. There's better than an ordinary profit in it. Have you used Minute Tapioca in your own home? Send us your jobber's name and you'll get a package to try. Do you know what tapioca comes from and how it is made? When writing for the package ask for "The Story of Tapioca". It's free.

MINUTE TAPIOCA CO.,
223 W. Main St., Orange, Mass.

ANOTHER ANNUAL

The FIFTEENTH of the Citizens Telephone Company. Another year of marked, large GROWTH of SYSTEM and INCOME.

Another year of PAYMENT of quarterly DIVIDENDS, aggregating \$273,000. Directors and officers were unanimously re-elected.

Of the eleven directors, eight have served the company since its original organization in 1895, an indication of satisfied stockholders and successful management. July 1, 1896, service began with 832 phones in this city (other system then had 1,471 phones); now there are 10,964 in our Exchange.

GROWTH continues (112 more telephones in this city Exchange Sept. 27 than on Sept. 1.) More than 3,500 STOCKHOLDERS in the company, and there should be MORE.

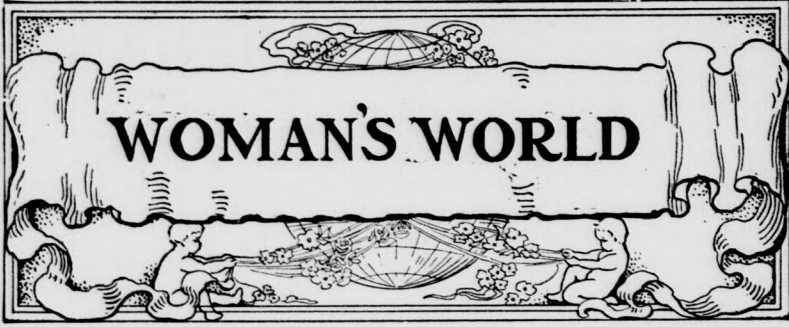
Get further facts about it from the Secretary of the Company.

CRYSTAL DOMINO SUGAR

2 lb AND 5 lb SEALED BOXES!

2 lb BOXES-60 IN CASE (120 lbs)
5 lb BOXES-24 IN CASE (120 lbs)

BEST SUGAR FOR TEA AND COFFEE!



Supersensitiveness Which Is Due To Selfishness.

Angelina has gone. With her two little girls, and her bird in a cage and her cat in a basket and her furniture and household goods sent on ahead and her husband, who attended to everything and made so little trouble himself that I mention him only from courtesy—Angelina boarded the train and started for Southern Colorado, where they are now to make their home. Best of all her feelings have gone with her.

I saw her off two hours ago, and was ready to give a great sigh of relief. That is, I would have been ready had I not had the more immediate and pressing duty of consoling and cheering and jollyng up Kitty Baxter, who came with me from the depot and stopped in all broken up over a final confidence from Angelina that she felt "just dreadfully hurt because all the girls of the Club had not come to the train in a body to see her off."

Kitty was worn out with the reception and the china fruit set and broke down and sobbed like a child when she told me of this last farewell manifestation of Angelina's feelings.

I must go back a little in my story in order to make all clear to my readers.

"The girls of the Club," as Angelina styles us, are a coterie of matrons and spinsters ranging from 35 to 50 years of age, who for a long time have maintained a little social and literary society. Angelina was one of us and, except that she was forever getting injured over some fancied slight or some purely imaginary innuendo, she might have been counted a very good member. We have two or three in the Club who are a little like that, but none of the others carry this penchant to the same extent that Angelina does. Angelina is an adept in that line. But then she has been working at it ever since she was a baby in long clothes, so naturally she has attained great skill and aptitude in getting her sensibilities wounded just when it is most inconvenient to everybody to have her get off the books.

Since its organization the Club has lost only three members, including Angelina. Mrs. Chapin, the minister's wife, went away, of course, when he accepted a call to another church. We gave her a silver cake basket not solid, but good quadruple plated and very pretty, although not expensive.

Next, all unexpectedly, Mollie Sutfin came to a meeting and announced that her husband had decided to re-

main in Seattle permanently and had telegraphed her to come, and she must leave on the 4 o'clock train. There was only 37 cents in the treasury by actual count, and if we tried to get a present, all the financial calculation would have to be made right there before Mollie's face and eyes. Then we knew that two-thirds of the members would not be "prepared" for a sudden levy of 50 cents or even a quarter.

So Madge Elliot proposed that as a mark of "unusual respect and undying affection for our departing sister" we adjourn and all go to the train to see her off. Madge is apt to be grandiloquent, but otherwise she has lots of sense. So we went.

At the station our President addressed a few "well chosen remarks" to Mollie, in which she expressed our regret, that the limited time had prevented our giving her some more substantial token of our love.

Then Mollie made a little speech, in which she said that any kind of a present would go out of style or get broken or rust through or become infested with moths or buffalo bugs (according, of course, to what it was) or if nothing else happened it would just sit around and catch dust; while this genuine evidence of our regard would remain bright and untarnished while life should last. Then amid laughter at her bright sayings and tears of real sorrow for losing her we let Mollie go.

She would have liked a nice gift, same as anyone, but she just took this way of making us know she did not feel misused because we had not been able to evolve a present out of thin air in fifteen minutes' time. Dear brave hearted Mollie! who has had more real sorrow than any other one of us, and always kept her troubles to herself as much as possible and never loaded them off upon her friends and never expected to be carried around on a chip.

When, some three weeks ago, Angelina announced her impending departure, we at once began to cogitate on what would be the most fitting expression of our sense of loss, compatible, of course, with our limited financial ability. One thing was certain. We must do as much for Angelina as we had done for the minister's wife or for Mollie, or even a little more, or the fat would be in the fire and no mistake.

It was decided to hold a reception in Angelina's honor at Susie Maxwell's, and get her a present besides. We thought this would be doing things up brown.

Kitty Baxter always has been the buffer for Angelina's feelings. Ever

since they were tiny girls at school Kitty had been the pad or cushion between Angelina's exquisite sensibilities and the outer world. I can not describe what poor, faithful Kitty has been through.

Angelina is one who really seems to take a morbid delight in getting her feelings all smashed up, just for the sake of having some one pet and coddle and make of her afterwards. She really likes the feeling of being consoled, just as some people like the sensation of having their hair combed or their backs rubbed by somebody else, when they are perfectly able to perform those necessary offices for themselves.

Angelina's husband is one man out of ten thousand and has been a close second to Kitty in babying that woman.

Kitty worked like a slave for the reception and then she tracked all over town, seeing every member of the Club and getting funds for the present. The selection was a real hand-painted china fruit set, a lovely thing and costing quite a bit, too. We shouldn't have had money enough only Kitty persuaded Mr. Carlton to throw off \$1.75, thing she would not have asked for herself if she had been buying all the hand-painted china in his store.

I am sure Angelina really was pleased with the fruit set.

The reception went off nicely. The refreshments were simply elegant. Many of the members cried when they came to say good-bye and Amelia Whipple remarked to me in a confidential undertone that altogether

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"The Taste Lingers."

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Cocoa
and**

Chocolate

They are staple and the standards of the world for purity and excellence.

52 Highest Awards in
Europe and America

Walter Baker & Co. Ltd.
Established 1780. **Dorchester, Mass.**



Who Pays for Our Advertising?

ANSWER:

Neither the dealer nor his customers

By the growth of our business through advertising we save enough in cost of salesmen, superintendence, rents, interest and use of our plant to cover most of, if not all, our advertising bills. This advertising makes it easy to sell

LOWNEY'S COCOA

AND

PREMIUM CHOCOLATE for BAKING

All LOWNEY'S products are superfine,
pay a good profit and are easy to sell.



Putnam's Menthol Cough Drops

Packed 40 five cent packages in carton. Price \$1.00.

Each carton contains a certificate, ten of which entitle the dealer to

**One Full Size Carton
Free**

when returned to us or your jobber properly endorsed

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

it seemed to her "a very decent farewell powwow" and really left little to be desired.

I confess I did not shed any tears. I even felt inwardly a slight feeling of exhilaration, very incongruous with such an occasion. But I kept a sober face and told Angelina that we all should miss her. (So we shall. I did not go on and state in detail just what we shall miss her for.) I said, further, that I very much hoped that both she and her husband would like it wonderfully well out there. (I have noticed that people who do not like it come back.) In these expressions of good will I congratulated myself that I was making a particularly happy combination of etiquette and veracity, a union I am not always so fortunate in effecting.

But it seems Angelina was not quite satisfied, although we had put ourselves out four times as much for her as we had for either one of the others. She had set her heart on their all going to the train with her to-day, or rather had set her heart on having her feelings hurt because they were not all going to see her off, as they did Mollie. They simply could not do it this time and she knew just how it was. Most of the Club belong to a lodge, also, and a deputy or somebody is here, and there is important work and they felt they must attend.

Four of us who are not lodge members went to the station and stayed to see them off, although the train was an hour late. There was a pouring rain, and my skirt and Kitty's

will have to be sent to the cleaner. Angelina would have preferred that twenty skirts would be in the same condition.

If she did feel slighted about that little omission, why couldn't she have kept it to herself? Or she could have told Amelia Whipple or me if she must tell some one. But, no, she must indulge herself in the final luxury of getting Kitty all worked up over something that could not be avoided and for which that good soul was in no wise responsible, anyway.

After I got Kitty into the house I soon placed the matter before her in such a light that she felt better. I demonstrated to her fully that if Angelina's feelings hadn't been hurt about just that, they surely would have been about something else. Give that woman two minutes and she can think of four hundred things to be all cut up over, when no one has intended a thing out of the way, and her friends have been lying awake nights, devising ways of giving her pleasure. When her emotional nature is ready for an outbreak she always can find a pretext. This farewell ebullition was really necessary to the artistic finish and completion and rounding out of her career among us.

Kitty has gone now and I can give way to the feeling of hilarity which began to well up within me, when I received the first inkling of it that Angelina was going.

They will reach Chicago about 1 o'clock, and then take a fast train west. As I waken in the night I

shall see that express plunging across the prairie, and I shall take genuine satisfaction in thinking of the miles and miles of good air and land and water between Angelina's sensibilities and me. All the pangs of parting with an old friend will vanish from my hard heart and I shall go to sleep again like a baby.

The friendship of such a woman as Angelina simply does not pay for the wear and tear on one's nerves of trying to get along with her.

I presume it won't be long before she will join some club or other out there, and that in time she will gather about her a little bunch of friends who will toady to her, and vicariously strive to shield her absurd susceptibility. Such women as Angelina manage to have their willing vassals. But it won't be our Club she will be keeping in hot water and poor Kitty will have a well-earned rest.

The supersensitiveness in which so many women indulge is really a form of selfishness. They often pride themselves on being a little finer grained than other people, but when you get right down to it they are made of no better clay than the rest of us.

Being the bosom friend, the confidante and solace and stay of one of these women with feelings is a harder job than being the woman herself, and there is even less in it. Quillo.

It is always a sad thing to have pleasures without toil.

Goodness, like health, is never conscious of itself.

"Daddy Long-Legs."

Everybody is well acquainted with the insect called "daddy long-legs," but not everybody knows that there is evidence to show that this strange little creature, towering high above its fellows on its thread-like stilts, is probably a more ancient inhabitant of America than any representative of the human species.

Far back, in tertiary time, at the very dawn of the modern world, its ancestors lived, we are told, in great numbers in that part of the continent which we call Colorado. The fossil remains of these insects show the characteristic features that mark them to-day, although new species have taken the place of the old; for even "daddy long-legs" knows what evolution is, and has attained to something that in his view is perhaps a kind of civilized existence suitable to the exigencies of life in the twentieth century.

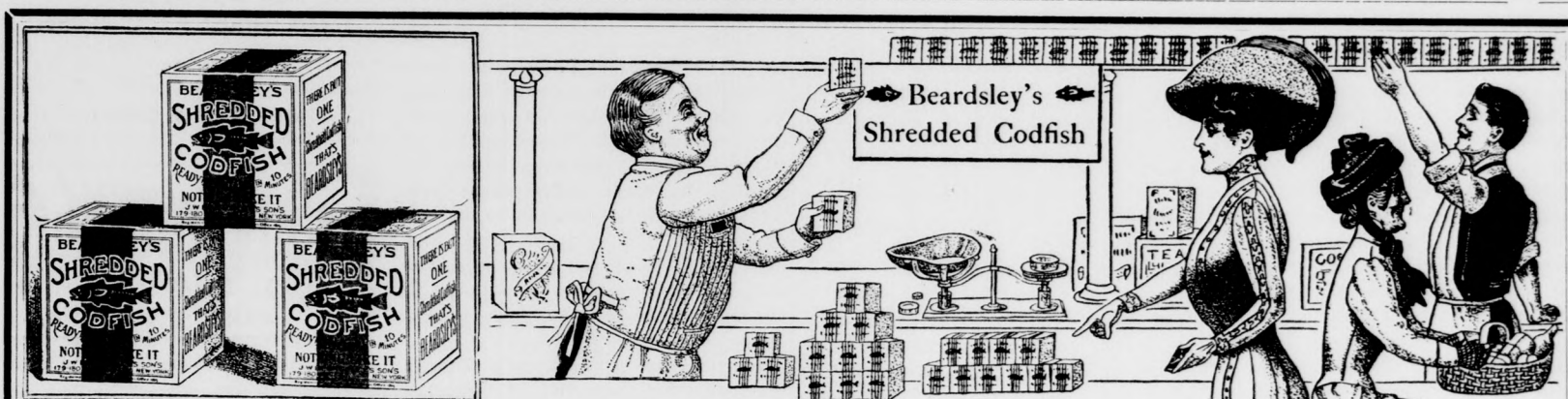
The Explanation.

"But, my dear Mrs. Borders," said Wiggley, "I don't understand your rates at all. You say that you will charge fifteen dollars a week for me and thirty-five dollars a week for Mrs. Wiggley. Why this difference?"

"Why, you see, Mr. Wiggley," said the landlady, "you don't weigh more than a hundred and forty pounds, while Mrs. Wiggley don't weigh an ounce less than two hundred."

"But what has that got to do with it?" demanded Wiggley.

"Under the laws as they are now enforced," replied the landlady, "we charge for board by the weight."



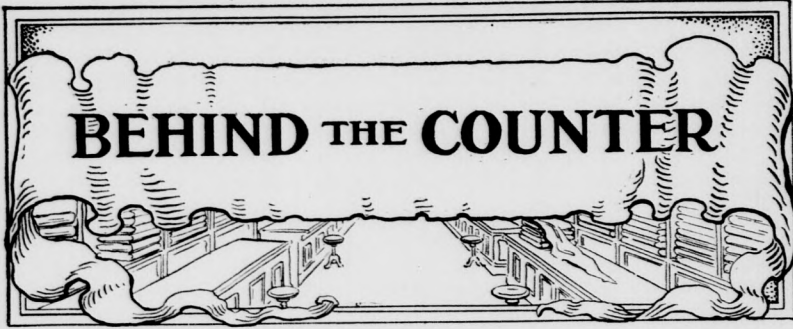
**You've Just Got Time
To Put It On Your Shelves**

Our extensive advertising of Beardsley's Shredded Codfish has met with instant success—sales are increasing—we know it from the increased orders from wholesale men. Let people know you have it and reap the profits.

We have done our work, now it's your turn—lay in a good stock to supply the demand you are sure to have. People know all about it. You can sell it "without trying."

Push the Package with the Red Band

J. W. Beardsley's Sons, New York



HANDLING CLERKS.

Where Many Otherwise Good Merchants Fall Down.

There are many men who are good store managers in every respect save one—that of clerk handling.

When a merchant falls down in the matter of handling help he falls down in a most important particular, because the clerk link is the most important link in the chain of store management, and a chain is no stronger than its weakest link.

The clerk stands between the proprietor and the public. The proprietor may do everything in his power to get people into the store. He may be a first-class advertiser. He may be a good mixer. He may be personally popular. He may carry just the right line of goods and mark them at the most attractive prices, and if the clerks are not right, people will not come back to that store a second time except under protest.

There are as many kinds of clerks as there are men, but they all belong to two general classes: the kind you want and the kind that you do not want. The great difficulty is to tell before it is too late just which men are the ones you want.

There are no end of clerks looking for positions. In fact, most clerks are looking for positions. The good man is not averse to finding something better and the poor man is always looking for a job as a matter of principle (or lack of it).

You can find plenty of men who are reasonably honest, who will work full time and do most of the things they are told to do as long as you keep telling them, and who will draw their pay regularly.

These men are not much of a disadvantage to a store. They do not send people away by reason of any pronounced deficiencies, but they never develop into positive assets. The kind of clerks a man wants is the kind that is not satisfied to do no particular wrong. He wants men who continually go out of their way to do some particular right.

The merchant may be lucky to get clerks that are sober, reliable and honest, but he should not be satisfied with that. He should make it his endeavor to surround himself with employes who are all of that and ambitious besides.

The ambitious clerk, if he is wise, will have his employer's interests at heart because he will realize that the better work he does for the store the greater will be his chance for advancement either in his present position or to some better one. The ambitious clerk will be ambitious to

be associated with success, knowing that he will share directly in that success and indirectly as well. He will receive increased wages where there is success, because the store can afford to pay more, and it can particularly afford to pay more to the men who make it a success. He will be discovered by outsiders to be a part of the store's success, a maker of success himself, and he will be sought by merchants who have something better for him than he is already getting.

Some stores have too many clerks. There is not enough work to keep them busy, and they acquire habits of laziness and lose ambition, because there is not enough for their ambition to feed upon.

If a store has more clerks than are ever all busy at once, it certainly has too many. More business is needed or less clerks. The clerks that never have to hustle forget how. At any rate, they lose any inclination to do so. And from that it is only a step to the feeling that no one has a right to ask them to hustle.

It is very hard to tell from a man's appearance just what sort of a clerk he will make. Every merchant has had applicants come to him who looked like just what he wanted, only to find after a few weeks that they were of little use.

First impressions are often wrong impressions. The man who can judge men upon sight is a rare article. The applicant is at his best when he is asking for a position. If he can not get himself up to seem presentable, then it is probable that he never can, although it must not be forgotten that there are men whose tongues become tied when they are called upon to sound their own praises. They are few and far between, however.

Beware of the man who protests too much and of the man who seems to have no flaw in his character. No one is perfect, and he who seems perfect is deceptive in some particular. All coins are bright when new, whether they be counterfeit or government minted. And all new brooms are entitled to sweep clean. The new clerk is not necessarily a "find" because he does well the first week. Give him a month at least before you tell your friends what a wonder he is.

While selling ability is perhaps the most important thing to consider in hiring a man—after finding him to be honest and reliable—still there are other qualities which merit attention. Courteous handling of customers, stock-keeping ability, personal appearance; all these count and are to be considered. A man may be too good a salesman. It is possible for

a clerk to be so disposed to load up customers that he works a disadvantage to the store.

As to wages, there is no definite rule, of course. Where the salary is a stipulated sum without commissions, "P. M.'s" or percentages, the locality, custom of the town, cost of living there, etc., all influence the figure. It is estimated by many experienced merchants that the cost of mere selling is about 5 per cent. Some make it more, even up to 7 per cent. Some firms which place their employes on a strict percentage basis, pay men 7 and girls 6 per cent., and find this a fair basis.

It is not good policy for a store to be stingy with its clerks, either in matter of time or money. Two parties to any business arrangement will get along better if there is a mutual spirit of generosity. The clerks will be pretty apt to reciprocate if the management shows a tendency toward this kind of spirit. If the management acts the other way the clerks will certainly exhibit a tendency in the same direction.

Clerks are human, just as you are, and have the same or greater capacity for enjoying life, and they appreciate opportunities of that kind. Also they are no more steam engines than you are, and that being the case, there are days when they ought not to work, when it is a detriment to them and consequently to the store. Unless it is absolutely imperative that a man be on duty, the store will make more money if he lays off the day he is not able to do good work than it will if he works; and this applies to the proprietor and the clerk alike.

See that your clerks have a chance to let headquarters know when they are not fit to work, and see that they are given the benefit of any doubt in the matter and allowed to lay off if they seem to need to do so. Of course, the store management will find some clerks who will take advantage of this attitude, and such help should be passed on to some one else; but it is profitable to take the clerk's word until it has been proven false.

If you employ many girls, have a rest room for them and let them use it. An hour of rest now is better than all day off to-morrow. And an hour of rest when it is needed means far better service after taking it. Better service because of the physical rest and better service because the clerk appreciates the privilege and feels a greater interest in the store on account of it.

The store with many employes can support the rest room, and the store with too few hands to make that desirable can keep in close enough touch with each one to see that no one works who is unable to work well.

Don't try to discourage a clerk the first day or week in the way the old-fashioned merchant used to do.

It used to be the thing to set the green hand at the dirtiest jobs in the store and try to make life a burden, just to see what stuff he was made of. Of course, the man who comes through serene and smiling is probably a good man, although not necessarily so. But many a man who might have made good may be spoiled or discouraged or given an ill feeling toward his employer by such treatment.

Start a clerk at work that will average with his regular routine. Help him all you can and encourage him rather than the contrary. He will think more of you, more of himself and more of his job.

There is still an inclination upon the part of some employers to try to get the most possible work out of clerks by browbeating them and making them afraid of their employer. This is all wrong, and it will not work now—if, indeed, it ever did work to advantage.

Clerks and employers should be friends with a common interest and a feeling of freedom in talking over the business and its varied phases and conditions. Will a clerk who is afraid of his employer ever go to him with an idea for the improvement of the store or its methods? Never. He will get along with just about what he finds it necessary to do and no more.

Suggestions from clerks may be inopportune or ill advised, or they may be timely and valuable. It does not matter. They should be received

The Man Who Knows Wears "Miller-Made" Clothes

And merchants "who know" sell them. Will send swatches and models or a man will be sent to any merchant, anywhere, any time. No obligations.

Miller, Watt & Company
Fine Clothes for Men Chicago

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

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

Made in Chicago by
BECKER, MAYER & CO.

BAGS New and Second Hand

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

ROY BAKER

Wm. Alden Smith Building
Grand Rapids, Mich.

H. A. SEINSHEIMER & CO.
CINCINNATI
MANUFACTURERS OF

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BOYS' CLOTHES

with interest and courtesy when offered. The fact that an employe offers a suggestion for the betterment of the business shows that that employe is interested enough to give his work some thought beyond the bare necessity of the duties he performs.

The clerks of to-day must be the merchants of to-morrow, and according as they take an interest in learning their work and in trying to learn how that work may be done to better advantage, the business methods of to-morrow will be improved over those of to-day.

Have a system in the hiring and treatment of employes and adhere to it. The store rules should be obeyed by all. Exceptions open the management to the charge of favoritism and make discontented members of the force. Give a fair hearing to all complaints from the clerks and encourage them to come to headquarters with the grievances in order that they may be settled properly. Oftentimes a disgruntled clerk goes about spreading dissatisfaction and doing harm, when a five minute talk with him would make everything all right. And to allow a clerk to leave your employ with ill feeling toward you is to have some one go out who will be an enemy to the store and take away trade.

There is no help quite as expensive as cheap help. One can not expect to ask first-class service of incompetent and illpaid help. A well-paid clerk should be a competent clerk, and he should be called upon for firstclass service. There is some little justification for the underpaid man who kicks at being asked to work overtime or to do things for which he is not paid, although the well-paid clerk has no such excuse for shortcomings.

Of course, a poor clerk can not be made into a good one by better pay. It must be in the man to do good work or the salary will not get it out, but any man will work better if paid a fair wage. No man will be even reasonably contented in a position where he is underpaid. Underpaid does not mean paid less than he earns for the merchant must make a profit on his employes' work, just as much as upon his goods otherwise they are of no advantage to him. They must sell goods to an amount that will pay a net profit greater than their wages in selling them.

The proprietor to a great extent sets the pace for his clerks. Slow boss, slow clerks, probably slower clerks. Energy and enthusiasm are contagious. A clerk can not catch them from some one who does not have them.

