

THE DREAMERS

They are the architects of greatness. Their vision lies within their souls. They never see the mirages of Fact, but peer beyond the veils and mist of doubt and pierce the walls of unborn time.

The World has accoladed them with jeer and sneer and gibe, for worlds are made of little men who take but never give—who share but never spare—who cheer a grudge and grudge a cheer.

Wherefore, the paths of progress have been sobs of blood dropped from their broken hearts.

Makers of empire, they have fought for bigger things than crowns and higher seats than thrones. Fanfare and pageant and the right to rule or will to love are not the fires which wrought their resolution into steel. Grief only streaks their hairs into silver, but has never grayed their hopes.

They are the Argonauts, the seekers of the price-less fleece—the Truth.

Through all the ages they have heard the voice of Destiny call to them from the unknown vasts. They dare uncharted seas, for they are makers of the charts. With only cloth of courage at their masts and with no compass save their dreams, they sail away undaunted for the far, blind shores.

Their brains have wrought all human miracles. In lace of stone their spires stab the Old World's skies and with their golden crosses kiss the sun.

The belted wheel, the trail of steel, the churning screw, are shuttles in the loom on which they weave their magic tapestries.

A flash out in the night leaps leagues of snarling

seas and cries to shore for help, which, but for one man's dream, would never come.

Their tunnels plow the river bed and chain the islands to the Motherland.

Their wings of canvas beat the air and add the highways of the eagle to the human paths.

A God hewn voice swells from a disk of glue and wells out through a throat of brass, caught sweet and whole, to last beyond the maker of the song, because a dreamer dreamt.

What would you have of fancy or of fact if hands were all with which men had to build?

Your homes are set upon the land a dreamer found. The pictures on its walls are visions from a dreamer's soul. A dreamer's pain wails from your violin.

They are the chosen few—the Blazers of the Way—who never wear Doubt's bandage on their eyes—who starve and chill and hurt, but hold to their courage and to hope, because they know that there is always proof of truth for them who try—that only cowardice and lack of faith can keep the seeker from his chosen goal, but if his heart be strong and if he dream enough and dream it hard enough, he can attain, no matter where men failed before.

Walls crumble and empires fall. The tidal wave sweeps from sea and tears a fortress from its rocks. The rotting nations drop from off Time's bough, and only things the dreamers make live on.

They are the Eternal Conquerors—their vassals are the years.

Herbert Kaufman.

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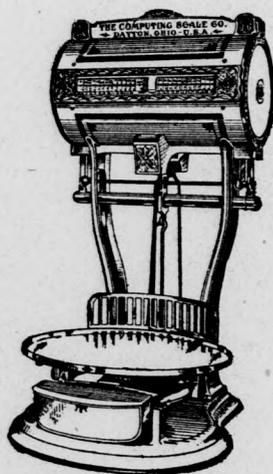
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Gold Finish, Glass End, Low Platform No. 144

This scale combines all that is best in modern scale construction. To appreciate its wonderful accuracy, precision and beauty, it must be seen in actual operation. The more closely you examine it, the more you will feel its need in your store. If it is not convenient for you to call at our local district office, write us direct for illustrated printed matter.

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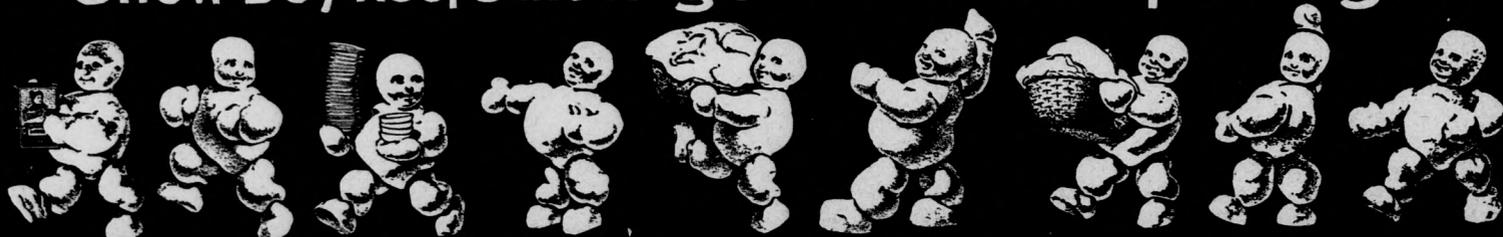
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MICHIGAN TRADESMAN

Twenty-Eighth Year

GRAND RAPIDS, WEDNESDAY, JUNE 14, 1911

Number 1447

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SYSTEMATIZE.

In this busy century, when men are no longer content to travel at moderate gait, when six things are done where one was formerly accomplished, the great necessity is system. It is the cross-lots cut to all the duties of shop and office. Enter a great library and the notices appeal on every side, "Please do not put the magazines or books back upon the shelves." The reason is obvious. The reading room would soon be turned into a junk shop of printed matter unless strictly under the surveillance of librarians. Method of arrangement must not at any time be allowed to slink out of sight.