The proprietor who is always late in the morning, who loafs in with a cigar in his mouth and his hair rough and a couple of days' growth of beard, who, instead of going to work settles down in a comfortable chair and proceeds to waste a half hour of the best time in the day, will not be an inspiring example to his help.

On the other hand, there is no use in trying to fool the clerks into thinking you are rushed to death by tak-

ing off your coat and rolling up your sleeves and prancing up and down the store aisles, making a great bluff and bluster but accomplishing nothing.

You have your kind of work pretty well outlined and your clerks know that there is more work in managing a store than manual labor. Sit down at the desk the first thing, if you belong there, and dig in. Do not wait to feel more like it. Set an example of industry. It will have its effect.

There is a good deal in having confidence in a clerk's ability to make good. It is much easier to help a man when you think your assistance will have some results. If you start a clerk in with the idea that he will never amount to anything, he probably never will. You will be unfairly prejudiced against him from the start. You will scarcely give him a fair show. If you have doubts about a man, do not hire him. But if you do hire him, make up your mind that you can make something out of him and then do it.

The clerk looking for a position has just as much reason to find a desirable employer as the employer has to want to find a good clerk. You can easily get the reputation of being a hard man to work for. This will work a hardship in two ways. It will make good men avoid your store and you will have to hire inferior help, and it will make your help ready and anxious to leave, and that will result in frequent changes.

Customers like to do business with people whom they know. The frequent changing of clerks makes all strange faces in your store and makes shopping there less pleasant from the customer's point of view and less profitable from your own. It makes the management of the store harder, too, as you yourself know. The less you change clerks, the better all around, provided you have a force that is reasonably efficient.

Of course one may keep a clerk too long. Clerks often reach a point where they lose their value because they have been in one place long enough. They, in a way, go stale. They have done you all the good they can. They get restless. They think they know more about their work than their employer knows. They become hard to manage. They need to make a change for their own as well as their employer's good. When a clerk gets to that point help him to make a change for his own advantage and he will remain a friend to you and to the store, and you will have done a good deed.

A clerk naturally, if he is any good at all, wants some day to become a proprietor himself. The better work he does for you the better work he will be able to do for himself. There are employers who will discourage a clerk in such aspirations because he is a good clerk and they do not want to lose him. They make a great mistake. Help a clerk to plan for getting into business for himself—in another locality, of course. Take an interest in his plans. He will leave you some day, anyway, and you might as well make a friend of him and thus make him worth more to

you, while at the same time you do a Christian deed.

Among the little things that are important in the treatment of clerks is the matter of the paying of wages. When a clerk's wages are due they are his and he is entitled to them. He ought not to have to wait for them. Pay every employe when the pay day comes around and thus avoid any cause for dissatisfaction. A clerk who does not get his money when he expected it and wanted to use it may do the store a good deal of harm and may even affect the credit of the owner by the things he will say or hint at to friends.

You have a right to know what a clerk does with himself outside of business hours. Not that his time is in any sense yours, but when you hire a man you are entitled to his best services, and if he is doing things outside of the store that unfit him to serve you well inside, he should be talked to for his own sake and for the sake of the business. It is a favorite proclamation of a clerk that as long as he does his work it is none of his employer's business what he does in his own time. It is the attitude of many merchants that they do not care what a clerk does as long as he does his work the way they want it done. They say: "He can booze or gamble or do anything he wants to, and it is no business of mine." That is not true. It is your business and mine what our employes do when they leave the store. We are trusting clerks to handle our money. All the money we get for our goods is what the clerks give us. Do we want all that money going through sticky fingers? And will not the fingers of a gambler be sticky? The man whose habits are irregular and dissipated, will he not need money at some time? His principles will in the end prove no obstacle to his helping himself to his employer's funds. And then no clerk can be fast or do wrong to any extent without people knowing it, and customers, particularly women, will not feel like doing business with a man they do not like, nor will they trust him in the mere matter of his statements about the goods they are buying.

When you take a young man into your employ you in a measure become responsible for him. You assume a portion of the guardianship of him. If you allow him to do

things that you know are wrong, you are not living up to your duty. And you are making a tactical mistake as well.

Do you give your help full credit for the things they do to help the business along? If a clerk does a particularly good piece of work in the way of stock arrangement or store decoration, do you say a word of praise to encourage him to repeat the effort? Or do you take it all as a part of his day's work and let it go at that?

Mankind, and womankind, too, like praise. Some almost live upon it. Any one, you, I, all of us, like to be appreciated. We like to have some one compliment the work we do. What encouragement is there in doing a thing well if it will receive no more notice than if it were done ill? Art for art's sake is all very well in theory but it is mighty unsatisfactory in practice. It will pay you and pay you well in real money to praise your help whenever you can find any excuse for it. There is something commendable about the way almost anything is done, and it is better to comment first upon the good features of the work than upon the others. It is better, anyway, to pass easily over the faults with only sufficient comment to make the workman anxious to correct the fault next time. And then when it comes time to do that thing again, look out in advance for a repetition of those same faults. —Clothier and Furnisher.

Felling Trees By Wire.

A German inventor has discovered a way to fell trees by incandescent wires. His invention consists of an ordinary steel wire one millimetre in diameter, with a small attachment worked by a motor. The wire saws rapidly and evenly through the tree trunk, being heated to the burning-point by the friction. During the first trial of the wire-cutter a tree forty inches thick was cut through in less than six minutes. One of the advantages of this machine is that it cuts a tree close to the ground, or in the ground, through the roots. It produces steam instead of sawdust and leaves a clean, smooth cut covered by a layer of charred wood so extremely thin as to show through it the recorded age of the tree.

The surest way to develop hustling clerks is to be a hustler one's self.

HANG UP YOUR CLOTHING



No. 54 Combination

Suit Hanger, Per 100, \$800

With wire attachment to hold trousers

Double, Polished Steel Tube Clothing Racks. Send for Catalogue No. 16 on "How to Hang Up Clothing."

The Taylor Mfg. Co., Princeton, Ind.

MICHIGAN DRUGGISTS.

They Hold a Profitable Convention at Kalamazoo.

(Continued from last week.)

Banquet in the Evening.

At 11:10 President Bugbee introduced Charles E. Abell, of South Haven, as toastmaster for the evening, who said:

"This is the second time to-night your President has made a pun on my name and I think he had better ring off.

"I had fully expected, and finally hoped, to be able to sit back and thoroughly enjoy this programme, and had it not been for the stubborn obstinacy of your honorable Secretary I have no doubt I would have been able to have done so. He argued to the last minute and finally I gave up and told him that if he would send along the dope I would do the best I could. Well, the dope did not come, and it was not until 5 o'clock this afternoon that I had any line-up on who was going to speak or what they were going to say.

"I suppose I should feel complimented by this appointment, but the fact is, if you will allow me to use a homely simile, I feel like a barnyard. In truth, I am in a fix. I do not ever remember being in quite so bad a fix, unless it was once, about three years ago last August. It had been a dreadfully hot day and a fearfully sultry evening. I took the sleeper out of Chicago at 9 o'clock in the evening. I tried to cool off as best I could. I was wearing a duck coat and duck trousers. Finally I went to bed and tried to get to sleep and succeeded in doing so, but I was awakened very suddenly by a tremendous jolt—a sort of explosion. There was hurrying back and forth, yelling, excitement and confusion. Then I realized that I had been in a collision and possibly my life was in danger. I fumbled for my clothes, found my coat, hat and boots, but I could not find my trousers. Finally I did find a pair of white trousers, but they were too small for me; in fact, they were not men's trousers at all—they belonged to the boy who occupied the berth above me. I read the Kalamazoo Gazette occasionally. I take it for several reasons: First, it is printed in a mighty good town; a town I like and that I like to keep tract of. Another reason is, it is printed by a man who owns the South Haven Gazette, and by subscribing for the South Haven Gazette I get the Kalamazoo Gazette for nothing. Another reason, I like to read the advertisements of my brother druggists in Kalamazoo, and the other day I read a very funny one about a new-fangled nursing bottle. It went on to describe it, and finally said, 'When a baby is done drinking it is to be unscrewed and laid in a cool place under a tap, and if the baby doesn't thrive on milk it can be boiled.'

"To mind your own business and do the square thing with your neighbor is an extremely high order of patriotism; in fact, men, states, nations and flags might all take an indefinite vacation, but as this ideal

and altruistic condition does not exist in this beautiful State of Michigan, this Association finds it necessary to take measures and to solicit the influence of those who assist in the legislation of the land. We expected there would be several members of the State Legislature here this evening to address you, but two of them for some unknown reason have not come. We have with us, however, one of the most prominent and able of the State Senators, a citizen of your city, Senator W. R. Taylor, who will respond to the toast, 'Before the Senate Committee.'

Mr. Taylor spoke as follows:

"I hope you all paid strict attention to what the toastmaster has just said, because it affords you an opportunity to get a better opinion of me than you are apt to have when I have finished. The toastmaster is remarkable as a man who always tells the truth, and while he never departs from that rule he does not furnish any discount sheet, and in this case the one he should furnish would be heavier than the discount which generally accompanies a window glass catalogue.

"I have this to say about the toastmaster, that his prominence in his home city is indicated by the fact that every time they get out a new directory they put his name at the top of the first page.

"Van Buren county, in which the toastmaster resides, is remarkable for its grapes, peaches, of both the animate and inanimate variety, and for its druggists. The county has erected a home for retired druggists on one corner of the Court House square in Paw Paw. Van Buren county for a great many years enjoyed the distinction of being the only dry county in the State, but now there are many others, and many of you come from dry counties. I have noticed that some one has very thoughtfully provided headache tablets at each place. For, as it has been said,

'There is no time for mirth and laughter
In the cold gray dawn of the morning
after.'

"It has been said that I will say something about 'Before the Senate Committee,' whatever that may mean. I might say that one who has occasion to serve on a legislative committee, to occasionally appear before them, has as much opportunity as one often gets to observe and to study the various phases of human nature. I have seen men come before a Senate committee with apparently some doubt as to their right to do so, or as if they had been accorded a special privilege. There is no occasion for any feeling of this sort. The members are employed by their constituents to represent their views and there is no more sensible way of informing the lawmaking bodies of these views than through its committees, and, of course, the proper despatch of business does not permit of hearing from the public upon either floor.

"I have seen also before Senate committees those who realize their right to be there, but who are so

openly selfish of their claim and so unreasonable in their views that the result was they wasted their own time and that of the Committee.

"Then I have seen members of legislative committees, once or twice I remember, who were discourteous to those who came before them, although that has been an exception which I have observed in only one or two instances.

"Occasionally we see members of the Legislature who are often afraid of being contaminated or of having their previous views disturbed. They do not want to know what railroad men or druggists or any one thinks about the bills affecting their particular business. They have their own preconceived views and beautiful theories of what the Legislature should be.

"Now, my idea of what a legislator should impart is, that he should have enough broad information of a general sort to be able to discriminate between a reasonable and an unreasonable view of any subject and then go to the legislative halls with an open mind to carry out his beliefs—one who will be careful about pledging himself for or against any interest in his banks; one who will attend the meetings and make use of whatever information he can get there; one who is not afraid, if it be a railroad bill, of the views of the railroad president or of the brakeman, or of being contaminated by holding conversation with either one as an individual. I believe that members of a legislature, even up to the National Congress, are anxious to know what the people are thinking, and I believe they especially want to know from the man who has practical knowledge of the question at hand. Members of the Legislature have not such a broad knowledge that they are beyond any assistance from practical men, and they need the information which men acquainted with the subject can give them. Then the astute member will be able to attach such importance or make such discounts as may be necessary on account of the interest of his informant, and will be able to discriminate as to how much he should reject on that account. As we sometimes hear a judge say to a jury, they are the sole judges of the credibility of the witness and in determining that credibility they have a right to consider the bearing and appearance of the witnesses and amount of interest or lack of interest they may have in reference to the case, and so I believe that every legislator should welcome the information he can get upon every subject, and especially from the men who are practically interested in that subject.

"I am only sorry that my colleagues, the members of the other House, are not here to hear what you have to say, because I consider it a privilege to be here; to get the attitude of the members of the Association, and I am sure that my colleagues are equally fair minded.

"I am aware that the laws of Michigan at the present time are in a measure unsatisfactory to the retail drug trade. Some counties are

wet and some are dry, and it has been stated to me that those who succeed in keeping out of jail do so at the price of eternal vigilance, and so I am glad to be here to get what information I can upon this point, but I believe the speakers at banquets who are least objectionable are those who take up the shortest time, and so I am not inclined to pursue this at any length. I think the frame of mind is like that of the school boy who went to the druggist and said, 'Give me a nickel's worth of castor oil and please give me the least you can possibly afford to for five cents because I am the kid that's got to take it.'

"One speaker has addressed you as to the harmony that exists between the Kalamazoo druggists. I am sure that is not overdrawn. We have never had during the twenty-two years I have lived in this city a cut rate drug store, and as one of the few present who does business on the farther side of the counter, I do not think we need any. I know from personal contact with most of them that the Kalamazoo druggists are a very fine lot of fellows, and from my observation of the representatives from other parts of the State I am sure they measure up to the same standard, and if any one should tell me that I was wrong I should be as sceptical as the little Jewish boy whose father was very orthodox. After he had given his son some religious instruction he said, 'Isaac, suppose you was awful hungry and you had not had anything to eat for a long time, and should sit down to a table and some one should put a nice big veal roast before you, and that was all there was to eat; then suppose some one should tell you it was pork, what would you do?' Ikey said, 'I wouldn't believe it.'

Mr. Abell: Our worthy Senator is evidently not a Jew, but I am inclined to think from his remark about the druggists that he must be a Christian Scientist. We were all babies once and this organization is still in its infancy. We were supposed to hve with us to-night a gentleman of the name of R. T. Williams, who I understand is a traveling salesman for a firm which is supposed to supply food for infants, to produce a wholesome growth, but I am told he is gone, that a fairy's wand or a fairy has waved at him and he has vanished. However, I am informed that the head salesman for the Horlick Company is here and has consented to respond to the toast, 'The Travels,' and we shall be pleased to hear from him:

"When I came to Kalamazoo I did not expect to be inveigled into this sort of thing, to take the place of our local representative. Mr. Williams is, according to my idea, taking a rather mean advantage of the gentleman, but inasmuch as your President has asked me to say a few words I will try to do my best.

"Who is the traveler, what is he and what can you expect of him? The traveler is the man who brings the best of things to you. I understand, in a large measure, the traveler is



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A National makes a **good clerk**, because it makes him responsible for everything he does.

He must be **careful, honest, accurate, courteous** and **ambitious**. If he does not possess these qualities the merchant doesn't want him.

The National Cash Register tells the merchant which is his **best clerk**; which clerk sells the most goods; waits on the most customers; makes the fewest mistakes.

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Good clerks are **salesmen**. They draw and hold trade to the store.

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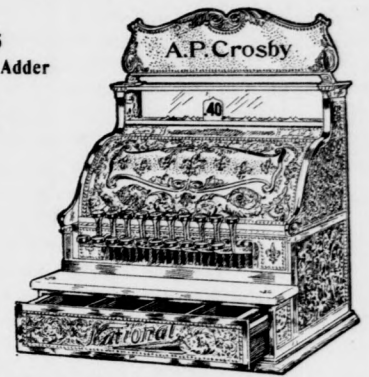
Send for catalogue showing pictures and prices and explaining the **greater values**. It will not obligate you in any way.

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Price
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Detail adder with all latest improvements. 20 keys registering from 5c to \$1.95, or from 1c to \$1.99

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Total adder with all latest improvements. 27 amount keys registering from 1c to \$9.99. 4 special keys

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Operated
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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

responsible for the success and remarkable development of this Association. When you need help to form an association you naturally look to the traveler. Why, because you know that he will get out and hustle. It might be well for each and every druggist connected with this Association to learn a lesson from the traveler and get out and hustle for himself. It is not right to leave it all to the traveler and then take credit for it yourself. Do part of the work yourself; let the traveler do part, and let each one take his share of the credit.

"Now, as far as the traveler is concerned, there never was a traveler that I ever knew in my life who was not delighted to serve his constituents when called upon to do so, and I can assure you that you can keep right on calling."

Mr. Abell: About two years ago I was reading the Detroit Evening News and became much interested in an article on the regulation and enforcement of the liquor law. I wondered at the time who it was that was stirring up all this agitation. I later learned it was W. R. Jones. It is our good fortune to have this gentleman with us to-night and I am sure you will take pleasure in listening to him in reference to the M. S. P. A.:

"It is indeed a nice recognition to be called upon to talk before such an association as this. However, I feel as though I am in somewhat the predicament of the boy who stuttered, who discovered a parrot in front of a barber shop, and asked the proprietor, 'S-s-s-say, Mm-mister, can, can, can that p-p-p-arrat t-talk?' to which the proprietor replied, 'Well, if he couldn't talk any better than you I would twist his darn neck.' However, I am very proud to represent on this occasion the M. S. P. A., the old pioneer association.

"Whatever one gets out of an association of any sort must come from what he puts into it. If we stay away from the meetings, do not take part or have active interest in an association of any kind, we will not get anything out of it. Certainly in the Michigan Retail Druggists' Association there seems to be quite a spirit of activity at present. We have met with great success, but let me caution you that unless we keep at it and hang on like a puppy to a root it will be a failure. I believe in the M. S. P. A., believe it has done a great work for the druggists of Michigan. I believe it will do a great deal more. I believe the retail druggists are in a position to do a great work and I believe I can pledge the M. S. P. A. in standing behind any meritorious work that may be undertaken."

Mr. Abell: As we have been disappointed in having two State legislators, one traveling salesman and a representative of the Anti-Saloon League to talk with us this evening, there has been effort made to take up some line of thought that will interest us in their place, and the Secretary informs me that Mr. Hoffman, whose jokes and squibs we have all enjoyed in the Bulletin of Phar-

macy for several years, is willing to talk to us.

Mr. Hoffman: I had not sooner come into the room this evening and sat down to the banquet than Mr. MacDonald came around to my chair and told me that I would be expected to say a few words to you here. Naturally I was quite disturbed. To add to my discomfort the gentleman next to me would remind me every few moments that I would be expected to talk, so I hope, Mr. Toastmaster, you will square this thing up by calling upon some of the gentlemen at my table. I am somewhat in a fix myself; feel a good deal like the darky preacher who went to church to deliver his usual Sunday sermon. He arrived at the church, mounted the pulpit and getting ready to deliver his sermon reached first in one pocket and then another, when he suddenly realized that he had forgotten his notes. Quite exercised, he announced, 'Breth'en, I've very sorry, but I've done come away dis mo'ning without my notes, so I must depend for my inspiration entirely upon the Lawd, but if you will come again next Sunday I will try and be bettah prepaed.'

"I really just want to express my appreciation of the privilege of coming here. You know an editor working between the four walls of his office is pretty apt to get fancy ideas. He can not get anything like a true idea of conditions as they really exist in the drug business, and I feel confident from the speeches I have already listened to and those I am to hear that I will go away with a full store and be able to use them in writing about things in the journal.

While mingling with the boys today my hands fell upon a little booklet that is being distributed by F. C. Cahow, our popular brother. On opening it my eye lighted upon the words, "linseed oil," and it attracted my attention. I suppose because that man Cahow is always handing out the oil, either by word or literature. However, we certainly all appreciate the way Mr. Cahow pursues his work as drug inspector. It gives me great pleasure to introduce our amiable inspector, who will talk to us on the subject of "Looking for Good Stuff."

"Well, I suppose I should go on and tell that same story about coming to this convention this morning and being approached by that Secretary over across the room, who would accept no apologies, etc. For that reason I am going to talk to you for a few moments upon pure food in the drug business. It is a great pleasure to represent this department in this little talk. If I say anything that will do you good take it home with you; if I may be allowed to say anything that hurts, well, take that along also. In a place of this kind we can sometimes generalize better than we can in a store. I have possibly said things in the past that were not so nice and at other times things that were commendable. It puts us inspectors in a peculiar position, the taking up and enforcing of a new law or laws of this na-

ture, and I started out about three months ago thinking I knew all about it, but I don't know anything about it.

"There are so many things, I feel, that we can better in the drug stores that I think I am warranted in speaking of some of those things. The first thing on going into a store, as has been my privilege for the last three months, I notice the proprietor meets me with a superior and dignified air, which he keeps until he finds out I am not a traveling salesman. Then he comes out for business.

"The first thing is to find out if you have the proper tools for business and one of the first of these is a dispensary. There are stores that we find have dispensaries which are all of thirty years old, and those are the stores we inspect most carefully.

"Next we go over the tinctures. Taking the most common of them, we find that they sometimes fall below the regulation strength, sometimes above. In fifty out of fifty-eight samples of sweet spirits of nitre tested only two were up to standard. There is some need, you will see, for drug inspection in Michigan.

"We find the herbs in some places not properly taken care of. Fluid extracts in some cases are so old that they have lost their strength and should not be used. I might mention the fact that druggists as a rule buy too heavily. Your pharmaceutical agent comes around every week or two and it is very easy to buy in smaller quantities, and it seems to me it is a good business proposition.

"In camphor, one of the most common drugs sold out of a drug store, we find all kinds of conditions. We find some druggists using a little water; we find camphor made up stronger than the official, we find it weaker; but in general the druggists are doing pretty well on camphor.

"We find they put their powders in drawers, which would be better in glass or tin containers. We find in their patent medicines that they have patents on their shelves that should be weeded out, patents mis-labeled patents that do not comply with either the United States or Michigan laws. These are the conditions that confront us every day in our inspections.

"We find that it will be impossible to cover this territory as often as we should like to. We would like to step into your store at least once in three months and in order to work with you and get good results we should do that, but it will be impossible with two inspectors.

"Another important matter is that of labels. We found one case of a label agent who had sold druggists labels which complied with the laws of no state. I would like to warn the druggists to be careful in buying labels. If you can not buy of some Michigan house—and I believe there are several—in buying labels outside I would consult with the Department regarding them. Certain labels should bear certain restrictions and I am going to ask you each and all before you order these labels that you either

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

Evidence

Is what the man from Missouri wanted when he said "SHOW ME."

He was just like the grocer who buys flour—only the grocer must protect himself as well as his customers and it is up to his trade to call for a certain brand before he will stock it.

"Purity Patent" Flour

Is sold under this guarantee: If in any one case "Purity Patent" does not give satisfaction in all cases you can return it and we will refund your money and buy your customer a supply of favorite flour. However, a single sack proves our claim about

"Purity Patent"

Made by
Grand Rapids Grain & Milling Co.
194 Canal St., Grand Rapids, Mich.



Are You a Troubled Man?

We want to get in touch with grocers who are having trouble in satisfying their flour customers.

To such we offer a proposition that will surely be welcome for its result is not only pleased customers, but a big reduction of the flour stock as well.

Ask us what we do in cases of this kind, and how we have won the approval and patronage of hundreds of additional dealers recently.

The more clearly you state your case, the more accurately we can outline our method of procedure. Write us today!

VOIGT MILLING CO.
GRAND RAPIDS, MICH.



confer with me or the Department. Mr. Robinson will be glad to answer questions at any time.

"We have found the druggists law abiding and good citizens and ready to meet us halfway in the enforcement of this law and very ready to co-operate with us in this work. I have had very little difficulty in this part of the State and in the eastern part of the State, which I am very nearly over, with the exception of Detroit."

The Toastmaster: We have with us this evening, I am informed, a veteran druggist from Traverse City, probably the only druggist in the State who can speak the Indian language and who understands the Indian habits fully. I believe he has consented to tell us an Indian story and sing us an Indian song, which I am sure we will all appreciate. His name is E. E. Miller:

"I have just brought to mind the story of an old Indian whom we considered a very good weather prophet. One day he was in the store and one of our citizens asked him, 'Jake, what kind of weather are we going to have this winter?' handing him ten cents. Jake walked outdoors, looked around and came back into the store and prophesied, 'Maybe heap snow; maybe not so much, maybe Jake don't know.'

"Another time I was called into court to act as interpreter where an Indian was one of the witnesses. A lawyer by the name of John Lorringer asked the Indian if he couldn't talk English himself, to which the witness replied that he could. Mr. Lorringer said, 'What is your name?' 'My name is _____.' 'Where do you live?' 'Oh, I live up here down.' 'Are you a full blooded Indian?' 'No, half Indian, just like you.'