In your own every day life system is a prime necessity. The shelves and counters must be so cared for that every clerk can see at a glance just what goods are in stock. There must be no calling upon another for facts which should be apparent through a glance of the eye. There must be no thinking; no uncertainty. This takes unnecessary time—and your time is too valuable to be wasted. More, it takes the time of the customer, who may be economical of his moments, especially when they seem to be wasted by some one else. It is not business to be obliged to look over case after case and then admit that you lack the desired article; and the effect is even worse if at this point your partner steps up and points it out, placed where you had never thought of looking for it.

"Method," says Cecil, "is like packing things in a box; a good packer will get in half as much again as a bad one." There are processes often repeated which become automatic. Happy is he who can put his finger upon a desired article in the dark with all the confidence of the blind man.

PENNSYLVANIA HIGHWAYS.

In accordance with a bill recently passed Pennsylvania will expend upon her roads within the next decade more than \$200,000,000. Of this \$25,000,000, or enough money to buy the entire annual rice crop of the United

States, will be given to the cities, boroughs and townships to aid in road building. The remainder will be in the hands of a State organizer, who expects to construct 7,000 miles of permanent road. Just what results the state will get from this fund, equivalent to more than one-tenth of the annual corn crop of the Nation, is still problematical. Were the surface a level tract this would approximately build twenty-three parallel roads the entire length of the state, making them seven miles apart. However, with her diversified surface no such continuous plan would be practicable, and 296 routes have been enumerated in the bill.

In these days when graft stalks about at every hand the thought uppermost with a thinking people is, Will the citizens get the worth of their money? The machinery is all in the hands of men who may make it a vast power for good or they may use the octopus for the most far-reaching political manipulation ever placed within the limits of a state. Hoping for the best use of the funds, the minimum cost is estimated at \$15,000 if built of macadam or the usual materials; \$22,000 if of brick.

If the roads are well built there may be room for some graft with still a profit to the citizens. The transportation problem is and ever will be one of vital importance. Ask the rural resident what his chief troubles are, and one of the greatest is sure to be bad roads. Every link connecting him more closely with his fellowmen is wealth in his pocket. Every tie binding communities, cities, states and nations adds to their wealth as well as to that of their citizens individually. May Pennsylvania solve the good roads problem wisely and well!

ELIMINATING DRUDGERY.

Two clerks stand behind the same counter. The one has learned that life is a serious matter. He conscientiously weighs out the sugar and tea and butter or measures the yards of crash or silk. It is mere mechanical work—a steady grind. There are so many hours for recreation and rest and so many hours in the mill. He almost wishes sometimes to exchange his lot for that of the drayman who brings the new goods. For although the life of the latter is plainly no cinch there is in it a bit of spice occasionally, even although it comes only in the form of a run-away. He can go by a different road if he wishes and thus reverse the line of vision. Surely there never was a drier, more desolate task than that which he repeats hour after hour with no variation!

Ah, but his partner finds variety in

the advent of every patron. His cheerful greeting brings cheer in return. He weighs out sugar from the same barrel and ties it into the same sized packages, and yet he is always having a good time. And the strange part of it is that while he is neither more prompt in his service nor more liberal in his measurements, regular customers have a fashion of flocking to his end of the counter. It is not that the other man is not willing to serve them. He is faithfulness personified, but his work is mechanical. There is no suggestion of enthusiasm or life. He does his duty and gets only his salary out of it.

There is no vocation which does not carry with it some vestige of relaxation, if we but get the right viewpoint. The keen-eyed clerk finds conversation with his regular patrons as interesting as many a social gathering. He learns who will take a joke, and incidentally who will give one; and he speedily learns to become the victim with good grace. He forgets that his hands are mere machines, tries to serve politely and to have every one else feels as happy as he.

CULTIVATING TACT.

"Tact is a gift," says Rossetti; "it is likewise a grace. As a gift it may or may not have fallen to our share; as a grace we are bound either to possess or to acquire it."

If the statement is true regarding life in general, how much more emphatically is it true in the tradesman's life, where constant intercourse with others is the medium for success. There are walks in life where, if one does not like the ways of another, he is free to withdraw to the other side of the road; but the dealer must try to like, at least for the time, every one who sees fit to become his customer, unless there be a sacrifice of some vital principle in so doing. He must strive to keep on the pleasant side always, no matter how peculiar the tastes and demands of patrons.

This may take not simply tact but tact of the highest order. The student of human nature has an excellent chance to apply the different methods, as best adapted to the various temperaments.

That tact makes sales can not be questioned. How great its power is in this direction depends largely upon the will and determination of the salesman. It may or may not be a natural asset, but it can be most profitably cultivated, even although not indigenous. The man who prides himself upon his candor will do well to bear in mind that while truthfulness is an essential qualification, the whole truth may not always be best expressed. If an article is inappropriate or unbecoming, it is best, in-

stead of stating the fact, to press another more fitting. We see children's quarrels averted by the tact of one of the number. Shall not we aim to do as wisely?