Mr. Miller then sang an Indian song.

The Toastmaster: Somebody has said, "Be a booster, don't be a knocker." We have with us to-night one who is thoroughly imbued with that sentiment, who will address us, E. W. Austin, of Midland:

"I am in the same predicament as most of them who have been asked to talk upon this programme, because to-day and a few other days I have been boosting the Association. If we had all boosted the Association as the travelers have boosted it we would have a larger membership than we have to-day, but I do not think we have done badly, when you stop to consider the fact that we are only a trifle over a year old. This Association was formed on the 15th day of last month, one year ago, and we can report that we have 550 members, which I think is boosting some.

"Not long ago I sent out to the druggists of the State a letter, on the margin of which was indicated a thermometer in red, and part way up on the thermometer we indicated the mark which we hoped to attain. In that letter we asked each member to get out and boost, to shove the mercury out of the top of the thermometer. We have passed the mark, but let me tell you, you won't get a chance to shove the mercury out of

the top as we have enlarged the thermometer.

"There is a sort of general impression that the druggist is narrow minded from being in his store too much, but I have been out among the members of the profession a great deal and I feel amply repaid. I find, almost without exception, that the druggists are not only willing to join with us but are ready to boost. Among those I have come in personal contact with I have failed to get but three men, and those three, as others told me, were men who would not realize that I had been there for about ten days, and, as it has only been a week since I called on them I have hopes of getting them in about three days.

"I do not know that there is much more I can say except that if you know of anyone whom you think I can get to part with five dollars, I wish you would let me know. If, when you go home, you would each try to get one member think what a benefit it would be. Please remember if you get the first member easily, though, that won't count, you will have to go after another. I find you have to meet these people personally, but after personal acquaintance most of them are willing to join.

"When Mr. MacDonald and I started out we thought if we could make the membership 500 it would be doing pretty well; now we are saying 800, and if we can go down to Lansing next June saying that we represent an Association of 800 members (I hope it will be 1,000, but we want to be modest) I think if we go down there and ask for reasonable things we can accomplish things.

"There is one traveler I would like to mention, M. L. Moody. He does not need any Sankey to go with him; he is a boom all by himself. He has brought into this Association eighty-six members, and I think that is 'going some.' I don't want to belittle the work of any of the travelers who have helped us, but they all admit that Mr. Moody is in a class by himself. These travelers in driving around through the country, meeting us, get us a great many members that we can not get otherwise.

"I ask you all, as members of this Association, to boost the Association."

October 5, 9:15 a. m.

Meeting called to order by the President, who announced that the first thing on the programme was the report of the Legislative Committee, to which he asked very close attention.

Report of the Legislative Committee, read by Mr. MacDonald:

The only change which the Committee recommends is that the license fee be \$600 per year in place of \$300.

Mr. Thatcher: I would say in explanation of this that we had with us members of the Michigan State Pharmaceutical Association and the consensus of opinion was that we should make it \$600 instead of \$300 and it was done so. It was thought that if made too light it wouldn't amount to anything, it wouldn't be prohibitive at all in keeping these fellows from peddling. The feeling

of the Committee was that the object of the law was to prohibit.

Mr. Cahow: As a representative among the rural district stores, where this law would be of more benefit than to the city store, I do not believe it is policy to make this license too high. Of course, I would like to have it prohibitive, but I believe it is well to start in easy; start in lightly and then make it more. There is a strong organization among the grocer people that are affected by this thing, also, and if we get the first step and get \$300, there would be time enough to go to work and make it \$600 afterwards.

Mr. Schumaker: When this bill was up before the Legislature two years ago it was taken from the Illinois bill, which was one thousand a year. I had the pleasure of being before that Committee at that time and could see that it was prohibitive and the prohibitive bill could not pass, and when this was gone over last year I was in favor of making it \$25 a month, but in the discussion yesterday that was thought a very small amount because it was said that the people peddling through the country were making \$40 and \$50 a day. It is really a graft upon the people, and to the people who make this class of goods \$600 would be considered a very small amount. I would consider it a very small amount when the other State had \$100 a month, \$1,200 a year, and had no trouble in passing it at all.

Mr. Cahow: I understand from traveling men of good authority that the Illinois law is practically a dead

letter, not being enforced for various reasons. Now, we don't want such a law in Michigan. You must remember that a great many of our legislators are from the farms and very bright fellows, and I believe that was called class legislation when before the Legislature before, and you can not get class legislation passed. I believe in putting this on a basis in which we can get results.

Mr. Van Osteren: I think we should make it \$600 and any good vendor could pay that and make money. It is only \$2 a day and it's a pretty poor patent medicine man who can not make \$6 or \$8, and a fellow that puts a little salve up in a box, which we would sell for 25 cents and goes around and sells it for 50 cents can well afford to pay it. Now, if there is going to be difficulty in getting the bill through possibly it would be better to cut it down a little, but if you want a bill that will be prohibitive, a one dollar a day bill is not going to stop the best of them. Vendors will come around and sell stuff right under our noses; pay a little license fee in a town and then sell five or six hundred dollars' worth in a town. I think we need to deliberate on this pretty thoroughly and if we have to have one or the other I would say make it \$600.

Mr. Van Allen: The Secretary of the N. A. R. D. has written me that the failure of the Illinois law is due to the fact that it is under the Board of Health Department and not under the Board of Pharmacy. I believe we should make it \$600 and divide the amount between the Good



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Roads Department and the Pharmacy Department, and with as efficient a pharmacy department as we have here it will be enforced.

Mr. Dooley: I travel in the State of Illinois and am perfectly familiar with the workings of the itinerant vendor bill. In Illinois, where the fee is \$100 a month for each outfit, there is yet to go on record any firm who has paid the \$100. Four years ago men who are interested in this trade sent their agents through the rural districts of Illinois to repeal that law and have it reduced to a price whereby they could pay it, with the result that the druggists began to wake up. As one druggist, who was a member of the House, told me after that, this was the first time the druggists in the State of Illinois had waked up. Don't be afraid of getting your license too much. If you are going to put it through at all make it adequate. At Harbor Beach, Michigan, a year or so ago, a vendor who had taken out a license said to a friend of mine, Mr. Waddell, in my presence that the town was good for \$60 or \$70 every time he worked it. Not satisfied with the rural districts he worked the towns also. That was \$1,200 clear every month. Now you can get some idea of the long profit stuff those people have. You must not be too modest about the price you put on those fellows. The long profit stuff is what they are going after, stuff the druggist would not have on his shelves.

I might also add that not only the druggist is affected but the grocer and the tea, coffee and spice people.

Mr. Bowen: I desire to endorse the report of the Legislative Committee and would say that the druggists in Livingston county were dissatisfied with \$300, and I assure you that \$600 would not be considered excessive by them.

Mr. Blank: I move that we adopt that part of the report of the Legislative Committee pertaining to the vendor bill, making the license \$600.

Mr. Webb: What action have the grocers taken?

Mr. MacDonald: At the time of their convention in Detroit last May I sent a letter to them with a copy of the previous bill, asking them to endorse it. It received favorable mention, but no action was taken. I will take it up with them again and they will undoubtedly endorse it and give us their aid, as will also the State Medical Society.

Motion carried.

The Secretary read the report of the Legislative Committee on the liquor question.

Mr. Webb: I move that we take it up by sections.

Mr. Blank: I move that the report of the Committee be received.

Motion carried.

Mr. Blank: I move that the report be taken up by sections.

Motion carried.

The Secretary read first section.

Mr. Van Allen: We have with us Mr. Hutchins, of the Hazeltine & Perkins Drug Co., who has given this matter a great deal of study, and I know we would all enjoy hearing him speak. Mr. Hutchins wants to take

the noon train and I have given him my promise that he could go back on that train.

Mr. Hutchins: Please understand, gentlemen, that I am not a member of your Legislative Committee, because I am a jobber and not a retailer, but Mr. Van Allen and I are old friends and I volunteered to give him what assistance I could in overhauling and reconstructing liquor legislation.

"Now, after having gone over the matter and had several meetings and gotten the material together, there has been drafted by your Committee this act which has been read, which is really to supersede or repeal section 26 of the Dickinson search and seizure law.

"Now, the physician's prescription has been a stumbling block to us all, not only so far as the druggist is concerned but to the general public.

"You may have read that we had the matter of local option up in Kent county and I found this, gentlemen, that the general public are with the retail druggist on the matter of the physician's prescription. There are those who are not, but the general public of Kent county are.

"I fail to see myself, and it is intended to be so in this act as drawn, why an oath administered by a druggist or an affidavit that a druggist makes is not just as sacred as if it is written on a physician's blank. I had the pleasure of telling Senator Taylor that I had been in the drug business thirty-seven years in Michigan and I had it yet to be proven to me that there were any more honest doctors than honest druggists.

"Now, this physician's prescription is put in, of course on the basis that the physician is a medical man and can judge whether the patient needs the liquor or not, but I just want to ask if that works. I happen to

know it does not work. There are 1,500 physicians writing prescriptions to-day for liquor, making more money than they ever did.

"Now, gentlemen, these are facts. Sentiment does not go when you strike upon the principles of a business that is maintained by honest men. Now I want to say to you that I have not been in any business but the drug business, and I have yet to admit that druggists as a class are villains. There is no earthly reason why the law should make the physicians the censors of the druggists of Michigan. It practically makes them the bartenders of Michigan.

"Now, they say to you, 'You can't get this.' I want to say to you, you can get it. I know the druggists in Michigan can go before the Legislature and get a reasonable act, and it would be no trick to get it. Legislators are not villains, the committees of the Senate are not villains. I would not take it as a compliment from any man to say that a committee would not listen to a decent argument. Under the pharmacy law a certificate can be taken away from any man who sells liquor wrongfully. Let us enforce what we have; let the State do it; let the officers do it. The trouble is we do not enforce the law. We hear a lot of people say, 'Give us a law,' but what good is a law if it is not enforced?

"Go before the Legislature and have them amend the 26th section. Now, the anti-saloon men will tell you it can not be done. They found out in Kent county last year whether it could be done. In the stumping of Kent county there was not an argument put forth that could be refuted. The case was argued on sound basic principles of right and wrong, man to man.

"Mr. Chairman, I think your use

of the words, "medicinal prescriptions," is wrong. There is not any reference in the law to that. You should change this to read, 'For use as stated above,' or something of that kind."

Mr. Walker: The word "only" should be inserted in two places there.

Mr. Van Ostrand: If the druggist is out of town why can not the clerk step across the street and get a lawyer to sign it?

Mr. Hutchins: If the druggist is going to be responsible for his act he must be responsible for it all. We propose to have a law that a notary has nothing to do with.

The President: The first section is before you for discussion.

Mr. Dallum: I move the adoption of the first section of the report as read with the changes as made by Mr. Hutchins.

Motion carried.

Second section read.

Mr. Thatcher: We do not feel that this exactly covers the language as it should be presented to the Legislature, but it covers the ground, and when the Committee take it in charge again and rewrite it, it will be just as it should be. There must be some clause in there, too, making it compulsory to send this back to the Prosecuting Attorney; we will have to dove-tail that in. We should also make some provision that the druggist shall make his reports monthly.

Mr. MacDonald: Wouldn't it be better to substitute the Prosecuting Attorney for the County Clerk, inasmuch as the reports are to go back to the Prosecuting Attorney?

Mr. Thatcher: We discussed that, but thought better to make it the County Clerk, who usually has charge of all the books and papers and the furnishing of all blanks. That is his general duty, the prosecutor has

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nothing of that kind to perform and we thought it would be proper for the County Clerk to furnish the blanks.

Mr. MacDonald: I would like to suggest further that these affidavits be in duplicate so that the druggist may file with the Prosecuting Attorney the original and keep the carbon copy, so he will know exactly what has been done.

Mr. Hutchins: That might be done on a stub form, the same as a check.

Moved and seconded that the second section be adopted as read.

Motion carried.

Third section read.

Moved and seconded that the third section be adopted as read.

Motion carried.

Fourth section read.

Moved and seconded that the fourth section be adopted as read.

Motion carried.

Fifth section read.

Moved and seconded that the fifth section be adopted as read.

Motion carried.

Sixth section read.

Mr. MacDonald: I wish to move that this section be rejected.

Mr. Kirschgessner: On what ground? That is the only salvation the druggist has.

Mr. MacDonald: I do not think it would work out; it is not a county affair. It is a local affair.

Mr. Thatcher: It should be further provided that in order to post a man it shall be done by notifying the Prosecuting Attorney also.

Motion carried.

Mr. Hutchins: I move that the report of the Committee be adopted as a whole. It is high time we took a stand in this matter; we have acted like a pack of scared cats. I do not like to fight a battle after it is all over. We have been on the defensive side long enough. Let this Committee put themselves on the offensive side, put up something that the other fellow has got to break down; make the cause good, sustain it and let them come on with their fight.

Mr. MacDonald: The motion has been supported, but I wish to support it directly and to ask that we immediately throw down the gauntlet to the Anti-saloon League and go to the newspapers with it.

Motion carried.

Election of Officers.

Report of Nominating Committee read.

Mr. Thatcher: I move the adoption of the report. Seconded.

Mr. Bugbee: I will ask the First Vice-President to take the chair. Gentlemen, you have heard the motion as made and seconded. All those in favor of the motion will please remain seated. All those in favor of that motion will please rise. You will notice, gentlemen, I am standing. Motion carried. Now we shall be glad, and I should like to emphasize the word glad, to hear from Mr. Robinson.

Mr. Abell: I move that the rule be suspended that the report of the Nominating Committee as adopted be declared to supersede the election.

Motion carried.

Mr. Robinson: I shall not take up very much time this morning, gentlemen. I am indeed pleased to be here to give you a little idea of what the Dairy and Food Department are doing in the enforcement of this bill which the last Legislature placed under our control.

"The Department has been very unfortunate during the last year in losing the man who has been the backbone from an executive standpoint of this bill. I refer to A. C. Bird, a man whose name has been very much in the lime light recently, but I just want to say one word and that is from a personal acquaintance extending over six years. I do not believe one word which is said against the memory of that man. He has been open and above board and I think I know what I am talking about.

"At the time of the enactment of this act a year ago many of you will remember that in the wisdom of the Legislature the funds placed at the disposal of the Department did not take effect until the first of July, 1910, a little more than three months ago.

"Previous to the enactment of this law, the Commissioner placed in my hands the machinery for beginning operations. As early as the first of January, 1910, I looked about to find competent analysts. I secured a man who two years ago was a graduate pharmaceutical chemist of the University of Michigan who was recommended very highly, Mr. Palin. Further, we secured two other young men, Mr. Cahow, a practical registered pharmacist, and another university man, Mr. Lamy, who also was recommended to us by the University. We feel we have left no stone unturned to secure competent men. There have been no politics in the selection of these men and I hope we will secure the support of the druggists to help in this kind of work.

"Perhaps you will not remember that this work is new, and we have been very careful to avoid mistakes. It would have been possible for us to have gone throughout the State in the last three months and hauled this man and that man up for violation of this law. We believe to have done so would have brought demoralization. We want your support and we will soon prove to you that we are going to execute this law in a fair minded manner. I don't mean to say there will not be prosecutions. There will be when we find gentler methods will not suffice, but there has been no report except the one I hold in my hand, dated September 1. The reason for that is that it was expected that the Chairman of the Dairy and Food Committee, the President of the Board of Pharmacy and of the State Board of Health would meet and make rules and regulations. But for the untimely death of Mr. Bird we probably would have met together. Personally it would seem better to me to defer this meeting until we had something definite to report. I have made a report to the Commissioner and I am going to take you into my confidence and read it to you. If there is any reporter

in the room I want to say that in my use of the word confidential I mean confidential.

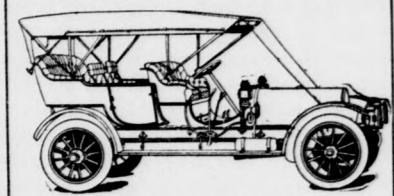
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"I want to say just a word in regard to this matter: We have confined the examination to a comparatively few products, because we believe by studying them one at a time carefully we will be in a position to go before the druggists of the State and tell them the condition in which we find things. In that we expect to enlist your support, and if we have a great majority of the foremost with us, as we expect to have, we will have little difficulty with the others.

"Now there is one other matter which your President or Secretary wrote us about several days ago, as to whether we considered that the law applied to the stocks in the hands of the physicians. I want to explain that a little. Our answer was that we do so consider it. Now the laws specifically demand the physician's prescription. I do not care to question that. However, we realize if the druggist sends back to the wholesaler or jobber goods which are not U. S. P., he can not dispose of, very soon we are going to find on the manufacturers' shelves a stock of goods labeled, 'Physicians' Supplies.' To permit that product to be sold to the markets of the State would defeat the very spirit of the law and we are going to the physician to examine his stock to ascertain if that is being done, not with the idea that it would be necessary for us to prosecute the physician, but we are going to stop the manufacturer from

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"I am exceedingly anxious, Mr. President, that this organization will not take any step that will antagonize us with the physician. I hope you will not by resolution put us between you and the physician, because we want their support the same as yours, because when we get the majority of the physicians we do not care about the others. When we tell him we want to stop the manufacturer selling him goods below grade, I fail to see how any physician will refuse that privilege to the Department.

"As I said before, we could make a great spread in the enforcing of this law if we wanted to; we could go out and make complaints against several druggists here. What would we accomplish? We would certainly only stir up the trade and they would realize that the enforcing of this act was not satisfactory in our hands.

"When, after a study of these conditions, a man stubbornly refuses to be guided by reason, we are going to say to him just what you would want us to say, that he must. But I do not believe we are going to have very many of these cases.

"I want to say again, what I have said to other organizations, and it is a fact, that we find business men in general are just about the same as any other class of citizens, the percentage are honest men in any line of business with which we have come in contact. The drug business stands just as high as any other. There are those who are dishonest, the same as in the grocery business or dairy business, but the percentage is very small indeed. What I want back of us is the great majority that are honest, and I believe we are going to be able to convince you. If we do not convince you I do not ask your support; if we do, we ask your hearty support."

Mr. Bennett: Have you given the department stores any consideration? Have you had time to do so?

Mr. Robinson: We have not done this as yet. We have had our two men just as busy as they could be studying conditions.

Mr. Bennett: Will it be taken into consideration later?

Mr. Robinson: I want to call attention to the fact that this law does not mention druggists. It says "any person" and wherever that product is in any one's possession we intend to see that it is covered by the law. We realize that a great many of the conditions under which the pharmacist is working are conditions that can be avoided when he knows just what to do. We expect to issue letters of suggestion and methods for keeping certain products. Our method of going at this is a constructive way rather than a destructive way, by which I believe we can accomplish more good. One other thing, the law places a certain amount of prominence on those letters, U. S. P. We are going to do our best to make the customer understand that U. S. P. stands for something. Now help us out on that proposition.

President Bugbee: I want to thank Mr. Robinson for this educational

talk he has given us. We have been to school, had a good teacher and now we want to profit by it.

Report of Executive Committee.

Upon motion duly made and seconded, report was accepted.

President Bugbee: I believe the present month, October, is a better month to hold our meeting than August.

Mr. MacDonald: The by-laws provide that. It is not left to the Executive Committee but to the Association, unless previously made so by action.

Moved as an amendment that the report be accepted as read with the exception of time of meeting and matter of bonds.

Motion as amended carried.

Report Membership Committee

By E. W. Austin.

"I do not know what more I can say at this time than I have already said. The number of places we have been able to visit has been rather small and as chairman of this Committee I would recommend to the succeeding Committee that they try and get around to visit the trade in larger places. If we can only succeed there as we have in the smaller cities our number will soon be reached. I have received two more applications this morning and still have hopes. We have at the present time 553 members. In answer to question as to the number of members lost since organization, the Secretary reported that two had died, one withdrawn and two were counted on the rolls who had never paid their drafts.

Adjourned at 11:40 a. m.

Meeting called to order by the President at 2:30 p. m.

Report of the Committee on Resolutions.

On motion duly made and seconded report was accepted.

Mr. Mann introduced Wilhelm Bodemann, saying in part: The real good that we get from organization work comes from contact with our fellow brothers, scattered from one end of the country to the other, one end of the State to the other. We have the honor this afternoon of having with us, I can confidently say, one of the most prominent men in pharmacy in this country, a man who has labored early and late in an unselfish way, absolutely for the uplift and betterment of pharmacy. When we stop to think of it there are not very many men who will unselfishly give their time for the good of a cause. It is a pity that so many men, who become active and prominent in work, are very self conscious. To my mind that type of man never does himself nor the cause he is working for very much good. My acquaintance with the speaker of the afternoon extends practically over the history of the N. A. R. D. He has from the beginning been one of the foremost workers in the N. A. R. D. and has always in a retiring manner worked for the good of the cause. I can say without any qualification that our guest ranks second to no one in his work and I think you are to be congratulated that your Committee selected the man whom

it is my pleasure to introduce to you, Wilhelm Bodemann, of Chicago.

Address of Mr. Bodemann.

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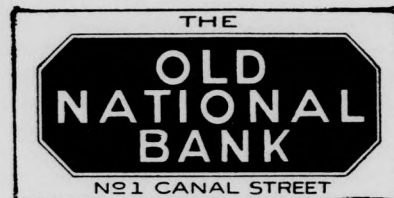
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Grand Rapids National City Bank

Capital \$1,000,000

"Do you mean it?" "Yes, I do," was the reply. Bathhouse John then said, "Well, that is all right, if you do, but I don't want to make any mistake about it." Now, Charlie, I want to know if you mean it.

When I got on the train in Chicago a messenger boy ran through the car calling out my name. When I spoke to him he said, "Are you going to Kalamazoo?" I told him I was and he said, "Well, here's a message that they want you to take." Now I don't know whether my friends in Chicago or whether you would put up a job on him but I deliver the goods.

Mr. Dallam: I would like to extend an invitation to the next convention of this Association to meet at Flint.

Mr. Abbott: On behalf of the Muskegon druggists I would like to extend an invitation to this Association to meet there.

Supported by Mr. Brundage.

Mr. Cochrane: I move that the 1911 meeting be held a little farther East and I would like to move that we accept the invitation of Flint.

Mr. Austin: I would like to second that motion and to say that in talking with men around the State the first question they ask is, "Is this that Western Association?" Now, I think this is a good time to get away from that idea and that we should have the next convention in the eastern part of the State. Flint is far enough east to do that.

Mr. Abbott: Under the circumstances I withdraw the invitation of Muskegon in favor of Flint.

On unanimous vote it was decided the next convention would be held at Flint.

On motion, duly made and seconded, it was decided to hold the convention at the same time of the year and month as the present convention.

Mr. Austin: In making my report I neglected to mention one thing. It is getting toward the last of the year. We have only a little over two months left in this year. In accepting applications what period would the dues cover?

Mr. Bugbee: It was thought best at our February meeting that our fiscal year close the 1st of December.

On motion duly made and seconded all acceptances of membership from this time shall cover payment of dues during 1911.

Moved and seconded that a vote of thanks be extended the P. L. Abbey Company for their kind assistance in volunteering the assistance of one their stenographers and for the use of one of their typewriter machines.