The fire loss in the United States for a year, would, if distributed equally among all the people, amount to a tax of \$2.51 on every man, woman and child. That this is a great deal larger than it need be is evidenced by the fact that the per capita loss in the cities of six leading European countries averages only 33 cents, which is about an eighth of that in the United States. In addition to this about fifteen persons lose their lives and 6,000 are annually injured in fires in this country. The cost of maintaining fire departments in European cities is 20 cents per capita and the corresponding cost in cities of the United States is \$1.53 per capita. In other words, it costs over seven times as much for fire protection in the United States as it does in Europe, which would indicate either that fire apparatus is much cheaper or more efficient there; or that the American men get a great deal better pay. Some of these figures were quoted by Hon. Walter L. Fisher, Secretary of the Interior, at the annual meeting of the National Fire Protection Association the other day, and these and all fire statistics constitute a very strong argument in favor of conservation and the preservation of the forests, which is another term for the protection of the water supply.

Another daring driver killed in automobile races ought to be another indisputable argument in favor of abolishing this dangerous style of sport. There is no test of speed which justifies taking these hazards. The curiosity to know which machine and which driver can cover a mile in the shortest time is no warrant for the risks run. There is scarcely a race of this kind which does not have a death as an inevitable incident. There have been several of them and there is every indication that the casualty list will keep right on growing.

If Senator Smoot is anything of a prophet Congress will adjourn the latter part of July, a step it can not take too soon to please the general public. The Senate will vote on the reciprocity bill the middle of next month, he thinks, and the balance of the time will be taken in readjustment. It seems strange that such a company of learned and distinguished men should be so long settling and determining any question. The natural supposition would be that each would have studied the question for himself and be ready to record his vote on an early roll call.

GAINING GROUND.

Annual Convention of Grand Lodge,
U. C. T.

Muskegon, June 9—U. C. T. delegates and visitors came pouring into this city early this morning. Every incoming train was met by a band, both Beerman's and Caldwell's bands being engaged by the local Council to furnish entertainment during the convention. During the early portion of the morning there were fifteen minute concerts in front of the Occidental Hotel.

The biggest of the morning delegations poured into the Occidental Hotel at about 9:30 o'clock from Grand Rapids, there being about 200 delegates with their wives and friends in this group. The Occidental lobby was jammed with the throng of guests, who lined up for a distance into the street in order to get a chance to register. Previous to this a large number of Grand Rapids and South-State visitor had come in by early interurbans.

The visitors found Muskegon decorated in U. C. T. fashion as well as ever a city has been decorated at a commercial travelers' convention. Practically every merchant had banners and bunting out, and flags flying.

Each woman delegate, as she arrived and registered for the Grand Council session, was given a U. C. T. hat-pin with a "valise" head, a pound of Marguerite chocolates donated by the Walker Candy Co. and a silk wash-cloth donated by the Muskegon Knitting Mills. I. F. Hopkins presided at the registry table, where the men delegates also signed their names for the Grand Council meeting. The silk wash-cloth contained a coupon giving each woman a 10 per cent. discount on her first hosiery order with the Muskegon Knitting Mills. Cigars were given visiting men delegates.

The hotel lobby was buzzing with fanning bees, and hearty laughter resounded constantly through the halls of the hostelry as story after story was told, as only commercial travelers can tell them, and joke after joke was played. Everybody was asking Grand Secretary Fred Richter if he had just visited his grandmother, which caused the latter to beat a hasty retreat finally.

The Executive Committee met in secret session last night, discussing matters pertaining to the order.

At the Grand Lodge session, held behind closed doors, Grand Secretary Fred A. Richter, of Traverse City, reported a gratifying increase in the membership of the Grand Council.

His records show that at the close of the year, March 31, the Grand Council had a total membership of 2,321, an increase of 197 over the year previous. The order is now in its eighteenth year.

Grand Rapids Council, No. 131, has made the largest numerical gain in membership of any council in the State, the gain being forty-three new members. The report of the Treasurer, J. C. Wittliff, of Detroit, show-

ed the order to be in a flourishing financial condition.

At this time there was an alarm at the outer door, and the Council was informed that Mayor Harry A. Rietdyk, of Muskegon, was without. The Mayor delivered an address of welcome to the Council. He declared that the local members of the order are a credit to the city. "Strangers," he continued, "are impressed and surprised by the prosperity of Muskegon and the fact that no idle men can be found here."



Walter S. Lawton, Grand Sentinel

"Muskegon is at its best in June," said the Mayor. "A good choice was made when this month was decided upon for the convention. Muskegon is proud of its beautiful lawns and gardens now."

"A change has taken place in the personnel of the commercial travelers and merchants also of to-day as compared with those of previous days. We are too busy now to waste time foolishly. Remember Muskegon kindly when you leave."

Grand Counselor C. A. Wheeler, of Detroit, responded, declaring that the U. C. T. can furnish men out of its ranks to fill any position from that of judge to politician, but that its members are not adapted to perform manual labor.

Committee appointments took place as follows:

Jurisprudence—F. S. Ganiard, Jackson; John Murray, Detroit, No. 9; John Hatch, Jr., Coldwater.

Finance—J. C. Saunders, Lansing; John Goodwin, Marquette; John Schramm, Cadillac.

Credentials—G. C. Steel, Battle Creek; F. B. Larabee, Flint; F. L. Avery, Hillsdale.

Mileage and Per Diem—T. J. Beyeka, Hancock; C. W. Taylor, Saginaw; T. W. Travis, Petoskey.

State of Order—John Homdorf, Grand Rapids; W. D. Watkins, Kalamazoo; R. Richards, Marquette.

Charter—W. L. Chapman, Traverse City; L. P. Speary, Bay City; F. W. Nicklong, Adrian.

Necrology—Fred Clark, Cadillac; J. J. Evans, Ann Arbor; G. W. Haskell, Owosso.

Resolutions—Fred Mondin, Detroit; L. P. Tomkins, Jackson; Hamilton Sing, Port Huron.

Press—Homer Bradfield, Grand Rapids; M. H. Steiner, Muskegon.

Drama and Music—Angus McEachron, Cadillac; John Hoffman, Kalamazoo.

A kite was to have been flown from the Mason block in Federal Square bearing a banner with the letters U. C. T. and U. C. T. flags on it, but the high wind prevented, although a number of attempts were made. The same trouble was had with the "Welcome" banners to be strung across Western avenue at three different places, so that they were not hung up.

J. E. Burtless, of Marquette and John D. Martin, of Grand Rapids, were elected members of the Grand Executive Committee. In the contest for the office of Grand Sentinel, W. S. Lawton, of Grand Rapids, former Grand Chaplain, was elected over F. J. Montier, of Detroit. The first ballot stood 44 to 16, whereupon Mr. Lawton was declared unanimously elected. Bay City was chosen for the 1912 convention.

The other officers each graduated a step, as is the custom in the Grand Council. The new officers are:

Grand Counselor—George B. Craw, Petoskey.

Junior Counselor—John Q. Adams, Battle Creek.

Past Grand Counselor—C. A. Wheeler, Detroit.

Grand Conductor—E. A. Welch, Kalamazoo.

Grand Page—Mark S. Brown, Saginaw.

Grand Sentinel—Walter S. Lawton, Grand Rapids.

Grand Secretary—Fred C. Richter, Traverse City.

Grand Treasurer—Joe C. Wittliff, Port Huron.



John D. Martin, Executive Committee

Representatives to Supreme Council—John A. Hoffman, of Kalamazoo, last year a member of the Grand Executive Committee; Fred Clark, Detroit; Frank G. Ganiard, Jackson; O. D. Gilbert, Saginaw; A. T. Lincoln, Hillsdale; W. D. Watkins, Kalamazoo; John A. Murray, Detroit, and George B. Craw, Petoskey.

Mr. Lincoln is the Mayor of Hillsdale and displayed much interest in Muskegon's municipal improvements.

The alternates as representatives to the Supreme Council are:

First Alternate—George B. Craw, Petoskey.

Second Alternate—Herman Vasold, Saginaw.

Third Alternate—F. R. Streat, Flint.

Fourth Alternate—Wm. F. Tracy, Flint.

Fifth Alternate—W. S. Burns, Grand Rapids.

The Legislative Committee was directed to begin a campaign which would result in the enactment of a law by the State Legislature regulating hotels in Michigan. Roller towels, unsanitary lavatories, short sheets and other hotel evils which the traveling man has to contend with, were discussed. It is expected that an act regulating hotels in this way can be passed on the ground of danger to public health in unsanitary hotel conditions. Public sentiment will be worked up on these lines. Over-charging commercial travelers was also discussed.

The customary resolutions were presented and adopted, in which the Mayor, the local Council of the U. C. T. and all who had contributed to the entertainment of the visiting guests were tendered thanks. The regular reports were adopted.

A large crowd of the delegates and their wives took advantage of the boat ride on Lake Michigan on the Goodrich steamer, Arizona, and another large crowd was at the folk dances and inspected the Hackley Manual Training School and Gymnasium.

The ball game at Lake Michigan Park, won by Grand Rapids, 6 to 2, was bitterly contested, Bay City fighting all the way for nine innings. Because of the sand in the outfield, the players found it extremely difficult to handle fly balls, and the outfielders were quite exhausted at the close of the contest as a result of ploughing through the loose sand.

The teams in their batting order lined up as follows:

Grand Rapids—Visner, centerfield; McCall, second base; W. Rider, third base; Berner, first base; Jones, catcher; Lichtenaur, shortstop; E. Rider, left field; Christianson, right field; Church, pitcher.

Bay City—C. Buck, left field; Mead, third base; Zirves, second base; Harris, first base; Robinson, center field; Jones, catcher; D. Duck, shortstop; Burrington, right field; Anderson, pitcher.

Bay City lost largely because of errors, Anderson being poorly supported at critical stages, and the base running being hardly of league calibre. Bay City scored a run in the eighth on a balk by Church.

A. E. Gould, of Grand Rapids, State President of the Gideons, and C. P. Foote, Vice-President of the Grand Rapids camp of the same organization, were in Muskegon continuing their work of raising money to place bibles in the local hotels, collecting \$15 at a hat collection at the Grand Council session.

Their work was supplementary to the church campaign recently begun here to raise funds for the purchase of 200 bibles to be placed in rooms of the three hostelrys. To-day, how-

ever, they visited local merchants to induce them to subscribe. Any money for the work collected here and not used in this city will be used elsewhere in the State. No funds collected here will be used outside of Michigan, however.