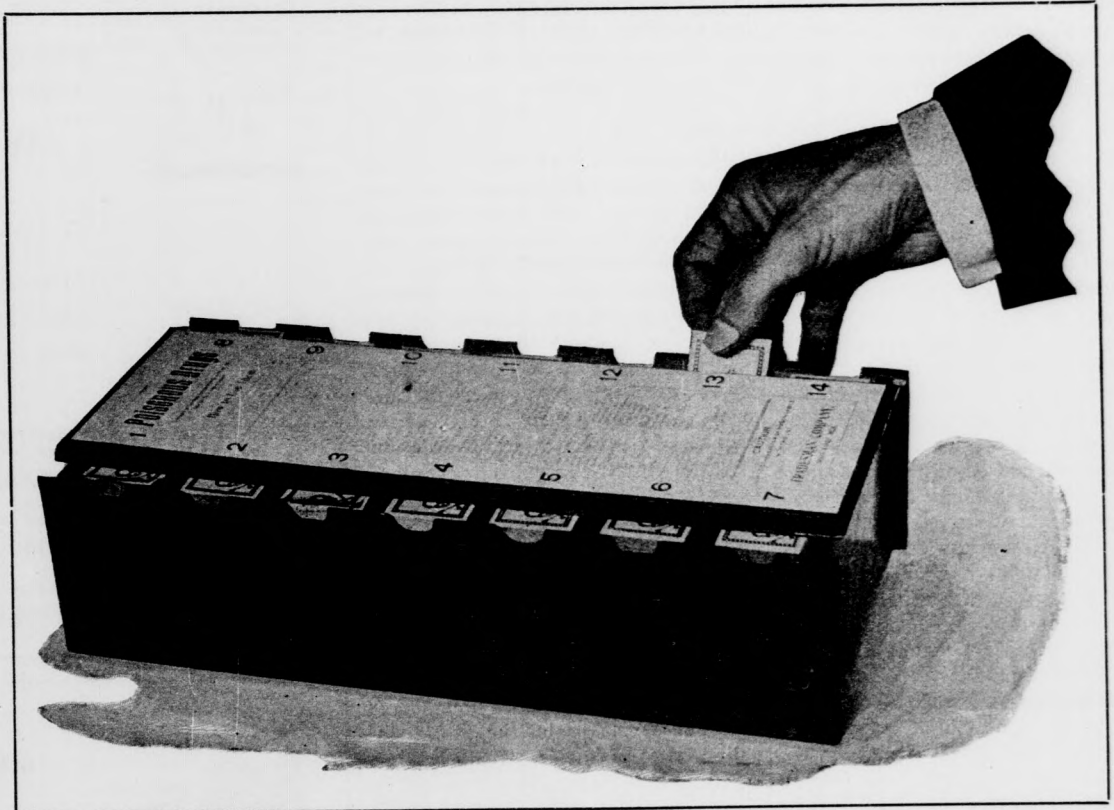
On motion, duly made and seconded, the Secretary was instructed to send copy of proceedings to every drug store in the State.

Amendment duly carried that the Secretary include copy of the pure food law and pharmacy law of the State.

Meeting adjourned at 4 p. m.

He can not be rich in himself who dare not be poor.

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



A Detailed Record of Each Lot of Shoes.

We who own or manage a shoe business have learned that no matter how good general conditions may be there must be a constant plugging away; a continued "shoulder to the wheel action" or business lags. If we were to quit for a single week there would be a decided falling off in business. No matter how small or unimportant our store may be, there is enough to think about; enough to do to keep us busy all the time.

There is no one particular thing that can be done in any shoe store which will put the business and keep it on a paying basis. There is no one style of shoes which will sell fast enough to support the total expense. Successfully managing a shoe business doesn't consist in doing a single thing well but in doing all the necessary things as well as can be done under the circumstances. It is the selection of the most important things to be done and the accomplishment of the task quickly that is the most necessary quality in shoe store management.

This morning, perhaps, there is much to be done. The question is, which shall be first? There is the show window; it has been in for ten days. The rubber stock is still in the basement. There are old goods to be checked off and the new ones to be unpacked. There is the new advertisement to be written for the paper. There is the stock on the shelves which needs shifting so that there will be room for the new fall styles now on the ledge. There is the buying schedule for next spring to be made out. There are shoes which should be put in the P. M. section and there is the examination of the records to show how the stock is moving. These and a score of others are confronting us. We, who expect to make ten cents on every dollar taken in must not waste time unnecessarily. It is always our busy day.

Anything which will assist us in selecting the right thing to be done first is of value to us. Anything which will show us instantly all the things to be done is of unusual value to us. The minor duties are usually apparent to us. We know that the show window ought to be changed, because we have already become tired of it ourselves. We know the stock should be shifted and lined up because it is now full of holes. We know the rubber stock should be brought up because we have already had calls for Alaskas and have had to open three or four cases to find what was wanted. But, what is more

important than these minor things, are the necessary things to be done which can not be seen on the surface. Chief among these is the selling condition of each particular lot of shoes on the shelves. In other words, stock system.

There was a time when merchants thought stock system of little importance. Any sort of shelving would do; any sort of arrangement of shoes on the shelves was satisfactory; but when competition became closer, need for the money invested in small sizes, and slow selling numbers, became of vital importance. Something had to be done to check the accumulation of what is known as "dead" stock. Many merchants have tried sacrifice sales and have secured a part of the original investment; but, as the undesirable stock continued to accumulate, shrewd merchants looked to the source. The improvement at this point formed the basis of modern shoe stock system.

Investigate the most successful shoe businesses of to-day and you will find back of them some form of conveniently recording the exact condition of each lot of shoes bought and sold. It seems to be the real foundation of good business to know positively which lines are showing a profit and how much. With the facts before them these successful merchants know what to do first. When boiled down it amounts to "push the slow sellers and size up the rapid ones."

Recently we published an article concerning the cost of doing business, in which we illustrated how in even a very successful shoe store there was a part of the shoe stocks which paid exceptionally good profits, while other parts actually showed a loss. The majority of lots selling at a net profit supported the ones showing a loss. The business on the whole seemed entirely satisfactory, but it could have been made more so had the slow selling lots been pushed or closed out.

Most shoe stores are conducted on a profit-paying basis, but most stores could be made to show a better profit if the manager knew this month that certain lines of new fall goods would likely be carried over until next year, unless they were pushed hard from now on and disposed of before Christmas. Shoe stocks must turn rapidly if big profits are to be made. Good stock-keeping methods will do more, perhaps, to accomplish this than any other one thing.

Stock-keeping or stock system are terms used in a general way to cover various methods of marking shoes and the cartons so that they may be



Get Your Orders In Ahead of the Rubber Weather

Freights are slow and expressmen are not so fast as wireless—some of you will admit we are right and get in your orders, others will delay and keep us working over-time and at night to get their orders under way.

Buy where you can get the goods and get them quick, but don't overlook your own interests. Get

Wales Goodyear Rubbers

(The Rubber That Don't Come Back)

You can count on us to do our best, rain or shine—but you can help us a little and yourself a whole lot by mailing that order for Bear Brands today.

Herold-Bertsch Shoe Co.

Grand Rapids, Mich.

Distributors of

Wales Goodyear Rubbers

Makers of the Famous

"Bertsch" and "H B Hard Pan Shoes"



"Oh say"

Can't you see by the Dawn's early light

That Red School House Shoes are all the "go" and have been for forty years? New lasts and patterns add to this attractive line. Nothing more can be done for the quality. Don't forget we make Men's and Women's Shoes.

Watson-Plummer Shoe Co.

Offices and Stockrooms

Monroe and Market St.

Chicago



Our Factories

Are in Dixon

Illinois

easily identified; arranging the shoes on the shelves conveniently and making certain records of the various lots and styles as they pass to and from the shelves. There are numerous plans of accomplishing this; many of which we have described from time to time. All stores have some method. Some of them consist of simply marking the cost and selling price on the carton after the new goods have been checked and placing the new lots in that part of the shelving easiest to find the room. Usually no one knows exactly what is in stock, and new stock is bought by saying, "Send me a case of this." There is more money tied up in dead stock in this kind of a store than there is in the stock which actually sells at a profit.

There is another sort of a store where shoes are carefully checked off from the bill and from the duplicate order sheet left by the salesman. The new shoes are carefully marked in several places on the soles to show the mate number, stock number, cost, selling price, the season's letter, the section where they belong to and a few other details. The cartons are then marked to correspond. The shoes are placed in a certain part of the shelving in some uniform manner. As each pair is sold the clerk carefully makes out a duplicate sales slip recording a number of things; among them the stock number, size and width, price and customer's name. Later book-keepers make records of the sale in several bound books. They spend a great deal of time.

In the first store the merchant loses money because he hasn't enough system. In the second, the merchant accomplishes a set purpose but at a great expense. Too much system is almost as bad as too little. The most successful stores use the least possible system to accomplish the necessary functions. An accurate record of three divisions of stock is what they want; namely, the shoes ordered, but not yet received; the stock on hand and the goods sold.

They do away with all markings on the sole, save one; the mate number—that is of real value. It keeps pairs together and is of assistance in putting away stock. With a triplicate number on the carton all other records on the shoe can be found on the label, ticket record, or can be traced on the stock card.

In many modern stores the stock number has been arranged to indicate the complete description of the shoe inside the carton. With a key to the stock numbering plan a stranger to the stock can almost instantly locate any shoe he wants. He can actually know what is inside every box without opening it. This does away with a lot of useless markings. The mate number, the stock number, the number used to indicate the size and width are the only markings necessary on the face of the carton.

In most good stores the bound stock book has been replaced by loose leaf books or by the card index, records of every style of shoes being kept in a cabinet. Each style or lot of shoes is represented by a single card, and on this card is a

description of the shoe; the various dates of purchases and the shipments received, and other detailed information. The card is ruled off in small sections, one section for each pair of shoes. Three different markings are used to indicate the three different divisions; one mark to show shoes ordered; another to show shoes on hand and a third to show that the shoe has been sold.

In a great many stores much time is being saved by the use of a small ticket, as illustrated, attached to the carton which is used as a label and on which is recorded the size and width, stock number and the price. As a pair of shoes is sold the clerk in place of spending time writing all the details down on the duplicate sales check simply removes this ticket and turns it in with the shoes. From this ticket record the stock cards are checked up and the manager of the store from time to time goes through his card cabinet examining each card carefully to see whether or not each style of shoe is a paying proposition. If it is not, there is something wrong and the shoe is either displayed more prominently, advertised more strongly or is embellished with a P. M. The manager attends to the slow selling lines first, sizes up the fast selling ones and then follows with the less important duties.—Shoe and Leather Gazette.

Fixed Expenses.

The much-discussed subject as to the cost of doing business will probably never be settled. It will, perhaps, never be settled because it is such a personal, individual proposition. It can not be settled to the satisfaction of everybody because there are so many influences and factors which enter into the question and because these all differ according to place and surrounding conditions. We think that the greatest bar to progress in any business is the fixed expenses. Fixed expenses after a time seem to get to be looked upon as permanent fixtures. We do not think that an expense should be so much a fixed one that it is inviolable, that it should not be overhauled and investigated once in a while. Fixed expenses, so-called, constantly accumulate. There are fixed expenses such as rent, heat and light.

There should be no fictitious elements entering into rent of property. We heard a retail grocer a few months ago congratulate himself upon his astuteness and smartness which he based largely upon the fact that he owned the building he occupied, consequently his rent cost him nothing. A man who will go blindly along under such an hallucination can not very well expect to succeed, for he would not know a fixed charge if he saw it. If a merchant owns the building which he occupies he has an account both with the building and with himself as tenant, and he must make the proper division and the proper charge or he can not tell which one or whether either will pay an income.—New England Grocer.

Pawning a check suit is one way to cash checks.

Rouge Rex Shoes



This name has come to stand for much to those who require footwear possessed of an extraordinary amount of serviceability.

Shoes made under this name and trade-mark have been put to a thorough and convincing test by farmers, teamsters and mechanics with a result most satisfactory to those merchants who have secured the agency for them, for the colored Indian-head-on-a-skin trade-mark has come to be recognized as a reliable guide to genuine foot comfort and serviceability.

Now is an opportune time to secure the agency in your town if it has not already been placed. Drop us a card and our salesman will call.

Hirth-Krause Company

Hide to Shoe
Tanners and Shoe Manufacturers
Grand Rapids, Michigan



You Will Be Interested If You Want Profitable, Stylish and Serviceable Shoes in Our Spring Line.

Besides our own make our salesman will show you a large and varied assortment of shoes whose wear and style qualities are exceptionally strong. You will find the selections you may make, from the various kinds and grades, best adapted to your needs, exactly as we represent them and in every case full value for the price asked.



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

GETTING NEW INDUSTRIES.**First Step Is To Make Your Town "Worth While."**

Boards of trade, chambers of commerce and similar organizations now have salaried executives and often the salaries are high. These executives are men who have made special study of how to make towns grow industrially, commercially and in population—how to secure new industries, how to bring excursions, how to extend trade, how to advertise the municipality and attract visitors and new citizens. They are experts in their line.

About sixty of these commercial executives were here to attend the recent National convention, and among them were some of the brightest city promotion talent in the country. They talked for two days on various phases of their work, and a crystalized report of the proceedings would read about as follows,

How to secure conventions—make your town worth while.

How to bring in excursions—make your town worth while.

How to secure new industries—make your town worth while.

How best to advertise your city—have good things the world will talk about.

In the discussion there was a wonderful unanimity in defining "worth while" in connection with a town. All agreed that it meant good health, good streets, good schools and churches and good government, and not one but also included parks, playgrounds and civic beauty. A city may have all the other good things, but if it lacks beauty spots and breathing places—will such a place appeal to the man of family in search of a home?

Some very concrete illustrations of the influence of civic beauty on city growth were given. Kalamazoo tried bonuses, free sites, stock subscriptions and other methods to attract new industries and tried in vain. Two years ago the efforts were directed to making the city more attractive, to make it worth while, and since then eighteen new industries have been added to Kalamazoo's list. Memphis, Tenn., had longings to become a great city, but these longings were in vain until about ten years ago. Then the people voted \$250,000 for park purposes and about 800 acres were added to the city's park area. To-day Memphis is one of the important industrial centers of the South, with a growth in population and importance in the last ten years that has been phenomenal.

Grand Rapids wants more industries, more excursions and conventions, more population and a greater importance in the world. Why does not Grand Rapids do as Kalamazoo and Memphis and other cities have done and as the commercial executives advised—why does not Grand Rapids first make itself worth while? This city's park area is 218 acres, an average of one acre to each 526 population. Minneapolis has an average of one acre to eighty-three population. In Kansas City the average is 101, in Spokane 132, Des Moines

146, Denver 175 and Memphis 211. Chicago has in recent years added greatly to its park area, New York is spending millions to open up breathing spots in the districts that have become congested, Detroit and Buffalo and Cleveland and other American cities are acquiring park lands, not merely to meet present needs but to provide for what more and more is being recognized as the necessities of the future. Should not Grand Rapids do what other cities are doing? Should not this city increase its park area, and do so at once?

It may be contended that the city has many vacant lots and unoccupied places, and that greater park area is not needed. Ten years ago what is now the populous East End was mostly open fields with only here and there a house. Ten years ago what is now the thickly settled Burton Heights district was nearly all vacant lots. Ten years ago the Sixth Ward boys had nearly all that district west of the railroads and north of Leonard street for a playground, and now this area is covered with houses. Other districts have had almost as rapid growth. If this is the record of the last ten years, what will the next ten years bring forth? If the city continues to grow, as all of us hope it will, will Grand Rapids have vacant lots and open places ten years hence, or will the children be compelled to use the streets and alleys as their playgrounds? And if the children must play in the street will Grand Rapids be considered worth while by men of family in search of homes?

This city is fortunate in having much unimproved property because this offers opportunity to increase the city's park area at moderate cost. Lands desirable for park purposes can be purchased cheap, whereas ten years hence, when these same lands may be urgently needed, they may not be procurable at any price. Five years ago the Richards property, fronting John Ball Park, could have been purchased for about \$20,000; to-day \$50,000 would not buy the same property. Thirty years ago the city seriously questioned the advisability of accepting John Ball's bequest of forty acres as a gift; would the city sell that property at \$1,000 an acre or even at \$10,000 an acre to-day? Five years ago city real estate in the Burton avenue district was worth around \$500 an acre and outside about \$250 an acre; the playground was established and to-day city property is regarded cheap at \$1,000 an acre and outside property near by is held at \$500 to \$750 an acre. There were those in Detroit a few years ago who thought \$200,000 an awful price to pay for Belle Isle; would Detroit take ten times that for the Island to-day? Memphis ten years ago purchased 800 acres of land at \$300 an acre, and that same land to-day is worth ten times what it cost. It is not recalled what New York paid for the 376 acres in Central Park, but with all his wealth could Rockefeller buy that land to-day? It is the history of every growing city that park lands have in-

When you buy shoes you want them to look well, fit well and wear well, and you want to buy them at a reasonable price.

4 in 1. That is what you get in our shoes.

This is the time of the year when you will have call for Sporting Shoes for indoor athletics. We have them in stock.

MICHIGAN SHOE COMPANY

146-148 Jefferson Ave. **DETROIT**
Selling Agents BOSTON RUBBER SHOE CO.

VOTERS ATTENTION

Vote to increase the value of your property; parks and playgrounds in all parts of the city will do that.

A vote for park bonds is a vote for bathing places that are badly needed.

Streets and alleys are not fit places for your children to play on.

Memphis, Tenn., has 18% of its city acreage in parks and playgrounds; Grand Rapids has only 2%.

Grand Rapids can get in line with other progressive cities; property suitably located at reasonable prices is now available.

Board of Park and Cemetery Commissioners,

L. J. Rindge, Pres.



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

creased in value more rapidly than any other property, and furthermore their rise in value has increased the value of all the adjacent property, thereby increasing the city's revenues to a degree to more than cover the interest on the investment. And while the rise in values is making the city richer, the parks are making the city "worth while," more attractive to live in and more desirable as a place of residence for the people.

Why should not the city heed the lessons found in its own park history and in the park histories of other cities? Why should it not buy lands desirable for park purposes in different parts of the city now when such lands can be bought cheap and hold them for the inevitable rise, and while holding them receive the benefits that parks give a city? The proposition to issue \$200,000 bonds for the purchase of park and playground areas, which will be voted on in the November election, should receive a rousing majority. The people should vote for it as a safe business proposition. They should vote for it as a step toward making Grand Rapids "worth while," a place to dwell in and to do well in, a city of larger trade and more industries, of better health and more enjoyment. The amount asked for will go ten times farther in the purchase of park lands than it will in years hence. It is an investment, not an expenditure, that is being urged, and an investment in which the city can not possibly lose.

Accommodation the Life of Trade.

It was an overcast, indeterminate sort of a day but the drug clerk was cheerful as he whistled behind the prescription desk and chatted with a friend in the front shop. Presently a customer came in and made a small purchase.

"Fine day," he remarked.

"Great!" replied the clerk, enthusiastically.

The customer went out and was followed by another. He, too, made a small purchase and commented on the weather.

"Mean weather," he remarked.

"Beastly!" said the clerk, dolefully.

"Getting warmer," remarked a third customer.

"Hot!" said the clerk.

Ten minutes passed. Another individual drifted in from the outside world and made a purchase.

"Chilly, isn't it," he said to the clerk.

"Cold as the pole!" agreed the clerk, with a shiver.

His friend had listened to these exchanges with interest.

"See here," he demanded, "what kind of weather do you think this is, anyway?"

"Same kind as the customer," replied the drug clerk.

Ever Been There?

Went over a bump,
And broke a spring;
What will the chauffeur
Do now, poor thing!

Pity him, angels!
So young, so fair—
And seventeen miles
From anywhere!

REED'S LAKE DUMMY LINE.

First Engineer Now Operating Morton House Steam Plant.

Written for the Tradesman.

The man who has charge of the steam plant at the Morton House is an old resident of Grand Rapids. He came here in 1850, and his early employment was in various capacities on the Detroit & Milwaukee (now Grand Trunk) Railroad, being graduated as a locomotive engineer. His name is "Mose" Alley, a brother of "Sam" and "By" Alley, the first conductors employed on the street railways of Grand Rapids. Before the fact is forgotten it is not out of place to state that the steam plant hidden under the Morton House is not a small one. Steam is generated not only for cooking purposes but to operate the many special machines used in the laundry and culinary departments and also to operate the several elevators and warm the numerous buildings associated under the name of the Morton House.

When "Jerry" Boynton built the Grand Rapids and Reed's Lake Railway, in the early seventies, he selected light "T" rails for that part of the route that ran through Grand Rapids township beyond the city limits. He was not permitted to lay "T" rails in the streets of the city, but as these cost much less than the flat rails used in the city it seemed wise to Mr. Boynton to economize in the construction of his track in the suburbs, where he could not operate trains more than six months of the year. Horses and mules were used in moving the cars until 1877, when a small locomotive, weighing about seven tons, was purchased and "Mose" Alley was employed to run it. His fireman was Harry Pettinger, now a locomotive engineer in the service of the Grand Rapids & Indiana Railroad. The ordinary summer cars were used on the lake section, and when these were heavily loaded the body of the cars would settle down on the axles so heavily that the little dummy could not move the train and it would be necessary for a sufficient number of passengers to leave the cars to relieve the weight on the axles. The grade of Sherman street was quite heavy and at times the trains would stall, when the male passengers would leave the cars and follow on foot until the summit had been crossed. The service called for locomotive engineers, the several mechanical engineers employed from time to time failing to do the work efficiently. The rails of the lake division were so light that engines weighing more than seven tons could not be used with safety and the several locomotives added from time to time were no more efficient than the first. Mr. Alley spent several seasons on the lake division, and when the dummy line was opened between Sweet street and the Soldiers' Home he entered the employ of C. C. Comstock, who owned the line, and ran the engines in that service. Finally the several lines were consolidated and placed under the management of a Mr. Chapman, who proceeded to install the electric system

now in use, throwing the dummy engines and the light rails into the junk heap. Mr. Alley relates many amusing experiences incidental to his service on the dummy lines.

Arthur S. White.

Selling By Weight.

Columbus, Ohio — The Columbus Grocers' Association will distribute cards giving the standard bushel weight of a large number of articles and calling attention to the fact that, beginning Nov. 1, all articles, other than liquids, heretofore sold by measure, will be sold by weight. A bill which passed the House but was not reached in the Senate at the last session of the Legislature made selling by weight compulsory. The measure is favored by the Ohio State Grocers' Association.

With the notice is a schedule of the standard weights as fixed by section 6418 of the general code. The bushel weights of various articles are: Irish potatoes, 60 pounds; sweet potatoes, 50 pounds; apples, 50 pounds; peaches, 48 pounds; tomatoes, 56 pounds; onions, 55 pounds; turnips, 60 pounds; beets, 56 pounds; carrots, 50 pounds; beans, 60 pounds; dried peas, 60 pounds; dried apples, 24 pounds; dried peaches, 33 pounds.

Other weights are: Hominy, 60 pounds; wheat, 60 pounds; rye, 50 pounds; timothy seed, 45 pounds; hemp seed, 44 pounds; millet seed, 50 pounds; buckwheat, 50 pounds; flaxseed, 56 pounds; barley, 48 pounds; malt, 44 pounds; Hungarian grass seed, 50 pounds; lime, 70 pounds; shelled corn, 56 pounds; coke, 40

pounds; bituminous coal, 80 pounds; cannel coal, 70 pounds; corn in the ear, 58 pounds; pop corn in the ear, 42 pounds; oats, 32 pounds; clover seed, 60 pounds.

There are many articles sold by grocers for which a standard bushel weight is not fixed. Among these are cranberries, cherries, pears, plums, etc. These articles will, however, be sold by weight by local grocers.

Cleveland has taken up the selling by weight proposition and Toledo is preparing to follow. The sealer of weights and measures at Findlay has issued a proclamation requesting sales by that method.

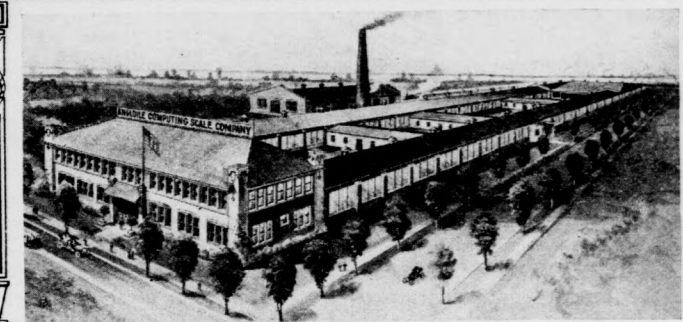
Two sets of cards are being printed. One kind will be displayed in stores. In bold letters customers can see, "We sell by weight." Other and smaller cards, of which there will be 10,000 will be handed out to customers by grocers. The cards will aid the housewife to understand the new system.