The grand ball at Lake Michigan Park was a splendid success, a large crowd being present.

June 10—Nearly three-quarters of a mile long and taking fifteen minutes to pass a given point on the line of march, the grand parade of the Grand Council of the United Commercial Travelers of Michigan was an impressive one this morning.

As each lodge passed the reviewing stand on the balcony of the Occidental Hotel, where were gathered the judges of the parade who were called upon to determine the council making the best showing, it gave some recognition of the judges, adding great interest to the parade. With the judges and in front of the Occidental Hotel were a large number of the wives and women friends of the visiting delegates, who applauded their evolutions vigorously.

Although a rumor was in circulation that a telegram had been received announcing that 300 Milwaukee U. C. T. members were coming to Muskegon to make merry, no one could be found who had received the telegram and as the Milwaukee visitors did not come, the rumor was undoubtedly without foundation.

The council given the prize for making the best showing in the parade was Grand Rapids Council, which also won the prize for the Council having the largest percentage of its membership in line. The judges' announcement was made this afternoon.

The parade formed on Webster avenue, by Hackley square. A platoon of police led, followed by Marshal John Castenholz and his aides, Ernest Hentschel and M. H. Steiner, on horseback.

Next in line was Beerman's band. Muskegon Council, No. 404, its members clad in white duck suits, white shirts, and wearing Mexican sombreros with a U. C. T. hat-pin through each, were next in line. They carried "Glad-U-Kum" banners and U. C. T. pennants. The Council made an excellent showing. It was not in the contest.

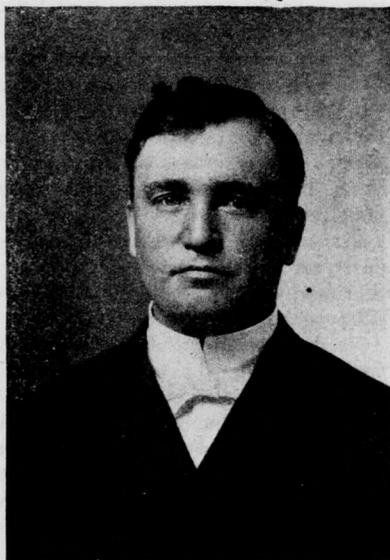
The Grand Rapids Evening Press Newsboys' band was next in line and made a pretty showing. The Grand Rapids Council followed, headed by its standard-bearer carrying a big banner. Two lads, dressed in linen dusters and silk hats, held the strings of the banner, winning many plaudits. The entire Grand Rapids Council, which marched in close formation, its line stretching for over a city block, were dressed in linen dusters and silk "plug" hats, emblematic of "ye olde time" traveling man.

Caldwell's band followed with the Traverse City Council in its rear. The Traverse City delegates were clad in white duck, like the Muskegon U. C. T.'s, wore regulation straw hats, and carried white, black and gold Traverse City pennants, with an Indian head on each.

The Battle Creek, Lansing and Jackson members who followed wore gray bonnets and carried small umbrellas. Bay City and Kalamazoo, last in line, were similarly dressed.

As the delegates headed by Battle Creek, Lansing and Jackson, which marched together, approached the reviewing stand, their lines twined in and out, and their umbrellas were swung back and forth in harmony with the band music. The Grand Rapids delegates lifted their canes in salute as they passed the stand.

The judges for the parade contest were Colonel J. R. Bennett, Lieutenant-Colonel F. C. Whitney, Captain August Silkey, of the Muskegon Rifles, Lieutenant Carl M. Field, of the Rifles, and G. M. Solheim, a former lieutenant of the Rifles.



W. S. Burns, Fifth Alternate

This afternoon's festivities, including the wind-up of the convention, included a baseball game between Jackson and Kalamazoo U. C. T. ball teams, the winner to play Grand Rapids at the close of the first game for the possession of the silver cup donated by the local Council. The final game was won by Grand Rapids, which gave the Grand Rapids Club a total winning of \$20 in cash and the possession of the silver loving cup for one year.

Notes of Muskegon Convention.

Pictures were taken of the Grand Rapids bunch with the new revolving camera, which takes pictures five feet long. G. K. Coffey had to have a separate sitting.

Charles Perkins wore a dollar stovepipe hat with his full dress suit at the dance at Lake Michigan Park. Later—Perkins denies this, claiming that the hat did not cost a dollar. The price was \$1.25.

Cigars were passed around gratis during the convention. Ralph Lichtenauer had a severe attack of heart burn and headache from smoking too much.

Some class to the Grand Rapids bunch—Yes.

Detroit had rather a small delegation, but their yell reminded one of a band of Comanche Indians.

Fred May, Walt. Ryder, John Kolb, Bosman and Lung engaged in a bowling match. Bill Bosman had the high

score by a large margin, bowling 79.

Not John Kolb anymore, but "Young Johnny Kolb," thank you.

Pete Anderson made a decided hit in the parade with his beautifully decorated auto, furnished by the Scotten-Dillon Co.