If you are an employe, working for an unsuccessful boss, keep your eye out for the first chance to make a change and tie up to a man who is a captain of industry.

Tell us your merchandising troubles—maybe we can help you.

Mayer **Martha Washington**
Comfort Shoes
TRADE WINNERS

The New Home of The Scale that buys itself



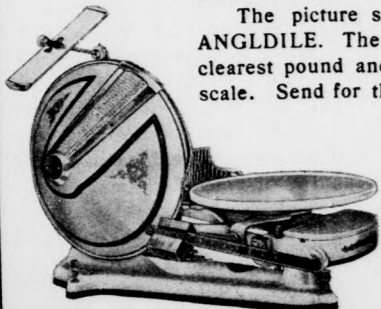
The construction of this handsome building eloquently proves the extraordinary demand for Angldile Computing Scales. Our present plant outgrown in thirty-three months, we are now erecting the largest and most modern computing scale factory in all the world.

The reason for this advertisement is to be found in the ANGLDILE'S marvelous accuracy and its superior computation chart.

It is the only scale which shows a plain figure for every penny's value. The merchant reads the price—he doesn't count hair lines or guess at dots.

The ANGLDILE is springless, thus requiring no adjustment for weather changes, and is sensitive to one sixty-fourth of an ounce.

The picture shows the merchant's side of the ANGLDILE. The customer's side has the largest and clearest pound and ounce dial used on any counter scale. Send for the free ANGLDILE book and learn about both sides of this marvelous appliance.



Angldile Computing Scale Company
110 Franklin St. Elkhart, Ind.

WISE WORDS TO DRUGGISTS.

Address Before the State Association
By W. Bodemann.

Much to my regret I learned that you practice substitution in your Association; you wanted Beal, didn't have Beal in stock and took me for a sub. That's bad, and worse than bad, for it deprives me of the great pleasure I would have taken in reading Beal's address to you. I don't know whether it is due to my poorly developed intellect or to Beal's extra size or brand of intellect, but I find that his papers require pre-digestion, real digestion, re-digestion and then some. The oftener you read his stuff the richer it gets.

This is an age of reason. There is a reason for all this unrest, this struggle between insurgents and regulars, between half backs and all the way backs and between professionals and commercials and it behooves us as observing business men to take stock and see where we stand; if we are on a paying basis.

Do not fear that I shall bore you with threshing out the old reliable issues of "Are we a profession?" "Who owns the prescription?" "Stamp nuisance," "Long and short hours," "Experience before or after college," etc. We have deeper sorrows and might as well discuss such questions as, "Have angels wings?" "Is it best to eat breakfast before or after dinner?" as thresh these aforementioned old storekeepers over. In the language of the Honorable Flanigan from Texas, what are we here for?

Nobody can or does deny that we are in business for the purpose of supporting our families. That's our main point. To befog the issue by talking about humanity and public welfare sounds well, but is not true. Nobody can or does deny that in making a living we should be as respectable and decent as we can be; we should favor all reasonable improvements in our calling and encourage honor and honesty. If we can not be scientific we should not make any pretensions but we can, at least, be honest if not scientific.

In most states we have at our request, established laws and boards to regulate the practice of pharmacy. Boards must admit the competent and keep out the incompetent and prosecute violators. If a candidate is competent the Board should admit him and not question where he got his qualifications; if the candidate acquired his competency without the assistance of a college all the more credit is due his pluck and industry; but no board has in my opinion, the right to say, "We will not test your competency unless you produce a sheepskin."

This is in my judgment, an irrepressible conflict that is entirely repressible by the Golden Rule and the square deal. It is the same irrepressible, repressible conflict as commercialism vs. professionalism. We all must live, must pay our bills, no matter how much cheek we may have to bluff about the professionalism which we have not. It takes a check and not cheek to pay bills.

This constant talk about higher

education is productive of good only if we do not neglect the lower education. If a pharmacist can figure out equations of benzine derivatives of ethers and esters, very well, but all that does not amount to a tinker's d— if this same man can not figure out ordinary, every-day fractions and percentage problems.

I have had candidates before me in my eight years' experience on the Illinois Board who were so scientific that they could hear the grass grow, as they say in Germany; who could figure out interest on loans and amount of dividends on stock, but they were totally unable to figure out how much atropine it required to make twenty ounces of 1½ per cent. solution, or how much strychnine there is to each pill if a mass containing one and one-half grains is divided into forty-five pills. I said I had candidates before me who were thus short, and I should say that in several examinations these pharmaceutical misfits, cripples as Searby baptised them, amounted to 75 per cent. of the class.

When the lower education is thus neglected it is rot to talk about the higher education, and at the same time it is evident that there is something wrong with our common schools. These schools pay too much attention to top and branch and neglect the root. They make the elementary mistake of attempting to erect a twenty story skyscraper on a cedar post foundation.

I say to all of you, no matter where you live, take an interest in your common schools; see to it that they make the young men fit for business, and when a young man chooses pharmacy for a vocation see to it that your law requires a satisfactory examination in this preliminary education. Let the bar down at the entrance to pharmacy and do not require higher education of a boy who had no lower education.

Since we have had boards we have seen, in several states, the unlimited possibilities of abuse such boards can be subjected to. None but practical, retail pharmacists, actively engaged in pharmacy, should be eligible to board positions; and any member of any board, who, after appointment, engages in any other line of business, supplying the drug trade with goods of any kind should have self-respect enough to step down and out. No suspicion of mixing up administration of board office should add to the value of his ability to sell goods for himself or another concern. Prosecutions and examinations should be based on merit and not on profit. We are living our lives as we have the light to see it, and are either commercial or professional or both; but if we are honest and make no professions we can be honorable and decent in both, the commercial and the professional channel.

Any pretense without foundation is a sham, and nothing is more degrading and disgusting than a sham, a sort of nickel-plated, denatured manhood. Be commercial to the limit, and as professional as your mental capacity will allow, but don't commercialize your honor and your

boards. No board member should vote on a for "revenue only" platform. Pharmacy to-day stands in need of quality of men as well as quality of goods. We are short on character and over long on talent.

In this connection I might say that it is commendable to push what is called U. S. P. and N. F. propaganda, but, my friends, beware of the ultra-extremist. Again I say, the Golden Rule should be the rule.

What must a physician think of your honesty if you go to him and run down a proprietary remedy first and then offer him your own preparation as a recommendable substitute? If the original is bad your substitute is all the worse. If patrons do want a fraudulent proprietary (if it be fraudulent) give them the genuine fraud and not the imitation.

In this respect your State is infinitely better off than a state west of the Mississippi which has in its limits the Mecca of all sorts of quackery, while your State has within its borders pharmaceutical manufacturers, who are among the world's largest, most reliable and reputable concerns. It would be foolhardy for me to claim that I could excel these houses in manufacturing certain products, which can only be prepared well on a large scale, and with the help of research and physiological laboratories.

If I may go into detail at this point, that in preparing so simple a product as simple elixir, I have seen products prepared on a small scale by pharmacists, that were so rancid, so offensive, that I would not use them on my boots. A large concern can use the essential oils in original bottles and their product is pleasant, fragrant and permanent. Enough of this, however.

Now, a word as to how to best repress the many apparent irrepressible conflicts. I know only one remedy, that is organization.

A small retail druggist who keeps

away from associations, local, state or national, lives in his four walls,

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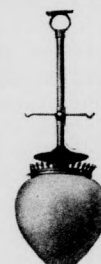
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poorly ventilated, no outdoor exercise, is no more and no less than a shrimp, and as a rule these shrimps holler the loudest that the associations do not do anything.

Like Artemus Ward they don't object to all the rest of their family going to war, but they themselves stay at home and write patriotic hymns to the press about what the associations ought to do.

I urge the pharmacists of this country to go the full length, start with the local, then the state and last, but not least with the two national associations, the N. A. R. D. and the A. Ph. A. Join them all.

If only two-thirds of our brethren were enrolled in all these organizations what is there we could not regulate, be it prices, help, education, hours, legislation? Every one of us could do and should do his part, each in his sphere. If each would give himself as he is and not pretend to be what he is not, professional or commercial, or a respectable mixture of each, that is the question. A man with the price for beer should not pretend to use Extra Dry for his daily bath. That is a fraud, and a fraud is a menace to pharmacy or any other walk of life. I have the highest respect for the lowliest occupation if filled honestly and well. We can not make the great public come our way on hollow pretence. What if we do claim that from the proper practice of pharmacy depends the lives and health of the people? That is true from the proper practice of a switchman's duties, whose neglect can snuff out thousands of lives in a second, and yet—we never hear of discussions in the Amalgamated Switchmen's unions of "Are we professional or commercial?"

I can not dwell too long on the examination for fitness of our apprentices. How do most of our boys get into pharmacy? By choice or by accident? Charlie sees his chum, George, work in a drug store, selling cigarettes, soda water and chewing gum, sees him chew gum and chew the rag with the young ladies and thinks, "How lovely," and hires out as a drug store boy, too. Later on comes the revelation of long hours, higher education and small profit, and then he becomes a shrimp and yells, "Why don't the Association remedy all this?" But he remains quietly at home and settles the questions by grumbling and makes the work of associations all the harder because he himself does not join in the work.

You must permit me to speak about one association in detail which has not found its place in the regular association calendar, the Veteran Druggists' Association, as established in Chicago first. Our motto is, "Cheers for the living, tears for the dead." We believe in offering the living a modest flower, instead of showering wash baskets full of flowers on his grave. Our official flower is the pink carnation, and this flower is sent to a sick member as an emblem of our good wishes and cheer. We limit our number of members, elect one—if one of our members departs—and we not only elect but select, and applications do not go. We cut out

business, religion, standard raising and politics from our meetings—aside from this nothing is prohibited, not even water—and meet just for "auld lang syne." While a member lives he must write his biography, the man who made history can best write history. When a member dies the veterans attend the funeral in a body, with one carnation in our buttonholes. If the family so wishes one of our members makes a short address at the services and as the casket is lowered every member steps forward and drops the carnation from his buttonhole on to the casket—a token of respect, friendship and brotherly love by the colleagues of the departed member; the very men who knew him best and longest. I urge you all, in small or large cities to follow this beautiful example. If you desire particulars you know where to find the C. V. D. A. This was a little dash into sentimentalism. Having paid my respects to professionalism I must mention an item of commercialism before closing.

Some time ago I wrote an article on "Public Telephones" for the Midland Druggist, at the request of my friend, Beal, who found in his rounds among druggists in different cities that this question was little understood by most, in spite of the many reports issued under the auspices of the Telephone Committees of the N. A. R. D. I urge all of you to read up on this question in the issue of the Midland Druggist and do not let up in your attempts to relieve your stores from the nuisance of free lunch telephones by turning your public phones into a revenue instead of a heavy expense item.

And with this, Mr. President and members, I thank you for your invitation and kind indulgence with this somewhat longer address than is my usual limit. But what the heart is full of, the lips flow over, or words to that effect, and when I get started I find myself in the fix of an old fire department horse, when the gong sounds off he goes and he does not stop until the fire is reached, and I certainly like to be on hand when the fire is at its best.

Two Great Improvements.

This year will be notable for the completion of two great railroad undertakings. One of these is the Michigan Central's tunnel under the Detroit River; the other is the Pennsylvania Railroad's great terminal in New York City. The tunnel will do away with ferrying trains across the river at Detroit, and when the connections have been perfected will save an hour to an hour and a half in the running time of east and west bound traffic. Travel between the East and the West will be quicker, easier and safer, freight deliveries will be more prompt and mail will be expedited. The railroad will find the tunnel cheaper and more satisfactory than ferries, but while the railroad is saving cents, if time be worth anything the traveling and shipping public will be saving dollars by reason of the great improvement.

The Pennsylvania terminal in New York is entitled to rank among the wonders of the world. The site for

the station, 1,500x520 feet, covering four blocks in the heart of Manhattan alone, costs \$8,000,000. Subways across Manhattan Island and tunnels under Hudson and North rivers will connect this terminal station with Jersey City on one side and Long Island on the other. This terminal has been three years in the construction and will represent a cost of \$50,000,000. It is planned to open the terminal on Nov. 27 and within another month between 1,000 and 1,500 trains will be arriving there daily and as many more will be leaving. The daily traffic will represent the entire population of a city the size of Milwaukee or Detroit. All of Grand Rapids could pass through and it would seem a dull day. Half of Western Michigan could come or go and it would not be regarded as any great rush.

If your shop is small, make the most of the personal element. If it is large, make the most of the advantages that go with bigness.

When a customer has a grievance neither the customer nor the grievance should be slighted. Treat the least complaint as if it were as serious to you as it seems to the customer.

We have recently purchased a large amount of machinery for the improvement and betterment of our Electrotype Department and are in a position to give the purchaser of electrotypes the advantage of any of the so-called new processes now being advertised. Our prices are consistent with the service rendered. Any of our customers can prove it.

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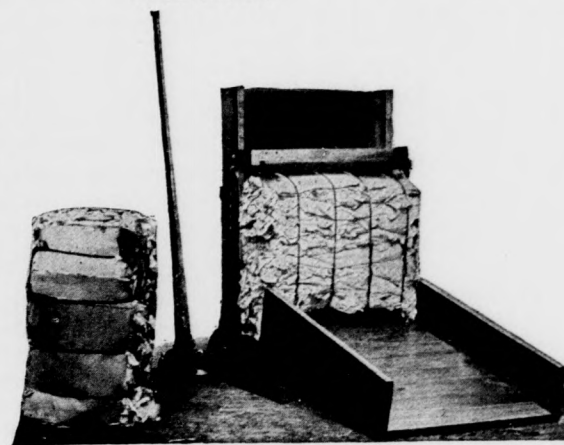
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- ¶ As the sturdy oak grows—slow and sure—with its roots deep seated, prepared for storm or drought—so the house of BROWN & SEHLER Co. has grown.
- ¶ Every year a little bigger than the one before—every month a little larger than the corresponding month of the preceding year (nothing phenomenal)—just the old customers retained and new ones added.
- ¶ For more than twenty-five years we have forged steadily ahead and we feel our success in large measure is due to two main facts:
- ¶ First: That we are fair to our business. Second: That we give to our customers a service that money cannot buy—a service based on these years of uninterrupted study of our particular line of work.
- ¶ If you are not one of our several thousand customers whom we annually sell and want to get in among the prosperous, just ask our representative about it when he comes to your town on the Trade Extension Excursion. He'll make it interesting for you.

Brown & Sehlér Co.

Grand Rapids, Mich.

UNDERSTAND YOURSELF.

Find the Kingdom Within Your Own Mind First.

Written for the Tradesman.

It pays to go slow. It pays to listen to our own good judgment. It pays to look before we leap. It pays a good profit to know well the ground upon which we tread. It is a good idea to work day in and day out from the known facts we have gathered from our own experience. We must have a starting point to work from each and every morning. This point must be from an intellectual view of what we are going to do. We ought to be able to see at least one day ahead.

The greatest and most important time for us is the eternal now. We ought to know now just what we are to do with our hands as well as with our brains.

We are traveling just a little too fast. We are thinking about how to spend the energy we have stored up while asleep before we think very hard about how we ought to use it.

Spending human energy is just like spending money. Some of us spend too much of it and never receive any benefits.

Using human energy is likened unto using money. If we will keep a dollar well invested it will turn a good profit every year. And so it is with human energy. Keep it alive by using it rightly and it will bring ten fold more profit than the dollar.

The greatest battle the retail merchant has before him is now in progress—it is the great conflict of ideas. This battle is not going to be destructive but constructive. It will not be a destroying warfare of competition, but a fulfillment of a promise to pay in full. We mean by this that each and every honest merchant who will enter this battle will receive his reward.

Ideas are growing faster than anything known to the human mind and they are being gathered and taken care of better than any other product of the human family.

Just as soon as we have all experienced what some have already gone through, just as soon as we realize that combinations and associations, lodges and congregations will have to stand aside and let us all individualize ourselves, just that soon the idea that makes men have faith in themselves will take hold and do something.

We will all have to recognize sooner or later that all of the Divine principles of human intelligence lie within our own brains and no man can deliver these principles to another through combinations or associations, lodges or congregations. We must go alone and gather the ideas for ourselves and work them out with our own hands.

Let us continue our associations, but be careful not to let ourselves be tied down by them. We must be our own selves. We must be ourselves before we can be a part of the perfect whole.

The only reason some of us can not see benefits coming from combinations and associations, lodges and

congregations is for no other reason than that we have failed to be even a part of them.

We will have to find the kingdom within our own minds before we will be allowed to see it anywhere else.

All power to create or to destroy is in the mind of man.

Our first duty to ourselves and to humanity is to seek this creative force which lies dormant within each of us.

When we find this power it will build within and around us health, prosperity, happiness, friends, position and all else that is good. These are the things we are fighting for and thousands of our fellow business men are in the battle to-day and they will win just as they are able to use their own minds.

We are all reading our eyes out looking for knowledge and trying to find the truth concerning ourselves, yet we find when night comes that we have learned very little.

Many of us will have to learn that information and knowledge are not the same by any means, and any merchant who claims to have knowledge and who has obtained it by any other means than through his own personal experience, has found his success, if he has gained any, by another way, and is a robber of some one's else mental energy.

The greatest trouble in fighting this battle of ideas is that the human mind and the power behind it has been regarded by men of all ages as an unfathomable mystery, but to-day we are learning that "thoughts are things" and that they build what we see our hands making each and every day.

Man has boldly investigated and studied man, finding in him faculties and forces that could not be explained upon any known basis, and has in his helplessness joined everything known to the human family—but himself.

We must all learn that everything natural and nothing supernatural is in man.

When a man arrives at a perfect understanding of himself he has been born again, and is like a little child. He does not know everything because he is only a part of the whole human system, but he learns very quickly the path by which he can reach a good position in life and how to maintain the same and add to his knowledge every day and hour. He can very easily determine what he will not do, or he will not allow himself to entertain thoughts that he can not fully understand.

We should not be continually referring to existing authorities as a proof of the justness or correctness of our actions. We can not justify ourselves by the experience of others. This conflict of ideas which is being heard of from all over the world is telling us very plainly that we should not ignore authority, but that we should not depend upon it. It is true that we all can profit by the mistakes of the past, but we should never forget that true knowledge can only be obtained by and through personal investigation.

Let us learn to watch and to un-

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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.

derstand the flashes of light that cross our mental path.

We must learn that our rejected thoughts are friends of ours and that they come back to us willing to help us if we were a little afraid to trust them.

Let us put our whole heart and mind into our own affairs and build an association that will vibrate absolutely for and make connections with all events concerning us and the whole human race.

We are in conspiracy against the manhood and brotherly love of all men. We are all a joint stock company who can not agree on anything that is a benefit to all.

Let us stand up and speak the truth. Why should we care for opposition when we know we are trying to individualize ourselves for our own benefit so that we can really be a help to all mankind?

Edward Miller, Jr.

Not Luck But Pluck.

The unsuccessful man says the successful one has been "lucky." Not at all, he has been "plucky." It is only the difference of a letter, but that makes all the difference in the world.

Ruminate on this a moment: A man will say he is down on his luck and surely as the sun is coming up in the morning his luck will be down on him. So long as he is in that frame of mind he will not put through anything he strives to accomplish.

But some morning the birds will sing, the sun will shine brightly. Nature will welcome the man who is "down on his luck," and he will pick up in spirits. His mood will take on the complexion of the day. That's the day he will do things, if ever.

"But," some of you will say, "the sun doesn't shine every day in my territory. What'll I do in the winter time?"

That's the point; store up enough sunshine in your heart to carry you over the dark days. Fill your lungs with good air, your eyes with sunshine and your head with optimistic thoughts; you'll never be "down on your luck" long.

And make it a point to give out a little of the milk of human kindness that will be generated by the sunshine within you.—Milton Bejach.

Old Bossy's Bell.

Old Bossy's bell, old Bossy's bell!
Of childhood joys it seems to tell,
As I recall its melow sound,
With all the men's ries clust'ring round—
The close of day, the milking time,
The search o'er hill, the cowbell chime,
The marching home thru dark'ning dell
To music of old Bossy's bell.

Oh, why should childhood's days flit by
So like the clouds of summer's sky?
Or why should Time, all unaware,
Thrust on us manhood, age and care?
No greater joy than life's bright morn,
No sorrows lighter to be borne.
No music rivals, we know well,
The tinkle of old Bossy's bell.

And they who lead the city's life,
With all its stress and all its strife;
All bound by Fashion's heartless sway,
Or treading Mammon's worldly way,
Hangs there for them in Mem'ry's hall
A picture such as I recall?
Came e'er to them, as evening fell,
The tinkle of old Bossy's bell?

Can they recall, as years flit by,
The shady lane, the sunlit sky?
And as the eve of life draws near
Can they, as I, sweet echoes hear?
Ah, that no wrong, in all the past,
Were done to bring a grief at last,
That naught since childhood may dispel
The echo of old Bossy's bell.

PATIENCE AND INDUSTRY.

Dutch May Be Slow But They Stick To It and Win.

The Dutch are slow. Nobody will admit this more quickly or more cheerfully than the good Dutchman himself. In fact, they rather glory in it as a national characteristic. But because the Dutch are slow it should not be inferred that they never arrive.

S. Postma and E. Hekman are good examples of Dutchmen who started small, were content to move slowly and now in the ripeness of years see the fruits of their toil in piles of goodly proportions. They are related neither by blood nor in enterprise, but in many respects their lives have been the same. Both learned the bakery trade in the Old Country. Both came to this city, and it was about forty years ago that they came. Both earned their first American dollars by working for others. Both came to the conclusion that the way to independence was in individual effort and enterprise. Neither had capital, but both set up in business for themselves. Hekman on Grandville avenue, Postma on Broadway near West Leonard. The family kitchen was the workshop of each, the family cook stove served for an oven until something better could be made, and both, with basket on arm, made his own first deliveries. That was about forty years ago. The Hekman bakery has developed into the Valley City Biscuit Company, and the Postma enterprise is known as the United States Rusk Company. Both have the Dutch cookie as a specialty and both have a trade that extends almost across the continent. The Valley City last spring doubled its capacity by the erection of new buildings and the United States this fall is doing the same, and one has and the other has added largely to its line of baked goods. The founders of both enterprises are still active, but the active management in both instances has devolved on younger shoulders. In the Valley City the Hekman sons are the active forces, and they have a branch bakery in Denver, while in the United States the Postma sons and grandsons do the pushing. Both businesses, however, have grown to proportions that would surprise most people if they knew the figures, and both represent the results of long patient industry, perseverance and courage that are essentially Dutch.

It is a remarkable store where there is never anything that needs to be done right away. No need for anyone to loaf around idle if there is any real disposition to find work.

Water seeks its own level and business men are not far from doing the same thing in the point of getting into the class in which they belong by right of ability and capacity.

The fellow who waits for someone to come along and help him make good will have a long wait. That train will never pull in.

Your grouch doesn't get you anything.

Read According To Their Deserts

It is sometimes asserted by mercantile advertisers that retailers, as a class, do not read trade papers as they should. We think there is merit in this statement, but perhaps some papers are read quite as much as they ought to be, considering how meager they are in matters of vital interest to the retail merchant.

The average trade paper is conducted by a man who has never been behind the counter and does not know and never will know what the merchant wants and what he ought to have. Its contents is mostly the product of the scissors.

The Tradesman has thirty-two practical and successful retail merchants who write regularly for our paper.

They are writing about things that merchants want to hear about.

They are writing from the standpoint of the merchant instead of from the standpoint of the consumer.

Furthermore, every reader of the Tradesman can, if he so desires, become a member of the Tradesman Co-operative Association by agreeing to read our paper regularly every week and to insist on his clerks reading it also. In return for this, he receives valuable concessions at our hands, which ties our customers to us with bands of steel.

The Tradesman is the only trade paper in the United States according to Glen Buck, the noted advertising expert of Chicago, which comes up to his ideal of a trade paper, editorially. The average trade paper puts all its effort and energy on its advertising department. The Tradesman centers its energy on its editorial and subscription departments and advertising pours in as a natural result.

**Tradesman
Company
Publishers**



THE OLD MAN.

Habits To Which He Owed His Success.

One of our traveling auditors checked out the office of our new salesman in a Western city last week.

I'll call the salesman Williamson—because that isn't his name.

He had been two months in our employ.

I questioned the auditor pretty closely on his return to the factory and got the full story of his visit.

His train reached town at 7 a. m. He called at Williamson's office at the regularly scheduled opening hour, 8:30.

"Mr. Williamson isn't down yet," said the stenographer. "He generally gets in about 9:30."

The auditor looked around while he waited. The most conspicuous thing in the room was a beautifully lettered poster over Williamson's desk that read: "Don't Worry."

Williamson, home in bed at 9 a. m., was taking the poster's advice.

When Williamson finally sauntered in and recognized his visitor he let out a welcoming war whoop, clapped the auditor on the back, addressed him with genial effusion as "old man" six times in as many seconds, poked a cigar in his face, pushed him into a luxurious chair and overwhelmed him with assurances of the excessive pleasure that his visitor's coming afforded him.

"How's business?" asked the auditor, trying to give the conversation a practical turn.

Williamson leaned confidentially close to him and said with a thump of his fist on the table that he had the big men of the city lined up. "They're all with me, you can bet on that," he declared. "I've got a bigger bunch of good fellows in this town boosting for me than any other salesman who ever struck the burg."

"Got any business?" asked the auditor.

Well, no, he hadn't turned in many actual orders as yet. But orders were bound to come.

"Don't worry!" he said. "Cheer up! I'm getting all these people jollied to the queen's taste. A man's bound to do business if he can achieve popularity. I've joined all the clubs that are worth while, go to the right church and call at the right houses, have taken in a few dances and stand in with the old ladies and young fillies—the wives and daughters of the men I want to do business with. I tell you prestige is an asset!" he ejaculated, clapping the auditor on the back with the hypnotic glad-

hand manner that had made him the most popular man in his class at college.

The auditor listened sympathetically. He gathered that Williamson found keeping office hours an unimportant matter compared with the grave responsibility of dividing lunch hours and evenings and late afternoons impartially between different social engagements. When he wasn't playing billiards or racquets with the sporty son of the city's prize millionaire, or dazzling young girls at the golf club dances with his magnetic personality, he was writing ballads for the comic opera that the exclusive Karagoic society expected shortly to pull off.

He unselfishly offered to cancel an engagement he had that evening, and trail around with the auditor.

"I'll give you a good time," he said. "Cheer up. Just leave it to me. Why can't we clean up this audit of yours in a hurry and chase out to the Golf Club this afternoon—what? They've just put up a swell new bungalow this spring, and you'll find a comfortable veranda if you'd rather loaf than play, and a push of jolly good fellows—all friends and boosters of mine."

The auditor regarded the "Don't Worry" sign over Williamson's desk with a cynical eye.

"Let's see how much business you have done before we go to projecting any more festivities," he remarked. "I've got to make up my report and move on. The company's paying me for my time. I'd like to stop worrying and go up the lake on a yachting trip for a week every time I make this town, but I'll have the Old Man in my wool if I don't stick to my schedule. So I guess we'll have to limit the celebration to checking up the office."

Then the auditor got down to work.

And when I read his report I sent a telegram to Williamson to come in to the factory.

He isn't with us any more.

What we needed was not prestige, but orders, and as his specialty was acquiring prestige, I pointed out to him that he was wasting valuable time by staying with a dub concern that could not appreciate his peculiar abilities. So he went away to acquire prestige for some other concern that could put it to a better use than we could.

I'm like the Dutchman whose boy Jakey on the road sent in an expense statement for billiards and champagne dinners under the head of "entertainment." "Jakey," wrote the

Dutchman, "the house don't need any billiard's or odder entertainment. Vat we vant is orders."

There are a few Williamsons in every sales force. Most of them are young men—young in years and younger in experience—green men at the selling game.

Some tough old hard nut of a seasoned salesman ought to take them off in a corner and talk to them out of the most earnest and aciduous corner of his mind. But most of these real salesmen are too busy breaking records and piling up commissions to bother with forcing advice on youngsters who can see no earthly use in taking advice from anybody.

One of these young sprigs blew in on me at the factory yesterday.

He was as talkative as an auctioneer and as fresh as the first violets that bloom in the spring.

When he sent in his card there were three callers waiting ahead of him. He was informed of this, but somehow he forced his way through the outer office and butted in on me ahead of his turn.

I was considerably disturbed; but he felt perfectly at home—I could see that.

He had the matchless confidence and sang-froid that usually go with exuberant raiment and conspicuously-colored socks.

Said he felt bound to drop in and get acquainted with me because his father and I had been old college chums.

I had a letter from his father in my pocket at the time—but the young man did not know that.

In the green and salad days when I was a bumptious collegian, his father and I had trailed in the same crowd.

For the sake of those old days, when Richard Fetheringham Watson, Sr., used to borrow my money and cigars and call on me to get his watch out of hock when he wanted to go home for Christmas, I told Richard Fetheringham Watson, Jr., to sit down and asked him what I could do for him.

He accepted a chair with the condescending manner of a popular ballet dancer—the same "Thanks-I'm-glad-you-like-me" air with which she kisses her fingers at the uproarious gallery. Then he informed me that he and I were "fraternity brothers," having belonged to the same college society and graciously gave me the glad hand and the grip at the same time.

After that he twitched up the knees of his trousers, cut in the usual monkey fashion that we all affect before we leave college and grow up to be men, and stated that he had been considering the possibility of entering my employ.

"In what capacity?" I asked.

"Salesman," he remarked calmly, turning a critical eye upon the pictures that hung on the office walls. I could see from his expression that he did not think much of them—was probably restraining himself from suggesting improvements.

I had been smoking a cigar when he came in. He took a highly ornate

cigarette case from his pocket, extracted a cigarette and borrowed my cigar for a light.

At that, the impulse that had been working within me reached a sudden climax.

"Would you approach a man to sell him with the same excessively airy and genially impudent manner that you have just turned loose on me?" I asked.

He seemed surprised.

"Young man," I said, "I used to know your father. That makes it impossible for me not to take a certain interest in his son. If I were not interested in you I should politely bow you out. But since I am interested I am going to tell you the truth and then offer you a job.

"Go home and shed those monkey clothes. Disannex yourself from that flaming hosiery. Drop your hypnotic glad hand, noisy college boy manner and endeavor when you enter a man's office to bear yourself with the quiet and unpretentious dignity of a gen-

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.

If every traveler who came to Grand Rapids stopped at

Hotel Livingston

Grand Rapids

the outside world would hear pleasant stories about this city's accommodation.

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

tleman. Forget the consciousness of superiority which you now have because you are the son of your father. He is a Congressman and the manager of a great industry. At present his son could not qualify as a successful manager of a cigar stand or a really competent engineer on a peanut roaster. Instead of taking you into his own employ and giving you a soft snap your father sent you to me to make a man of you. If you are willing to revise your opinion of your present value to society and strip off your coat and get to work, there is a chance that you may arrive somewhere. But remember this: Hot air, extreme clothes and a pretentious manner are not so important factors in success as a first-class thinking apparatus and a habit of steady plugging. Go home and think this over and if you want to come back Monday morning and get down to business I'll give you a job. After that it's up to you."

I look forward to finding out Monday whether this boy has enough good stuff in him to take me up and prove his manhood, or whether he will conclude that Father's old college chum is not his beau ideal of what a well brought up employer ought to be, and betake himself to an atmosphere more comforting to his self complacency.

There's nothing that makes the tried and proven veterans in a sales force so tired as the sublime egotism of the ignorant youngsters. The grizzled general of salesmanship who has proved his knowledge of strategy in a thousand battles—who has come up move after move through the School of Experience and passed through every grade in the Academy of Hard Knocks, finds it hard to believe that a raw recruit who does not know the elementary tactics should carry himself with the strut of a laureled conqueror. Yet every day he is confronted with the amazing spectacle. It is one of the toughest facts with which he and the salesmanager have to wrestle.

The trouble with the youngster is that not all the older men in the force set him a proper example. Mixed in with the veterans who wear the crosses and stars of proven valor, are always a few oldsters who have contracted the loose and slouchy habits of the imitation fighting man.

These men are of no use in a really tight place. Their salesmanship is not genuine tried and proven gold, like that of the other veterans, but only tinfoil made up to resemble it. They are stage salesmen, all show and no reality—stuffed figures without life—mere scarecrow bluffs. Bluff and a certain outward appearance is their entire stock in trade. They bluff their way into a position, hold on to it with bluff and let go of it only when their stock of bluff is played out.

These men are great professors of loyalty; when the salesmanager has a new idea and asks his men to take hold of it, the loudest amens always come from their end of the pew. When suggestions are called for they set up a clamor so vigorous that a

cock fight with everybody betting would look like a study in still life by comparison.

They are always the most enthusiastic rooters for the cause—the most sanguine predictors of results, the most optimistic expecters of success. But they take it all out in rooting, predicting and expectation. If a slight success is won, they suspend all other effort to indulge in clamorous congratulation. But in a pinch, when things look black, and a call is made for extra effort—a long, hard pull in the face of odds—these gentlemen always take for their motto "Skidoo!" and leave the toil and drudgery to someone else.

If they use bluff to stand in with the house, they resort to it still more in their dealing with customers. Bluff and personal pull and acquaintance are the basis of their entire campaign. Buttressed by an unshaken confidence that they can blow in and make a sale when they wish on the strength of their winning ways, they regard it as entirely unnecessary to get down and bone for business.

They pin no faith to the proverb that success is preparation for the occasion. A dressy appearance, a pocketful of cigars, a hypnotic smile and a willingness to slap a prospect on the back is sufficient preparation for any occasion they can conceive of. They can spiel off a lot of loose hot air about their line, but if one of them had to face a rigid examination on its merits as compared to those of a competitor's line, it is a question whether he could extract enough substantial information from his system to prove that he had ever seen the goods before.

Business that is secured on the strength of a salesman's stand-in with a clientele of personal friends is not worth so much, either to the salesman or his house, as business that is wrested away from a grim-visaged old customer whose objections have to be whacked out of him like dirt out of a rug.

In the first place, the personal friend racket soon plays out. Friends get tired of making contributions for which they have been given no other reason than is contained in an appeal to their good nature. A friend naturally dislikes to be taken through an indefinite period for a charitable institution. "Personal friend" business enables a new salesman to make a short-time showing, but it invariably fails to stick. It is of temporary value to the salesman himself, but never of permanent value to the house.

Nothing is so unstable as popularity. A salesman of the debonaire, self-confident, careless type, with a circle of personal friends, may feel himself a conqueror when on the strength of his stand-in he secures an order which another fellow of the plodding, serious, conscientious sort has failed to get. But after a few years' service the plodding, persistent chap will have worked his way up to a substantial basis, will own his own home, have a snug little bank account and an assured position with his concern, while the once popular man will be trying to get his eye

focused on a job that will pay him a fraction of the big salary he once drew, and will be going about venting sarcasm against the old-time friends who have grown tired of carrying him on their backs.

Popularity and a manner full of bonhomie are good things to have. They help make sales. But when it comes to betting on a new salesman for permanent success, if he must have one set of qualities to the exclusion of another set, give me rather some scrawny, friendless little man with a prominent Adam's apple and a hand-me-down overcoat, who knows how to collar absolute strangers and pommel them with live, red-hot, convincing reasons why they can not afford to get along without our line—a man who knows our line, our business and all our competitor's lines as he knows his own front hall in the dark, a man who eats and drinks and sleeps and dreams his business and nothing else until he has got it under permanent momentum—who is not so afraid of risking pneumonia in the dews of the early morning that he comes down to business after 9 o'clock—who, when he is out on a trip, does not mind Sundaying in some shack by the roadside so as to be on deck ahead of competitors bright and early Monday morning—who shows his love for his family by staying away from them when necessary and working for them—who does not cut down his income and their prosperity one-half by permitting them to bask in the sunshine of his presence during hours when he ought to be at work.

This kind of everlasting plugger of a salesman may start out with a hand-me-down overcoat, but he'll wear fur-lined silk ulsters and ride in an automobile before he gets through. And he'll be able to go home to his family regularly at 3 o'clock in the afternoon when he has reached the age of 40, for he'll be mighty apt to own his own business.

In this big sales force of ours we have both kinds of men—our debonaire imitation stage salesmen and our genuine earnest pluggers—our butterflies who flit about during the sunny hours of the day and never fail to catch the 5 o'clock train home or go out to the golf grounds—and our toiling ants who never know when to quit working. It is human nature for the butterfly to turn up its nose at the plodding ant, and flirt its gaudy wings around in the consciousness that it's the whole persimmons so far as the admiration of beholders is concerned. It never begins to philosophize—which means taking things in dead earnest—until it gets a fractured wing or a large amount of fuzz scraped off. And the philosophy that's born of hard luck is usually of a mighty bitter variety.

There's only one way to do anything big in this world—and that's to be in deadly earnest. All the big prizes are won by blood and suffering, by long days of toil, by wakeful nights, by self-denial and stern devotion to duty.

No clock-watcher ever counted for

anything big in the commercial world. John Wanamaker and Marshall Field had no habit of religiously knocking off work at 5 o'clock. George Westinghouse and Thomas A. Edison did not achieve fame by coming to work at 9 o'clock in the morning while they had the robust health that enabled them to rise at 5.

Run through the pages of history from the present time back to the Stone Age and you'll find no name writ large there that did not belong to a man crowded full of deadly earnestness of purpose and a measureless capacity for hard work. The Cromwells, the Napoleons and the Martin Luthers didn't gain their control over men by jollying them along, by exhibiting an interest in their club doings and clapping them over the back with facetious remarks about how fit they were looking. These men of big deeds didn't find it necessary to be up on all the current musical comedies. It probably never occurred to them to care whether people spoke of them as jolly good fellows and thoroughly up-to-date or not.

All these men were thinkers and planners. They burned the midnight oil through years of tireless study. And beyond all resources of natural ability they pinned their absolute faith to downright, long-continued, relentless, hard work.

Belshazzar, King of Babylon, is an historic example of a man who never worried. Belshazzar was a mighty popular man who had great prestige with the ladies and was known among all the boys around Nineveh as "a fine old chap" and "all the goods." The responsibilities of governing his kingdom did not worry him a little bit. He was willing to let his Grand Vizier sit up nights and do all the worrying about raising money and keeping the Persians out, while he increased his personal prestige and popularity. We are all acquainted with the sad event which ended his career. One evening when he had company at supper, the Persians broke in, and all Belshazzar's prestige and popularity couldn't save him from meeting with an immediate finish.

Belshazzar was not sufficiently in earnest.

Belshazzar's theory of life was a thing that none of us can afford to pattern after. W. C. Holman.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, Oct. 19—Creamery, fresh, 27@31½c; dairy, fresh, 23@28c; poor to common, 21@22c.

Eggs—Strictly fresh candled, 28@30c; fancy, 33@35c; at mark, 26@28c.

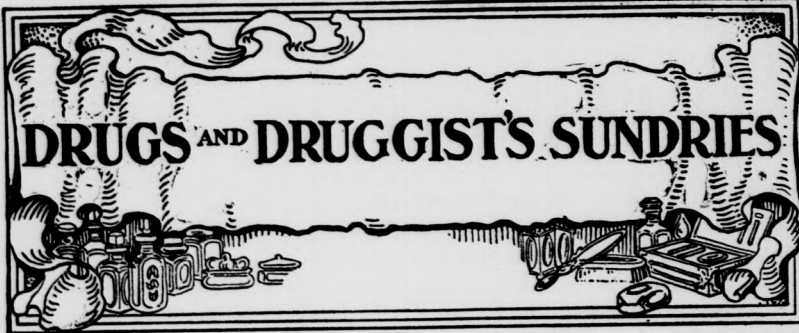
Live Poultry—Fowls, 14@15c; chickens, 14@16c; ducks, 16@18c; old cocks, 11c; geese, 12@14c; turkeys, 18@21c.

Dressed Poultry—Iced fowls, 14@15c; iced old cocks, 12c; chickens, 15@16c.

Beans—Pea, hand-picked, \$2.50; red kidney, hand-picked, \$3; white kidney, hand-picked, \$2.75@3, marrow, \$3; medium, hand-picked, \$2.50.

Potatoes—New, 45@50c per bu. Rea & Witzig.

Fancies have more to do with love-making than facts.



Michigan Board of Pharmacy.
 President—Wm. A. Dohany, Detroit.
 Secretary—Ed. J. Rodgers, Port Huron.
 Treasurer—John J. Campbell, Pigeon.
 Other Members—Will E. Collins, Owosso; John D. Muir, Grand Rapids.
 Next Meeting—Grand Rapids, Nov. 15, 16 and 17.

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.
 Next Meeting—Kalamazoo, October 4 and 5.

Michigan State Pharmaceutical Association.
 President—E. E. Calkins, Ann Arbor.
 First Vice-President—F. C. Cahow, Reading.
 Second Vice-President—W. A. Hyslop, Boyne City.
 Secretary—M. H. Goodale, Battle Creek.
 Treasurer—Willis Leisenring, Pontiac.
 Next Meeting—Battle Creek.

MICHIGAN RETAIL DRUGGISTS

Policies Outlined in Report of Executive Committee on Resolutions.

The Michigan Retail Druggists' Association in convention at Kalamazoo last week adopted the following report of the Executive Committee, with the single amendment that the date for the next meeting be approximately October 1, at Flint:

Your Committee has audited the report of the Treasurer and found it correct.

We recommend a continuance of the legislative plans as recommended at our meeting in Grand Rapids and found on pages eight and nine of the printed report.

We recommend the continuance of the same salary for the Secretary.

We recommend county and local organizations as auxiliary to this Association, and ask for volunteers in each county to organize same.

We recommend that this Association does not affiliate with any political party, but urge each individual member to use his influence with his local Senator and Representative for the good of the trade and profession and the protection of the public.

We heartily endorse the work of the Membership Committee and fully concur in their recommendations.

We endorse the work of the Dairy and Food Department and recommend the active support of the Association's members.

We recommend the following resolution:

Resolved—That whenever health and medical services, under the supervision of the Federal Government may be combined to secure greater efficiency and economy, the same shall meet with the approval of this body.

Resolved—That we are unalterably opposed to the creation of a department of health, whose official head shall be a cabinet officer, on the ground that such an organization tends to put the health, hygienic and chemical agencies of our government into politics and furnish patronage for an office holding class. We are also opposed to the creation of a bureau of health possessing loosely defined executive powers and powers enabling it to fix standards or in any way interfere with the constitutional rights reserved to the several states, under which they deal with the health problems in their own way.

Resolved—That it is the sense of this convention that the present departments and bureaus at Washington and the State and Federal courts already have ample power to deal with contagion and the pollution of streams affecting inter-state jurisdiction.

We recommend a continuance of the brotherly feeling and co-operation in the several local associations which tend to expel jealousy, and that the motto, "Live and let live," be at all times in mind.

We recommend that the next meeting of the Association be held on the proceedings of this Association be the Association shall elect.

We appoint the following as the Legislative Committee for the ensuing year:

Herman Van Allen, Ionia; F. E. Thatcher, Ravenna; A. B. Schumaker, Grand Ledge; J. D. Gilleo, Pompeii; R. W. Cochrane, Kalamazoo; J. H. Robinson, Lansing; C. S. Coon, Muskegon.

We recommend that the Secretary shall furnish bonds amounting to \$500, the expense to be paid by the Association.

Signed:

W. C. Kirchgessner,
 D. D. Alton,
 Geo. L. Davis,
 R. A. Abbott,
 J. S. Bennett,

Executive Committee.

Resolutions were adopted as follows:

Whereas—The Board of Pharmacy does not find its revenue sufficient to maintain constantly an efficient Pharmacy Inspector, be it

Resolved—That this Association recommends to the Board of Pharmacy that they secure an amendment to the pharmacy law, making the fee for the renewal of the pharmacist's certificate \$2 per year, this increased revenue being used to employ two inspectors, who shall receive salaries of not less than \$1,200 per year, nor more than \$1,500 per

year and traveling expenses. Further that we recommend that the Board of Pharmacy urge constantly the inspectors to press the enforcement of the liquor laws.

Report of the Committee on Resolutions:

Whereas—Since our last annual meeting it has pleased the Divine Architect of the Universe to remove from our members Brothers I. O. Loveland, of Muskegon, and Charles M. Johnson, of Buckley, therefore be it

Resolved—That in losing these brothers the Association feels cause to mourn and that in said loss we feel the necessity of each member renewing his efforts in order that we may in a measure take up the work made vacant by this loss, and be it further

Resolved—That a page in the print-August 15 and 16, at such place as set aside and dedicated to the memory of these brothers.

Your Committee further recommends that a rising vote of thanks be extended to the Kalamazoo local Association for the able and efficient manner in which they have provided for the entertainment of the visiting druggists at this convention, both in a business and social way, and assure them that they shall always have a warm spot in our hearts.

Milo Bolender,

D. D. Alton,

Committee on Resolutions.

What Is Success?

Real success is never reached in a single bound, yet Benjamin Franklin said that "the road to success is as easy as the road to ruin." Many an American has arisen from the bare-foot boy on the farm to the wealthy merchant, the eminent statesman, or the honored inventor.

Not all men can be successful or achieve a desired end. Circumstances over which they have no control may prevent. Remember, however, that: "Not failure, but low aim, is crime."

We should all aim high, and if we do not succeed in having our ambitions realized, it can not be said that we did not make an effort.

Seneca said: "We are sure to get the better of fortune if we do but grapple with her." In other words, the prize is to the fellow who will not be satisfied without it, and if we will strive for success hard enough we will attain it. Success is the accomplishment of that which most people think can not be done.

Webster's definition of success is prosperity. Therefore, it stands to reason that a successful man should be a prosperous man, but is it absolutely necessary for a man to be prosperous or wealthy in order to be successful?

To decide this question I submitted the following query to a number of prominent men who have achieved success, and who are known throughout the land:

"Is a man's success gauged by the wealth he accumulates, or can he be successful without accumulating wealth?"

The responses that I received in answer to my question prove conclusively that a man may be success-

ful without accumulating wealth, and that success consists of a great deal more than money making.

* * *

Charles W. Eliot, former President of Harvard University, says that: "In my opinion a man can be highly successful without accumulating wealth; hence it follows that a man's success is not to be gauged by the wealth he accumulates. A successful man, to my thinking, is one who lives an honorable, useful and independent life. With this sort of success the accumulation of riches has little to do; a man may win it whether rich or poor, or neither rich nor poor."

Admiral Robley D. Evans, U. S. N., gives his definition of a successful man as one who, having selected his life work, succeeds in that work, having done the most good for his country and his fellowmen and dies with the respect of all. The making of money, or the accumulation of money, has nothing to do with the question.

Rev. Madison C. Peters says: "The man who has no money may be poor, but the man who has nothing but money, or rather the man whom the money has, is the poorest thing in all the world. The man who has nothing but money to leave behind him should be ashamed of his life and afraid to die. Rather be a man rich than a rich man."

* * *

Dr. Orison Swett Marden, editor of Success magazine, is of the opinion that character alone constitutes success, no matter what a man's fortune, fame, or knowledge, if he can not back his specialty, whatever it may be, with a sturdy, upright, honest character, he is not a success in the truest sense of the word.

The best definition of a successful man is the following, which was given by a Kansas woman:

"He has achieved success who has lived well, laughed often and loved much; who has gained the respect of intelligent men and the love of little children; who has filled his niche, has accomplished his task, who has left the world better than he found it, whether by an improved poppy, a perfect poem, or rescued soul; who has never lacked appreciation of earth's beauty or failed to express it; who has always looked for the best in others and given the best he had; whose life was an inspiration; whose money a benediction."

R. Y. Romaine.

Don't stop with having a newspaper advertisement produced in the local paper. Have it reproduced on slips for parcel insertion and letter enclosure.

Merchants, Attention

Just Opened

Alfred Halzman Co.