On the way from the ball grounds, after the Grand Rapids boys won the loving cup, a hurry up call was sent for the padded ambulance to take care of young Johnny Kolb.

Oscar Levy sold \$45 worth of dry goods during the convention.

The Grand Rapids boys and their families certainly appreciated the kindly way in which they were used by Manager Swett, of the Occidental. F. Woodcock, the handsome and genial clerk, also did himself proud.

Grand Rapids captured all prizes and the Muskegon police nearly captured young Johnny Kolb, baseball maniac.

Mrs. Harry McCall is certainly some prize rooter, with Mrs. Willie Berner a close second.

Sounded like bedlum broke loose in the Occidental when the Grand Rapids bunch, with the band, returned, after winning the ball game which gave them the loving cup.

"By Gee Cripe," Jennings and Tommy Driggs, oldest members of the Council, acted like colts in the parade and made some of the younger members look old in comparison.

Homer Bradfield nearly swallowed his mustache when Manager McCall's boys won the loving cup.

In the mean time don't forget we have some baseball managers. Cleveland and St. Louis papers please copy.

Manager Swett changed from table de hote to regular 50 cent meals during the convention. Walter Lawton had dinner and the management immediately reverted to the pay-for-what-you-eat plan.

Muskegon could not have done better if Grand Rapids had showed them how.

Art. Borden looked like John Philip Sousa, being decorated with numerous badges and a two days' growth.

Grand Rapids knows how.

J. M. Goldstein.

Grand Rapids On Top.

Grand Rapids came out on top at the Muskegon convention, having secured about everything it went after, as follows:

Twenty-five dollar cash prize for best appearance in parade.

Twenty-five dollar cash prize for largest percentage of membership in line in parade.

Twenty dollar cash prize and possession of loving cup for one year for winning ball game.

Elected Walter Lawton Grand Sentinel.

Re-elected John D. Martin member of the Grand Executive Committee.

Elected Wilbur S. Burns as alternate to regular delegate to Supreme Council at Columbus.

Supported claims of Bay City for 1911 convention in exchange for pledges from Saginaw and Bay City to send the 1912 convention to Grand Rapids.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, June 12—The coffee market continues in the usual channel and not a movement can be seen indicating any greater activity. It seems manifest that the consumption is declining to some extent, although this has not yet been very noticeable. In store and afloat there are 2,419,973 bags of Brazilian coffee, against 2,873,036 bags at the same time last year. At the close the rate for Rio No. 7, in an invoice way, is 12 $\frac{3}{8}$ @12 $\frac{1}{2}$ c. Milds are said to be cheaper than Brazilians and there ought to be a pretty good call; but the market is languid. Good Cucuta, 13 $\frac{3}{8}$ @13 $\frac{3}{8}$ c.

Teas are ruling rather quiet, but quotations are well held and dealers seem to have a good degree of confidence in the future. When the consumption of coffee decreases it would seem the users would fall back on tea; but probably cocoa is more enticing to the majority.

Sugar is firmer and almost every day adds to the strength as the canning operations enlarge. Within a short time we shall probably see the 5c mark reached.

Rice is steady. The general dullness in business, however, affects this staple, as it does all others. Sales are of small quantities and neither buyer nor seller seems to be much interested. Prime to choice domestic, 4 $\frac{1}{4}$ @5c.

Spices are quiet, but when sales are made full figures are asked and obtained. Pepper, especially, is well sustained. Cloves are a little lower.

There is nothing doing in molasses and the same is true practically so far as syrups are concerned. Good to prime centrifugal, 26@32c.

Canned peas are in better request and the supply is proving rather inadequate. Futures are well sustained but there have been no important deals made. Reports from up-state indicate a good pack, with quality all that can be desired. Tomatoes are firm and the general outlook for canned goods, upon the whole, is encouraging. When fall trade really picks up canned goods will be among the "saved."

Butter of top grades has been coming in freely and the tendency is toward a lower level. Creamery specials, 23@23 $\frac{1}{2}$ c; extras, 22@22 $\frac{1}{2}$ c; factory, 16 $\frac{1}{2}$ @17 $\frac{1}{2}$ c; process, 18 $\frac{1}{2}$ @19 $\frac{1}{2}$ c.

Cheese is firm. Choice old stock, 13@13 $\frac{1}{2}$ c; choice new, 11c.

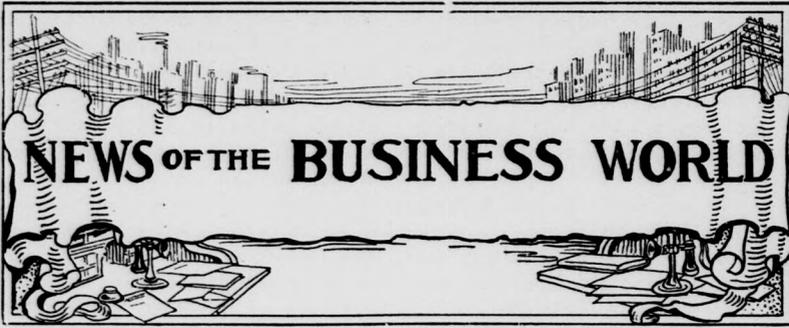
Eggs are more than plenty save for very top grades. Best Western is quoted at 17@19c for whites, and a large part of the receipts work out at 15@16c.