Wholesale Novelties, Post Cards

BERT RICKER, Manager

A complete line of Christmas, New Year, Birthday, Comics, etc. Our stock is not rusty—it is new. Fancy Christmas Cards from \$3.50 per M. up. Write for samples or tell us to call on you any where in the state.

We are located opposite Union Station and fill mail orders promptly. Our prices will interest you—ask for them.

Citx. Phone 6238
 Bell Phone 3690

42-44 South Ionia Street
 Grand Rapids, Mich.

WHOLESALE DRUG PRICE CURRENT

Table listing various drugs and their prices, including categories like Acidum, Ammonia, Aniline, Baccas, Balsamum, Cortex, Extractum, Flora, Gummi, Herba, Magnesia, and Oleum.

Table listing various drugs and their prices, including categories like Lupulin, Macis, Magnesia, Mannia, Menthol, Morphia, Myrica, Nux Vomica, Opil, Potassa, Quina, and Rubia.

HOLIDAY GOODS
Druggists' Sundries
Books Stationery
Sporting Goods

OUR line of samples for Holiday Season are now on display in Manufacturers Building, Ionia street, upon the second floor. Please write or telephone us and arrange for such a time as suits your convenience, and allow us to say that the earlier we can have your order the better we can serve you.

Our stock is larger and better selected than ever before.

Yours truly,
Hazeltine & Perkins Drug Co.,
Grand Rapids, Mich.

LaBelle Moistener and Letter Sealer

For Sealing Letters, Affixing Stamps and General Use

Simplest, cleanest and most convenient device of its kind on the market.

You can seal 2,000 letters an hour. Filled with water it will last several days and is always ready.

Price, 75c Postpaid to Your Address

TRADESMAN COMPANY GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

Index to Markets By Columns

Table listing market categories A through Y, including items like Ammonia, Axle Grease, Baked Beans, Broom, Candles, etc.

Table 1: ARCTIC AMMONIA, AXLE GREASE, BAKED BEANS, BATH BRICK, BLUING, BROOMS, BRUSHES, STOVE, SHOE, BUTTER COLOR, CANDLES, CANNED GOODS, CARBON OILS, CEREALS, CHEESE, etc.

Table 2: OYSTERS, PLUMS, PEAS, PEACHES, PINEAPPLE, PUMPKIN, RASPBERRIES, SALMON, SARDINES, SHRIMPS, SUCCOTASH, STRAWBERRIES, TOMATOES, CARBON OILS, CEREALS, CHEESE, etc.

Table 3: LIMBURGER, CHEWING GUM, CHICORY, CHOCOLATE, CIDER, SWEET, COCOA, COCONUT, COFFEE, SANTOS, GUATEMALA, AFRICAN, ARABIAN, NEW YORK BASTS, CRACKERS, SWEET GOODS, etc.

Table 4: COCONUT BRITTLE CAKE, COCONUT TAFFY BAR, COCONUT BAR, COCONUT DROPS, COCONUT MACAROONS, COCONUT HONEY CAKE, COCONUT HON FINGERS, COCONUT HON JUMBLES, CRUMPETS, DINNER BISCUIT, DIXIE SUGAR COOKIE, FAMILY COOKIE, FIG CAKE ASSORTED, FIG NEWTONS, FLORABEL CAKE, FLUTED COCONUT BAR, FROSTED CREAMS, FROSTED GINGER COOKIE, FROSTED HONEY CAKE, GINGER GEMS, GINGER GEMS ICED, GRAHAM CRACKERS, GINGER SNAPS FAMILY, GINGER SNAPS N. B. C., HONEY CAKE, HONEY FINGERS, HONEY JUMBLES, HOUSEHOLD COOKIES, HOUSEHOLD COOKIES ICED, IMPERIAL, JERSEY LUNCH, JUBILEE MIXED, KREAM KLIPS, LADDIE, LEMON GEMS, LEMON BISCUIT SQUARE, LEMON WAFER, LEMONA, MARY ANN, MARSHMALLOW WALNUTS, MOLASSES CAKES, MOLASSES CAKES ICED, MOLASSES FRUIT COOKIES, MOTTLED SQUARE, NABOB JUMBLES, OATMEAL CRACKERS, ORANGE GEMS, PENNY ASSORTED, PEANUT GEMS, PRETZELS, HAND MD., PRETZELLES, HAND MD., PRETZELLES, MAC. MD., RAISIN COOKIES, REVERE ASSORTED, RITTENHOUSE FRUIT BISCUIT, RUBE, SCALLOPED GEMS, SCOTCH COOKIES, SPICED CURRANT CAKE, SUGAR FINGERS, SULTANA FRUIT BISCUIT, SPICED GINGER CAKE, SPICED GINGER CAKE ICD, SUGAR CAKES, SUGAR SQUARES, LARGE OR SMALL, SUNNYSIDE JUMBLES, SUPERBA, SPONGE LADY FINGERS, SUGAR CRIMP, VANILLA WAFERS, WAVERLY, etc.

Table 5: CHAMPAGNE WAFER, SORBETTO, NABISCO, FANTINO, BENT'S WATER CRACKERS, CREAM TARTAR, DRIED FRUITS, APRICOTS, CITRUS, CURRANTS, RAISINS, CALIFORNIA PRUNES, FARINACEOUS GOODS, BEANS, FARINA, HOMOINY, MACCARRONI AND VERMICELLI, PEARL BARLEY, PEAS, SAGE, TAPIOCA, FLAVORING EXTRACTS, COLEMAN VANILLA, GRAIN BAGS, GRAIN AND FLOUR, WHEAT, WINTER WHEAT FLOUR, LOCAL BRANDS, LEMON & WHEELER CO., QUAKER, WYKES & CO., ECLIPSE, etc.

6	7	8	9	10	11
<p>Lemon & Wheeler Co. White Star, 1/2 cloth 6 10 White Star, 1/4 cloth 6 00 White Star, 1/8 cloth 5 90</p> <p>Worden Grocer Co. American Eagle 1/2 ch 6 10 Grand Rapids Grain & Milling Co. Brands Purity, Patent 5 60 Seal of Minnesota 5 20 Wizard Flour 5 20 Wizard Graham 5 20 Wizard Bran Meal 3 90 Wizard Buckwheat 5 50 Rye 4 80</p> <p>Spring Wheat Flour Roy Baker's Brand Golden Horn, family 5 90 Golden Horn, bakers 5 80 Wisconsin Rye 4 40 Judson Grocer Co.'s Brand Ceresota, 1/2 6 80 Ceresota, 1/4 6 70 Ceresota, 1/8 6 60</p> <p>Lemon & Wheeler's Brand Wingold, 1/2 6 75 Wingold, 1/4 6 65 Wingold, 1/8 6 55</p> <p>Worden Grocer Co.'s Brand Laurel, 1/2 cloth 6 20 Laurel, 1/4 cloth 6 10 Laurel, 1/8 cloth 6 00 Voigt Milling Co.'s Brand Voigt's Crescent 5 60 Voigt's Flour 5 60 Voigt's Hygienic 5 00 Graham 5 80 Voigt's Royal 5 80</p> <p>Wykes & Co. Sleepy Eye, 1/2 cloth 6 50 Sleepy Eye, 1/4 cloth 6 40 Sleepy Eye, 1/8 cloth 6 30 Sleepy Eye, 1/2 paper 6 30 Sleepy Eye, 1/4 paper 6 30 Sleepy Eye, 1/8 paper 6 30</p> <p>Watson & Frost Co. Perfection Flour 5 60 Tiv Top Flour 5 20 Golden Sheaf Flour 4 75 Marshall's Best Flour 5 90 Perfection Buckwheat 2 50 Tip Top Buckwheat 2 40 Badger Dairy Feed 24 00 Alfalfa Horse Feed 28 00 Kafir Corn 1 90 Hoyle Scratch Feed 1 65</p> <p>Meal Boiled 3 70 Golden Granulated 3 90 St. Car Feed screened 27 00 No. 1 Corn and Oats 27 00 Corn, cracked 26 00 Corn Meal, coarse 26 00 Winter Wheat Bran 25 00 Middlings 28 00 Buffalo Gluten Feed 33 00 Dairy Feeds Wykes & Co. O P Linsed Meal 35 00 O P Laxo-Cake-Meal 33 00 Cottonseed Meal 34 50 Gluten Feed 28 50 Brewers' Grains 28 00 Hammond Dairy Feed 24 00 Alfalfa Meal 25 00</p> <p>Oats Michigan carlots 38 Less than carlots 40</p> <p>Corn Carlots 65 Less than carlots 68</p> <p>Hay Carlots 17 Less than carlots 18</p> <p>MAPLEINE 2 oz. bottles, per doz. 3 00</p> <p>MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Good 22 Fair 20</p> <p>MINCE MEAT Half barrels 2c extra Per case 2 85</p> <p>MUSTARD 1/2 lb. 6 lb. box 18</p> <p>OLIVES Bulk, 1 gal. kegs 10@120 Bulk, 2 gal. kegs 95@105 Bulk, 5 gal. kegs 90@100 Stuffed, 5 oz. 90 Stuffed, 8 oz. 1 35 Stuffed, 14 oz. 2 25 Pitted (not stuffed) 14 oz. 2 25 Manzanilla, 8 oz. 90 Lunch, 10 oz. 1 35 Lunch, 16 oz. 2 25 Queen, Mammoth, 19 oz. 3 75 Queen, Mammoth, 28 oz. 5 25 Olive Chow, 2 doz. cs, per doz. 2 25 Hardwood Tooth Picks 2 00 Ideal 85</p> <p>PICKLES Medium Barrels, 1,200 count 7 50 Half bbls., 600 count 4 50 5 gallon kegs 2 25</p> <p>Small Barrels 9 00 Half barrels 5 25 5 gallon kegs 1 90</p> <p>Gherkins Barrels 11 00 Half barrels 5 00 5 gallon kegs 2 75</p> <p>Sweet Small Barrels 13 50 Half barrels 7 50 5 gallon kegs 3 00</p>	<p>POTASH Rabbitt's 4 00</p> <p>PROVISIONS Barreled Pork Clear Back 24 00 Short Cut 23 75 Short Cut Clear 23 75 Bean 23 00 Brisket, Clear 25 00 Pig 23 00 Clear Family 26 00</p> <p>Dry Salt Meats S P Bellies 16</p> <p>Lard Pure in tiers 14 1/2 Compound Lard 11 1/2 40 lb. tubs, advance 7 1/2 50 lb. tubs, advance 7 1/2 20 lb. tins, advance 7 1/2 10 lb. pails, advance 7 1/2 5 lb. pails, advance 7 1/2 3 lb. pails, advance 7 1/2</p> <p>Smoked Meats 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 15 Boiled Ham 22 Berlin Ham, pressed 11 Minced Ham 11 Bacon 21</p> <p>Sausages Bologna 9 Liver 5 Frankfort 10 1/2 Pork 11 Veal 11 Tongue 11 Headcheese 9</p> <p>Beef Boneless 14 00 Rump, new 14 00</p> <p>Pig's Feet 1/2 bbls. 1 00 1/4 bbls., 40 lbs. 2 00 1/2 bbls. 4 00 1 bbl. 9 00</p> <p>Tripe Kits, 15 lbs. 80 1/2 bbls., 40 lbs. 1 60 1/4 bbls., 80 lbs. 3 00</p> <p>Casings Hogs, per lb. 32 Beef, rounds, set 25 Beef, middles, set 80 Sheep, per bundle 90</p> <p>Uncolored Butterine Solid dairy 10 @ 12 Country Rolls 10 1/2 @ 16 1/2</p> <p>Canned Meats Corned beef, 2 lb. 3 20 Corned beef, 1 lb. 1 80 Roast beef, 2 lb. 3 20 Roast beef, 1 lb. 1 80</p> <p>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</p> <p>RICE Fancy 7 @ 7 1/2 Japan 5 1/2 @ 6 1/2 Broken 3 1/2 @ 3 1/2</p> <p>SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 50 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</p> <p>SALERATUS 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 3/4 3 00</p> <p>SAL SODA Granulated, bbls. 80 Granulated, 100 lbs. ca. 90 Lump, bbls. 80 Lump, 145 lb. kegs 9</p> <p>SALT Common Grades 100 3/4 lb. sacks 2 40 60 5 lb. sacks 2 25 28 10 1/2 lb. sacks 2 10 56 lb. sacks 32 28 lb. sacks 17</p> <p>Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20</p> <p>Solar Rock 56 lb. sacks 24</p> <p>Common Granulated, fine 90 Medium, fine 95</p> <p>SALT FISH Cod Large whole @ 7 Small whole @ 6 1/2 Strips or bricks 7 1/2 @ 10 1/2 Pollock @ 5</p> <p>Halibut Strips 15 Thunks 16</p> <p>Holland Herring Y. M. wh. hoop, bbls. 10 00 Y. M. wh. hoops 1/2 bbl. 5 25 Y. M. wh. hoops, kegs 65 Y. M. wh. hoop Milchers kegs 75 Queen, bbls. 9 00 Queen, 1/2 bbls. 4 75 Queen, kegs 55</p> <p>Trout No. 1, 100 lbs. 7 50 No. 1, 40 lbs. 3 25 No. 1, 10 lbs. 90 No. 1, 8 lbs. 75</p>	<p>Mackerel Mess. 40 lbs. 6 60 Mess. 10 lbs. 1 75</p> <p>No. 1, 100 lbs. 14 00 No. 1, 40 lbs. 6 00 No. 1, 10 lbs. 1 60 No. 1, 8 lbs. 1 30</p> <p>Whitefish No. 1, No. 2 Fam. 00 lbs. 9 75 3 50 50 lbs. 5 25 1 90 10 lbs. 1 12 55 8 lbs. 92 48</p> <p>SHOE BLACKING Handy Box, large 3 dz 2 50 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85</p> <p>SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars 43</p> <p>SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 Soz 2 80 Dusky D'nd 100 6 oz 3 80 Jap Rose, 50 bars 3 60 Savon Imperial 3 00 White Russian 3 60 Dome, oval bars 3 00 Satinet, oval 2 70 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox 3 50 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 50</p> <p>Lautz Bros. & Co. 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 85 German Mottled 3 35 German Mottled, 5 bxs 3 30 German Mottled, 10bxs 3 25 German Mottled, 25bxs 3 20 Marseilles, 100 cakes 6 00 Marseilles, 100 cks 5c 4 00 Marseilles, 100 ck toil 4 00 Marseilles, 1/2xk toilet 2 10</p> <p>A. B. Wrisley Good Cheer 4 00 Old Country 3 40</p> <p>Soap Powders Snow Boy, 24 lbs. 4 00 Snow Boy, 60 5c 2 40 Snow Boy, 30 10c 2 40 Glow Dust, 24 large 4 50 Glow Dust, 100 5c 4 00 Kirkoline, 24 lb. 3 80 Pearline 3 75 Seapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80</p> <p>Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 30 Rub-No-More 3 85</p> <p>Enoch Scouring 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</p> <p>SODA Boxes 5 1/2 Kegs, English 4 1/2</p> <p>SPICES Whole Spices Allspice, Jamaica 13 Allspice large Garden 11 Cloves, Zanzibar 16 Cassia, Canton 14 Cassia, 5c pkf. doz. 25 Ginger, African 9 1/2 Ginger, Cochin 14 1/2 Mace, Penang 50 Mixed, No. 1 16 1/2 Mixed, No. 2 10 Mixed, 5c pkgs, doz. 45 Nutmegs, 75-80 25 Nutmegs, 105-110 20 Pepper, Black 14 Pepper, White 25 Pepper, Cayenne 22 Paprika, Hungarian 22</p> <p>Pure Ground in Bulk Allspice, Jamaica 12 Cloves, Zanzibar 22 Cassia, Canton 12 Ginger, African 12 Mace, Penang 55 Nutmegs, 75-80 35 Pepper, Black 11 1/2 Pepper, White 18 Pepper, Cayenne 16 Paprika, Hungarian 38</p> <p>STARCH Corn Kingsford, 40 lbs. 7 1/2 Muzzy, 20 lb. pkgs. 5 1/2 Muzzy, 40 lb. pkgs. 5</p> <p>Gloss Kingsford Silver Gloss, 40 lbs. 7 1/2 Silver Gloss, 16 lbs. 6 1/2 Silver Gloss, 12 lbs. 8 1/2</p> <p>Muzzy 48 lb. packages 5 16 lb. packages 4 7/8 6 lb. packages 6 50 lb. boxes 2 1/2</p> <p>SYRUPS Corn Barrels 27 Half barrels 29 20lb. cans 1/2 dz. in cs. 1 75</p>	<p>10lb. cans, 1/2 dz. in cs. 1 65 5lb. cans, 2 dz. in cs. 1 75 2 1/2 lb. cans, 2 dz. in cs. 1 80</p> <p>Pure Cane Fair 16 Good 20 Choice 25</p> <p>TEA Japan 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 @ 13 Fannings 14 @ 15</p> <p>Gunpowder Moyune, medium 23 Moyune, choice 28 Moyune, fancy 40 @ 45 Pingsuey, medium 25 @ 28 Pingsuey, choice 30 Pingsuey, fancy 40 @ 45</p> <p>Young Hyson Choice 30 Fancy 40 @ 50</p> <p>oolong Formosa, fancy 45 @ 60 Amoy, medium 25 Amoy, choice 32</p> <p>English Breakfast Medium 25 Choice 30 Fancy 40 @ 45</p> <p>India Ceylon, choice 30 @ 35 Fancy 45 @ 50</p> <p>TOBACCO Fine Cut Blot 1 45 Hiawatha, 16 oz. 60 Hiawatha, 1 oz. 55 No Limit, 7 oz. 1 65 No Limit, 14 oz. 3 15 Ojibwa, 16 oz. 40 Ojibwa, 5c pkg. 1 85 Ojibwa, 5c 47 Petoskey Chief, 7 oz. 1 85 Petoskey Chief, 14 oz. 3 70 Sterling Dark, 5c 5 76 Sweet Cuba, 5c 5 60 Sweet Cuba, 10c 11 10 Sweet Cuba, 1 lb. 5 00 Sweet Cuba, 16 oz. 4 20 Sweet Cuba, 1/2 lb. 2 10 Sweet Burley, 5c 5 76 Sweet Burley, 1/2 gr. 5 70 Sweet Burley, 2 1/2 lb. cs 4 00 Tiger, 1/2 gross 6 00 Tiger, 5c tins 5 50 Uncle Daniel, 1 lb. 60 Uncle Daniel, 1 oz. 5 22</p> <p>Plug Am. Navy, 15 oz. 27 Drummond, Nat Leaf, 2 & 5 lb. 60 Drummond Nat. Leaf per doz. 95 Battle Ax 37 Bracer 37 Big Four 31 Boot Jack 86 Bullion, 16 oz. 46 Climax Golden Twins 43 Days Work 37 Derby 28 5 Bros. 63 Gilt Edge 48 Gold Rope, 7 to lb. 58 Gold Rope, 14 to lb. 58 G. O. P. 32 Granger Twist 46 G. T. W. 36 Horse Shoe 43 Honey Dip Twist 45 Jolly Tar 40 J. T., 8 oz. 35 Keystone Twist 46 Kismet 48 Nobby Spun Roll 58 Parrot 28 Peachey 40 Picnic Twist 45 Piper Heidsick 69 Redcut, 1 1/2 oz. 38 Red Lion 30 Sherry Cobber, 10 oz. 26 Spear Head, 12 oz. 44 Spear Head, 14 1/2 oz. 44 Spear Head, 7 oz. 47 Square Deal 28 Star 43 Standard Navy 37 Ten Penny 28 Town Talk 14 oz. 30 Yankee Girl 32</p> <p>TWINE Cotton, 3 ply 24 Cotton, 4 ply 24 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium N 24 Wool, 1 lb. balls 24</p> <p>VINEGAR State Seal 13 Oakland apple cider 14 Morgan's Old Process 14 Barrels free.</p> <p>WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75</p> <p>WOODENWARE Baskets Bushels, wide band 1 00 Bushels, wide band 1 15 Market 40 Splint, large 3 50 Splint, medium 3 00</p>	<p>Splint, small 2 75 Willow, clothes, large 8 20 Willow, clothes, med 7 20 Willow 6 20</p> <p>Butter Plates Wire End or Ovals 1/2 lb., 250 in crate 30 1 lb., 250 in crate 30 1 lb., 250 in crate 30 5 lb., 250 in crate 40 5 lb., 250 in crate 50</p> <p>Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55</p> <p>Clothes Pins Round Head 4 inch, 5 gross 50 4 1/2 inch, 5 gross 55 Cartons, 20 2 1/2 doz. bxs. 60</p> <p>Egg Crates and Fillers Humpty Dumpty, 12 dz. 20 No. 1 complete 40 No. 2 complete 23 Case No. 2 fillers 15 sets 1 35 Case, medium, 12 sets 1 18</p> <p>Faucets Cork, line, 3 in. 70 Cork lined, 9 in. 80 Cork lined, 10 in. 90</p> <p>Mop Sticks Trojan spring 90 Eclipse patent spring 85 No. 1 common 80 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 85</p> <p>Pails 2-hoop Standard 2 00 3-hoop Standard 2 35 2-wire Cable 2 10 3-wire Cable 2 80 Cedar, all red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70</p> <p>Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50</p> <p>Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Rat, wood 80 Rat, spring 75</p> <p>Tubs 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</p> <p>Washboards 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 3 40 Good Luck 2 75 Universal 3 00</p> <p>Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 20</p> <p>Wood Bowls 13 in. Butter 1 50 15 in. Butter 2 25 17 in. Butter 2 50 19 in. Butter 4 90 Assorted, 13-15-17 3 00 Assorted, 15-17-19 4 25</p> <p>WRAPPING PAPER 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 c't 12 Wax Butter, full count 20 Wax Butter, rolls 19</p> <p>YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Least Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 50 Yeast Foam, 1 1/2 doz. 58</p> <p>FRESH FISH Per lb. Whitefish, Jumbo 16 Whitefish, No. 1 12 Fruit 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 15 Finnan Haddie Roe Shad Shad Roe, each Speckled Bass 3 1/2</p> <p>HIDES AND PELTS 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</p>	<p>Calfskin, cured, No. 1 14 Calfskin, cured, No. 2 14 1/2</p> <p>Wool Lambs 50 @ 75 Shearings 40 @ 65</p> <p>Fallow No. 1 5 No. 2 5</p> <p>Wool Unwashed, med. 20 Unwashed, fine 23 Standard Twist 5</p> <p>Cases Jumbo, 32 lb. 1 1/2 Extra H H 10 Boston Cream 13 Big stick, 30 lb. case 8</p> <p>Mixed Candy Grocers 6 1/2 Competition 7 Special 8 Conserve 7 1/2 Royal 13 Ribbon 10 Broken 8 Cut Leaf 8 1/2 Leader 8 Kindergarten 10 French Cream 9 Star 11 Hand Made Cream 16 Premio Cream mixed 14 Paris Cream Bon Bons 16</p> <p>Fancy-in Pails Gypsy Hearts 14 Coco Bon Bons 14 Fudge Squares 13 Peanut Squares 9 Sugared Peanuts 13 Salted Peanuts 13 Starlight Kisses 13 San Blas Goodies 11 Lozenges, plain 10 Lozenges, printed 13 Champion Chocolate 13 Eclipse Chocolate 14 Bureka Chocolate 14 Quintette Chocolate 14 Champion Gum Drops 1 Moss Drops 16 Lemon Sours 16 Imperial 1 Ital. Cream Opera 11 Ital. Cream Bon Bons 11 Golden Waffles 11 Red Rose Gum Drops 16 Auto Bubbles 11</p> <p>Fancy-in 5lb. Boxes Old Fashioned Molasses 10lb. bx 1 24 Orange Lilies 59 Lemon Sours 66 Old Fashioned Horehound drops 66 Peppermint Drops 66 Champion Choc. Drops 66 H. M. Choc. Drops 10 H. M. Choc. Lt. and Dark No. 13 1 1 Bitter Sweets, asstd. 63 Brilliant Gums, Cryst. 63 A. A. Licorice Drops 50 Lozenges, printed 65 Lozenges, plain 66 Imperial 66 Mottos 66 Cream Bar 66 G. M. Peanut Bar 66 Hand Made Crms 66 Cream Wafers 66 String Rock 66 Wintergreen Berries 66 Old Time Assorted 3 75 Buster Brown Good 3 50 Up-to-date Assort'd 3 75 Ten Strike No. 1 6 00 Ten Strike No. 2 6 00 Ten Strike, Summer assortment 6 75 Scientific Ass't. 18 00</p> <p>Pop Corn Cracker Jack 3 25 Giggles, 5c pkg. cs 3 50 Pop Corn Balls 200s 1 25 Azulikit 100s 3 25 Oh My 100s 3 50</p> <p>Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25</p> <p>NUTS—Whole Almonds, Tarragona 16 Almonds, Drake 15 Almonds, California sft. shell 12 @ 13 Brazil 12 @ 13 Filberts 12 @ 13 Cal. No. 1 11 1/2 Walnuts, soft shell 15 @ 16 Walnuts, Marbot 15 Table nuts, fancy 13 @ 12 1/2 Pecans, Med. 12 Pecans, ex. large 14 Pecans, Jumbos 16 Hickory Nuts per bu. Ohio, new Cocconuts, New York Chestnuts, New York State, per bu.</p> <p>Shelled Spanish Peanuts 9 Pecan Halves 36 @ 35 Walnut Halves 36 @ 35 Filbert Meats 37 Alicante Almonds 42 Jordan Almonds 47</p> <p>Peanuts Fancy H P Suns 7 1/2 Roasted 7 1/2 Choice, H. P. Jumbo 8</p>

GO!

The 1910 holiday season is "off." Among retailers of Christmas wares from ocean to ocean the yearly issues of our "Santa Claus" catalogue has come to be the pistol shot which signals the season's start.

For months *your* holiday goods have been stored up in our warehouses waiting for you—leaving your space and your money free for goods that sell from day to day.

Now the time has come to BUY.

Today, after three months of unprecedented business, our holiday stocks are in top of condition. Every novelty is in place, the gaps are all filled, stocks are mountainous.

Now the "rush" begins. As soon as this book is delivered, a flood of orders will pour in to our four houses from merchants in every township in the United States.

For your profit's sake—be wise. Act today. Send for this book and let it help you get your share of the best business of all the year.

Ask for No. F. F. 838.

BUTLER BROTHERS

Exclusive Wholesalers of General Merchandise

New York, Chicago, St. Louis, Minneapolis

Sample Houses: Baltimore, Cincinnati, Dallas, Kansas City, Milwaukee, Omaha
San Francisco, Seattle

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 2 50
1/2 lb. cans 2 90
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 \$ 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. pint mason jar 85

CIGARS

Johnson Cigar Co.'s Brand



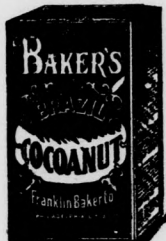
S. C. W., 1,000 lots \$1
El Portana 33
Evening Press 32
Exemplar 32

Worden Grocer Co. Brand

Ben Hur 35
Perfection 35
Perfection Extras 35
Londres 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
36 10c pkgs., per case 2 60
16 10c and 38 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
Chunks 7 @ 7 1/2
Plates 5 @ 5
Livers 5 @ 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 35
70ft. 1 60

Cotton Windsor
50ft. 1 30
60ft. 1 44
70ft. 1 80
80ft. 2 00

Cotton Braided
50ft. 1 35
40ft. 95
60ft. 1 65

Galvanized Wire
No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE
Roasted
Dwinell-Wright Co.'s B'ds.



White House, 1lb.
White House, 2lb.
Excelsior, Blend, 1lb.
Excelsior, Blend, 2lb.
Tip Top, Blend, 1lb.
Royal Blend
Royal High Grade
Superior Blend
Boston Combination

Distributed by Judson Grocer Co., Grand Rapids; Lee & Cady, Detroit; Symons Bros. & Co., Saginaw; Brown, Davis & Warner, Jackson; Godsmark, Durand & Co., Battle Creek; Fielbach 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

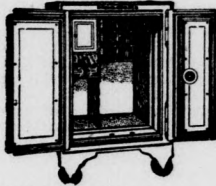
Cotton Lines
No. 1, 10 feet 5
No. 2, 15 feet 7
No. 3, 15 feet 9
No. 4, 15 feet 10
No. 5, 15 feet 11
No. 6, 15 feet 12
No. 7, 15 feet 15
No. 8, 15 feet 18
No. 9, 15 feet 20

Linen Lines
Small 20
Medium 26
Large 34

Poles
Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE
Cox's, 1 doz. Large ..1 80
Cox's, 1 doz. Small ..1 00
Knox's Sparkling, doz. 1 25
Knox's Sparkling, gr. 14 00
Nelson's 1 50
Knox's Acidu'd. doz. ..1 25
Oxford 75
Plymouth Book 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.

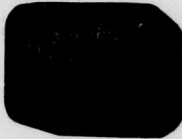
SOAP

Beaver Soap Co.'s Brand



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 85
50 cakes, small size..1 95

Tradesman Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company
Grand Rapids, Mich.

Business-Wants Department

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale—Grocery stock with fixtures. Stock about fifteen hundred, fixtures, five. Rent reasonable. Store well located, does a good business and is well thought of. Business is well established. Stock is clean, no chance to take. Its a sure thing. Nice town, well located. For sale at a bargain, on account of other business. Address J. A. Rose, Ovid, Mich. 976

For Sale—Half interest in an established shoe store in best city in the Northwest. Monthly payroll over \$1,000. Party purchasing to take the entire management of business. About \$6,500 required. Address No. 975, care Tradesman. 975

Bring Something to Pass

Mr. Merchant! Turn over your "left overs." Build up your business. Don't sacrifice the cream of your stock in a special sale. Use the plan that brings all the prospective buyers in face to face competition and gets results. I personally conduct my sales and guarantee my work. Write me. JOHN C. GIBBS, Auctioneer, Mt. Union, Ia.

Merchants Attention—This is a chance you don't often get. To buy a first-class, up-to-date stock of goods in a first-class town (manufacturing and farming combined). Best paper mill in the State. The Judson Grocer Co., the Vicksburg Clothing Mfg. Co., and others all employing from 500 to 600 persons and surrounded by the best farming lands in Michigan, two track lines of railroad and lots of other good features. This store is owned and operated by J. A. Richardson, also manager of the Vicksburg Clo. Mfg. Co., maker of the Richardson garment. The reason for selling is that we can't handle both so will sell the store. Also have a branch store in Kalamazoo handling our line of the Richardson garments and shoes. Both stores for sale. J. A. Richardson, Vicksburg, Mich. 974

For Sale—Drug store in Northern Michigan town of 650 population. Doing good business, invoices \$1,400. Good farming country, also lumbering. Address Drug, care Tradesman. 972

At Battle Creek, Mich.—My finely located apartment building, 8 large and small apartments; hot water heating plant all modern conveniences, might take other property part payment; reason, ill health. G. W. Buckley, Battle Creek. 971

For Sale—An up-to-date shoe stock, fixtures and lease. Best location in San Antonio, Texas. Stock in first-class condition. Address Katzenstein Shoe Co., Pine Bluff, Ark. 970

For Sale—Restaurant, bakery and ice cream parlor. Fine location, good business. Owner has other business. \$800 takes it. For particulars address Ira Null, Prophetstown, Ill. 969

For Sale—Cash or part trade, finest millinery store. Best location in Denver, Colorado, for unnumbered Detroit or Ann Arbor property. Box 109, Denver, Colo. 968

The Comstock-Gusier Co.

Merchandise Sale Specialists

Stocks reduced at a profit, or entirely closed out. Results that always please. Highest references as to character of work.
907 Ohio Building Toledo, Ohio

For Rent—Two-story business building, 36x140, suitable for wholesale or department store, in thriving town; correspondence solicited. Box 77, Phillipsburg, Pa. 967

For Sale—Only bakery in town of 3,000 Good chance for Swedish baker. Julius Manz, Box 482, Geneva, Ill. 966

Half Price—Only bakery, with restaurant in connection, in town of 2,000, Colorado, taken under mortgage. Was a money maker; owner broke speculating. \$600 gets it; terms to responsible party. Fine location. Address Box 6, Loomis, Neb. 965

For Sale, Cheap—Hotel, barn in connection, furniture and fixtures and lease. Doing good business in good location. Address 402 North Mitchell St., Cadillac, Mich. 964

For Sale—Two lots and hotel, ideal surroundings; want to sell at once. Write to Martin Hanson, 643 3rd St., Grand Rapids, Wis. 963

Wanted—Manufacturing company to manufacture Patent No. 963 40F shell remover for hard or half-boiled eggs, by means of compressed air. To be manufactured on a royalty basis. Anton Uhlir, Charleston, W. Va. 977

For Sale or Trade—For a stock of hardware, harness, shoes or other merchandise, a good eighty-acre farm, only two and a half miles from Kalamazoo, on a main road and near fine suburban village. A. B. Post, Kalamazoo, Mich. 979

For Sale Cheap—Owing to ill health, will sell good stock of hardware, situated in one of the best locations in Michigan. Address P, care Michigan Tradesman. 980

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. 976

Wanted—Premium users to send for cuts and prices of the best and cheapest rocking chairs on the market. Our factory prices save you 25 per cent. Ohio Chair Co., 26 Fourth St., Williamsburg, O. 956

For Sale—Best paying cash department store in Southern Michigan town of 15,000. Address No. 959, care Michigan Tradesman. 959

For Sale—Sporting goods, bicycle and talking machine business, doing \$12,000 per year; present stock about \$7,000. Further particulars address C. A. Fenn, Bloomington, Ill. 960

DEAD

"Yet shall he live again."

Your "spiritual adviser" quotes that at all funerals. If you have a dead business and want it to live again, let me put on for you my Combination Sale. It will sell your merchandise at a profit. Write at once for particulars and state the amount of stock you carry.

G. B. JOHNS, Auctioneer, 1341 Warren Ave. West Detroit, Mich.

For Sale—Furniture store in one of best little towns in Michigan. No opposition. Good opening for undertaker. Proprietor wishes to retire. Address J, care Tradesman. 953

For Sale—Old-established ladies' furnishings and fancy goods business in live manufacturing town. Must sell on account of health. Address No. 949, care Tradesman. 949

For Sale—Box factory, two-story brick building, newest, best economically equipped machinery, on railroad, 1 acre land, handy to connect lumber yard, planing mill, barrel factory. The best field in Pittsburg for business, 75 men working now, enough orders. Long sickness, reason for selling. Bargain, easy terms. Call owner, Jos. Exler, 300 Grant St., Pittsburg, Pa. 948

For Sale—Grocery and market in growing town 10 miles from Chicago. Best location in town, low rent, doing a good paying business. Owner retiring. Address No. 947, care Tradesman. 947

For Sale—Two 8 foot plate glass, oak frame, electric lighted showcases. Three 8 foot, oak, wall hat cases, with sliding glass doors. One outside marble base, electric lighted display case. One triple mirror, one 20 foot oak counter. All in good condition. Will sell any one or all. Gannon-Paine Co., 84 Monroe St., Grand Rapids, Mich. 946

For Sale—21,000 acres Virgin timberland in Northern Louisiana, will cut 7,000 feet per acre; 40% white oak, 20% red oak, 40% red gum. One railroad runs through the land and another 3 1/2 miles west of it. The land is suitable for raising cotton, corn, oats, rice, etc. Price \$12 per acre; 1/4 cash, balance on reasonable terms. Address Max Fleischer, 258 Lewis St., Memphis, Tenn. 944

For Sale—Variety store in good location, stock about \$1,000 or \$1,200. My reason for selling is that I am going to pay strict attention to my hardware business. Enquire of E. W. Kierst, 819 Chisholm St., Alpena, Mich. 943

Sixty acre fruit farm, 50 apple trees, blackberries, gooseberries, currants, etc. 500 peach, 500 pear, 2,000 grape vines. First-class buildings, fine lawn, 1/4 mile from interurban road at Walker station, eight minutes ride from city limits. Address the owner, A. A. Wilson, Grand Rapids, Mich. R. 13, Phone 4945 3 rings. 942

Want Ads. continued on next page.

NEW YORK MARKET.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Oct. 17—The week opens with spot coffee about as quiet as any article in the grocery list of staples. Distributors seem to be agreed not to take supplies much ahead and the situation is somewhat of a waiting one. At the close Rio No. 7 is worth in an invoice way 10 $\frac{3}{8}$ @11c. In store and afloat there are 2,818,411 bags, against 3,836,229 bags at the same time last year. Milds, in sympathy with Brazilians, are moving in a very limited channel, although quotations are very firmly sustained. Good Cucuta, 12 $\frac{3}{4}$ c.

Teas are steady. Holders are firm in their views and certainly everything seems to favor the seller in the way of supplies here and on the way and the statistical position generally. The buyer of teas who expects to pick up desirable bargains will have to do a good deal of searching.

It is uncertain to what low point granulated sugar will go, and the article is watched with a good deal of interest. Refiners are trying to rid themselves of stocks before the beet crop comes in and a further decline will occasion no surprise. It seems rather queer to the consumer to read of any decline in the cost of living, and he rejoices accordingly.

Buyers of rice have been taking the smallest possible amounts and seem to take very little stock in the cry of higher prices which has been raised. Millers seem to be fairly well satisfied with the outlook, but it is rather early to prophesy results. Prime to choice domestic, 5@5 $\frac{3}{4}$ c.

Pepper is the most interesting article in the spice market and with comparatively moderate stocks here and on the way, sellers are firm. All kinds of spices show improvement and this is likely to continue with the approaching colder weather.

Molasses shows a very little improvement, but every little helps. The range of values is without change and stocks are apparently sufficient for all requirements. Syrups are entirely unchanged.

In canned goods we have to report a very moderate movement in tomatoes, notwithstanding the reports of very short crops or, rather short pack (although both go together). Most of the business at this writing consists of deliveries on previous contracts and there is little new trade being done. Packers are very firm and will not make any concession. They are erecting no bargain counters and believe that buyers will have to pay the full price. Standard 3's are generally held at 75c f. o. b. Baltimore, and goods for less than this are hardly expected to be full standard—at least not always. Corn is very firm and it is obvious that there will be a shortage of considerable size. Peas are pretty well cleaned up and other goods, too, are in rather limited supply, such goods as pumpkin and squash.

Butter is steady for top grades. Creamery specials are quoted at 32c;

extras, 30 $\frac{1}{2}$ @31c; firsts, 27@29c; imitation creamery, 24@25c; factory, June, 23@24c; current make, 22 $\frac{1}{2}$ @23c; process, 25 $\frac{1}{2}$ @26@27c.

Cheese is practically without change, with full cream worth 15 $\frac{1}{2}$ @17c.

Eggs are firm for the better grades and the tendency is to a still higher level. Western white are quoted within the range of 28@35c; fresh gathered selected extras, 31@33c; firsts, 28 $\frac{1}{2}$ @30c. Some stock from Northern Ohio sold for 30c.

Attitude of the Druggists on Liquor Question Explained.

H. R. MacDonald, Secretary of the Retail Druggists' Association, makes the following statement as to the attitude of the druggists to the liquor question:

The Legislative Committee of the Michigan Retail Druggists' Association and the State Pharmaceutical Association talked over the situation with Mr. Holsapple and Mr. Marsh, of the Anti-Saloon League. There was one point on which they could not agree. The Anti-Saloon League insists that the provision requiring a prescription for the purchase of liquor in dry counties be retained and the druggists believe that another scheme would be effective in keeping out the saloon druggist and be more reasonable in operation.

The scheme favored by the druggists is that of an affidavit. These affidavits to be supplied by the State and serially numbered, charged up at the time supplied and must be accounted for. Under the operation of this measure the purchaser who misrepresented or misused liquor purchased would be guilty the same as a druggist who disobeyed the law, and yet would permit lawabiding citizens to secure such liquor as was needed for legitimate purposes without the trouble and expense of securing a prescription.

The mention made of the requirement of the prosecuting attorneys supplying a list of the drunkards of the county was stricken out.

The druggists do not want "the bars let down," they do not want a recurrence of the flagrant violations that existed under the old liquor option law, but do want the unreasonable features of the present Dickinson search and seizure law eliminated.

Many people want assistance and a few really need it.

BUSINESS CHANCES.

For Sale—Stock of fancy dry goods, notions and fixtures in a busy thriving city. Ill health, reason for selling. Address P. O. Box 506, Bad Axe, Mich. 933

For General Merchandise—160 prairie, 320 acre. Clear if wanted. Owners only. Langford, Aberdeen, S. D. 932

Will pay cash for a stock of boots and shoes, \$2,500 to \$3,000, located in a town about 4,000 to 7,000 in southern part of State. Address R. E. Adams, 122 S. Burdick St., Kalamazoo, Mich. 931

For Sale—Furniture, undertaking and general house furnishing business. North Central Michigan. Large territory, without competition. About \$3,500. No trade considered. Address X. Y., care Tradesman. 941

For Sale—Good paying drug store in Central Wisconsin, town of 1,000, with good surrounding farming country. Reason for selling, poor health and other business. Higgins & MacQueen, Manawa, Wis. 927

Auctioneers—We close out and reduce stocks anywhere in United States. For terms and dates address Storms Sales Co., Ft. Madison, Iowa. 932

Why Look Here! H. Winship, of St. Charles Iowa, general merchandise and real estate auctioneer, will sell your goods for you and make you money. 320

For Sale—Twenty-five years established hide, wool and fur business, as the owner retires. The place of business and residence with all the conveniences. \$200,000 is about the amount of business done a year and more could be done. It will be sold for a great deal less than its cost. Address No. 922, care Michigan Tradesman. 922

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. 914

Wanted—Stock general merchandise, clothing or shoes. All correspondence confidential. R. W. Johnson, Minneapolis, Minn. 913

Gall Stones—Billious colic is result; no indigestion about it; your physician can not cure you; only one remedy known on earth; free booklet. Brazilian Remedy Co., Box 3021, Boston, Mass. 907

For Sale—My store, with dwelling attached. Stock of general merchandise, situated at Geneva, Mich. Ill health reason for selling. E. A. Clark, R. D. Townley, Mich. 871

For Sale—Nice business at Fremont. Flour, feed, wood, coal, lime, hay and dealer in all kinds of produce. About \$1,400 will buy it. Small capital will make you good money in a nice location. Write H. McCarty, Fremont, Mich. 880

Safes Opened—W. L. Slocum, safe expert and locksmith. 147 Monroe street. Grand Rapids, Mich. 104

For Sale—Stock of general merchandise in one of the best towns in Michigan, invoices \$8000. Can reduce stock to suit purchaser. Reason for selling, poor health and my son leaving. One competitor. Address Box H, care Tradesman. 864

Fine opening for general stock at Manton, Mich., large store room, 24x80 now vacant, present owner has made a nice fortune here. Now too old. I wish to sell or rent building. Modern living rooms over store, has city water and electric lights, store rooms, fine cellar. Call or address C. B. Bailey, Manton, Mich. 842

For Sale—Drugs, sick room supplies and gift stock in fine condition in a hustling town of 600 in Southern Michigan. Call or write at once, bids received to September 1. Stanley Sackett, Trustee, Gobleville, Mich. 840

For Sale—Well established drug stock in thrifty town tributary to rich farming community. Stock and fixtures inventory \$1,400. Will sell for \$1,200. No dead stock. Terms cash or its equivalent. Address No. 777, care Michigan Tradesman. 777

For Sale—One 300 account McCaskey register cheap. Address A. B., care Michigan Tradesman. 548

HELP WANTED.

Wanted—Good man to open furniture store in our town. I have just put up a suitable building for it in the very heart of town. Good opening, no stock here now. Rich tributary trade from rural districts; town 500 to 600. Splendid water power and electric light plant and brick yards. Property has doubled in last year. Address C. G. Haug, Clermont, Iowa. 962

\$20 per week wages from a neat appearing, thorough young dry goods man, who can do up-to-date trimming and card writing. Must be capable of taking charge of shoe department. Best of reference demanded. German preferred. Address Lambert Dry Goods Co., Geneseo, Ill. 961

Good pay, cash weekly made, \$10 earned spare time, checking, copying form letters, attending advertising material for each locality. Pandora Mfg. Co., London, Ont. 978

High grade subscription solicitors wanted to work on a salary. Give experience, reference and salary expected in first letter. A good opportunity for men who do things. Tradesman Company, Grand Rapids. 883

Wanted—Clerk for general store. Must be sober and industrious and have some previous experience. References required. Address Store care Tradesman 247

SITUATIONS WANTED.

Position Wanted—By man of long experience and extraordinary ability as manager and buyer of general dry goods, or shoes and men's furnishings. Best of references. Address Box 304, Red Lodge, Mont. 973

Book-keeper, office manager, wants position with growing or well established firm; A1 references, 4 years' experience in large textile mill; reason for change, uncertain textile market. F. L. Steiber, 837 Main St., S. Williamsport, Pa. 954

Are You In Earnest

about wanting to lay your business propositions before the retail merchants of Michigan, Ohio and Indiana? If you really are, here is your opportunity. The

Michigan Tradesman

devotes all its time and efforts to catering to the wants of that class. It doesn't go everywhere, because there are not merchants at every crossroads. It has a bona fide paid circulation—has just what it claims, and claims just what it has. It is a good advertising medium for the general advertiser. Sample and rates on request.

Grand Rapids, Michigan

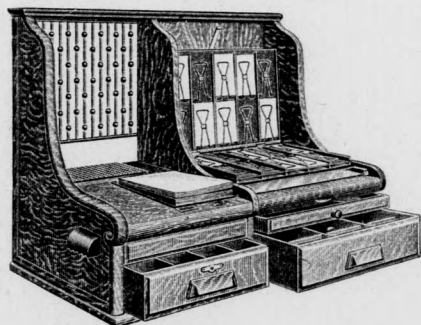
There Is No Profit In Keeping Books

Handling accounts is the worrisome part of every business, it is mental drudgery. The easiest, simplest, safest, cheapest, yet most efficient way to handle accounts of goods, money, labor, **anything**, is by the use of

THE McCASKEY GRAVITY ACCOUNT REGISTER SYSTEM

First and Still the Best

which with **one writing** handles every detail of business from the time goods are bought until the money for them is in the bank. Over Sixty Thousand in use.



Ask any user or write

THE McCASKEY REGISTER CO., Alliance, Ohio

Agencies in all Principal Cities

Manufacturers of Duplicating and Triplicating Sales Books in all varieties

Grand Rapids Office: 256 Sheldon St., Citizens Phone 9645

Detroit Office: 1014 Chamber of Commerce Bldg.

“QUAKER” BRAND COFFEE

Is so firmly established and so popular that the mere reminder of its name and of its proprietors should suggest to dealers that they watch their stock closely and always have a full supply on hand.

WORDEN GROCER COMPANY
GRAND RAPIDS, MICH.

Kellogg



invented the goods,
made them,
advertised them,
gave them their reputation,
helps you sell them,
deals square,
packs no private brands,
protects quality, because
owns the brand.
believes in his goods and
stands for
reciprocity.



THE grocer really doesn't want to sell bulk starch.

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

at the bottom of the bin and which he can't well serve to his customers.

But what is there to take its place?

Argo—the perfect starch for all laundry uses—hot or cold starching—in the big clean package to be sold for a nickel. That's the answer.

You don't have to explain it but once to your customer—If she tries it, she'll order it again. To sell Argo—*stock* it.

CORN PRODUCTS REFINING COMPANY

NEW YORK



Don't Be an Ash Sifter

It's pitiful to see a man who is continually sifting out life's dead ashes.

Life is full of mistakes, but the man who makes advancement is the man who observes and profits by the mistakes of others.

Your Neighbor Was Burned Out

He carried no insurance and you didn't pity him very much because you said he was neglectful. When you burn out and your neighbor sees you poking around in the ashes hoping to find your account books and valuable papers he will say: "He knew better, I don't pity him."

Buy a Safe Today

Ask Us For Prices

Grand Rapids Safe Co.

Tradesman Building
Grand Rapids, Mich.