A Great Relief.

Dan—Do you see that fellow over there yelling, "Kill the umpire! Cut his heart out, the bloody robber?"

Dorothy—Of course, I see him and hear him, too.

Dan—Well, he's one of the worst henpecked men in town. He comes out here every afternoon to let off steam.



Movements of Merchants.

Fremont—L. Vallier has purchased the Frank Bisbee grocery stock.

Plainwell—B. M. Salisbury has purchased the grocery stock of the J. E. Cairns Co.

Brooklyn—Will Pitcher has sold his grocery and ice cream business to E. Ritzer, of Sturgis.

Marine City—Prof. A. E. Basney and Wm. Bower have entered into partnership and opened a music store.

Springport—On account of the death of Allen J. Crittenden, the Banister & Crittenden grocery business will be discontinued.

Beulah—Mrs. Walter Beeman is erecting a two-story frame store building. She will occupy the lower floor with a bazaar stock.

Benton Harbor—J. M. Luce & Co., who have been in the grocery business at 491 Pipestone street for some time, have sold out to M. P. Jackson.

Traverse City—Arthur Rosenthal has purchased the general stock formerly conducted by Frank Kofka and consolidated it with his stock.

Allegan—Mrs. L. A. Golden has sold her North Side grocery stock to S. C. Brady, who will continue the business at the same location.

The Michigan Exchange Private Bank has declared a dividend of 4 per cent. out of the earnings of the first half of the year, payable on or before July 1.

Jeddo—The Jeddo Hardware Co. has engaged in business with an authorized capital stock of \$1,800, which has been subscribed and \$1,200 paid in in cash.

Marquette—Con Wellman has moved his grocery store from South Marquette to the new building at the corner of Presque Isle avenue and Summit street.

Tustin—Oscar and Martin Swanson have purchased the general stock of the late C. O. Swanson, and will continue the business under the style of Swanson Bros.

Vicksburg—C. D. Ingersoll has rented the E. C. Rishel store building and will open a grocery store therein about June 15, making the fifth grocery here.

Eaton Rapids—Elton B. Spears, who, in company with George Scofield, of Pottersville, recently purchased a hardware stock at Albion, will soon move his family to that city.

Lansing—Loy Simmons has purchased the structure known as the Bement building of K. Van Fleet. The lower room will be used as a drug store and he will live in the upper rooms.

Lansing—Hans Mackus, formerly of Sault Ste. Marie, will open a bakery in a few days in the store room

on South Washington avenue, formerly occupied by W. G. Conklin as a candy kitchen.

J. J. Berg, Southern Michigan and Northern Indiana representative for Geo. H. Wheelock & Co., of South Bend, has relinquished his residence in Grand Rapids to take up his residence in South Bend.

Evart—The Osceola Produce Co. has been incorporated to carry on a warehouse and storage business, with an authorized capital stock of \$2,000, of which \$1,000 has been subscribed and \$740 paid in in cash.

Mt. Pleasant—A new company has been incorporated under the style of the Isabella County Farmers' Grain Co., with an authorized capital stock of \$20,000, of which \$10,000 has been subscribed and paid in in cash.

Hastings—W. M. Cole has sold his stock to George Monroe, of Hickory Corners, who has taken possession. Just what Mr. Cole will do has not been decided, but that he will soon "get busy" goes without saying.

Muskegon Heights—George E. Reed is erecting a new confectionery store, with soda fountain on McKinney avenue, next to his present confectionery store and pool room. The building is 16 by 30 feet in dimensions.

Kent City—Fonger & Fuller have uttered a trust mortgage on their general stock, naming J. R. Gaillard as trustee. The liabilities are \$2,900 and the assets are about \$4,500. Mr. Fuller expects to make arrangements to continue the business.

Watervliet—Dan Riegel has leased the store building at Smith's Landing and will open a grocery store therein. Mr. Riegel is well known at the east end of the lake, having run a store at Bowe's and Smith's at different times in the last few years.

Muskegon—The J. E. Kraai Shoe Co., which has been in business at 122 Pine street for the past twelve years, has been re-organized with the admission of a former Reformed church pastor, Rev. Ralph Bloemendal, as a member of the firm.

Holland—H. P. Kleis, who for several seasons has operated a grocery store overlooking the bay midway between Macatawa and Jenison Park, has re-opened for the summer. P. C. Phernambruco, of this city, is proprietor of the market.

St. Clair—Mrs. Gallendar Jones, who recently opened a grocery store on Riverview avenue, after running it for one month, decided to retire, and sold the business and property to a Mr. Ferguson, of Starville, who has taken immediate possession.

Ishpeming—Dominick Andriacchi, who conducts a grocery business in the Devan building, on Division

street, has bought from J. J. Leffler the property immediately on the east and will use it for store purposes as soon as the improvements he plans are completed.

Holland—John Oostema, who for the past eleven years has been connected with the Holland Sugar Co., has resigned his position as book-keeper to take a similar position with the Continental Sugar Co., of Findlay, Ohio. His position is now filled by Jacob Van Putten, Jr.

Houghton—The cigar, tobacco and confectionery stock of Frank R. Chapel, in the Cook block, has been taken over by J. H. Summerville, of Menominee, and P. A. Sheppard, of this city. The new firm will be known as Summerville & Co. After alterations and improvements are made it is probable that the place will be called the White Front Cigar store.

Pontiac—Ferguson & Niles is a new firm who will open a music store at 22 East Pike street, Saturday, under the name of The Star Music Company. The members of the firm are D. E. Ferguson, who has been salesman for Grinnell Bros. for several years, and J. E. Niles, who for the past year has been salesman for Ward & Crawford, a monumental firm of Batavia, N. Y.

Reed City—Weinrich & Hoffmeyer, hardware dealers, have taken another member into the firm, an interest having been purchased by Ira J. Gilbert, and the firm will now be known as the Weinrich & Hoffmeyer Co. The change took place June 1, when Mr. Gilbert commenced working in the store. He was formerly in the clothing business in the King block for a number of years.

Lansing—Tuesday evening, June 19, the Lansing Grocers' and Butchers' Association will meet in the city hall to determine where the annual picnic of the Association will be held. At a meeting held Tuesday night, it was found that the new credit clearing house to be instituted has been delayed in its formation because several of the grocers have not handed in the standing of their customers.

Kalamazoo—Kalamazoo grocers, butchers and bakers believe that the time is nearly ripe for the Association to select the date and place for holding the annual picnic and reunion. A meeting of the Kalamazoo Grocers' and Butchers' Association will undoubtedly be called in the near future for the purpose of naming the several committees who will have the matter in charge. There is a question in the minds of a number of the members of the organization whether the yearly event should take place at one of the near-by lakes or an excursion run to some more distant place. This is a matter which will be threshed out at the meeting which will be called to make preliminary arrangements.

Manufacturing Matters.

Muskegon—The Michigan Crank Shaft Co. has changed its principal office to Lansing.

Marquette—The capital stock of the Buckeye Iron Co. has been increased from \$500,000 to \$625,000.

Ann Arbor—The Crescent Works, manufacturers of corsets, skirts and waists, has decreased its capital stock from \$60,000 to \$30,000.

Detroit—The Mulkey Salt Co. has been organized with an authorized capital stock of \$25,000, of which \$12,500 has been subscribed and paid in in cash.

Detroit—The Judge Durand Cigar Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Detroit—The Chief Automobile Co. has engaged in business with an authorized capital stock of \$200,000, of which \$100,000 has been subscribed and paid in in property.

Holland—The Holland Wire Fence Co. has engaged in business with an authorized capital stock of \$50,000, of which \$29,000 has been subscribed and \$5,000 paid in in cash.

Detroit—The L'Esperance Motor Car Co. has engaged in business with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Detroit—The Wagenhols Motor Car Co. has engaged in business with an authorized capital stock of \$100,000, of which \$51,000 has been subscribed and \$15,000 paid in in property.

Saginaw—The Duryea Auto Co. has been incorporated with an authorized capital stock of \$300,000, of which \$211,650 has been subscribed, \$200 being paid in in cash and \$30,000 in property.

Newaygo—W. G. Eesley has leased the grist mill at Irving and is preparing to remove his family to that village. The father, Henry Eesley, and son, Lewis, will continue to operate the Newaygo mills.

Detroit—The Belle Isle Creamery Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in property.

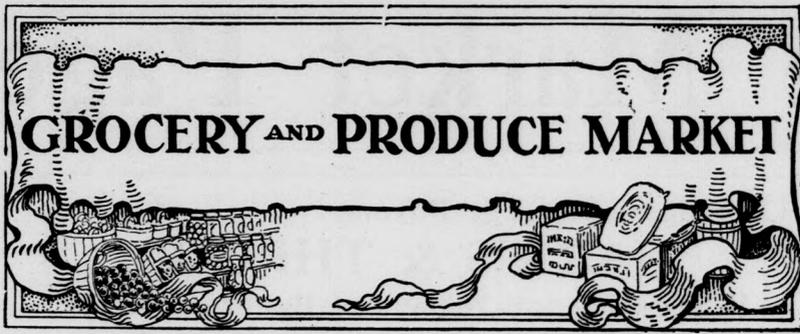
Detroit—The Varn-O-Wax Co. has engaged in business to manufacture and sell paints, varnishes, oils, etc., with an authorized capital stock of \$25,000, of which \$15,000 has been subscribed and paid in in cash.

Detroit—The Anondale Co. has been organized to manufacture and deal in face creams, with an authorized capital stock of \$3,000, of which \$1,510 has been subscribed, \$476 being paid in in cash and \$188 in property.

Detroit—The Grocer's Specialty Co. has engaged in business for the purpose of manufacturing and selling food specialties, with an authorized capital stock of \$1,000, of which \$500 has been subscribed and paid in in cash.

Detroit—The Robert Mitchell Co. has engaged in business to manufacture tape sealing machines, etc., with an authorized capitalization of \$30,000, of which \$20,000 has been subscribed, \$90 paid in in cash and \$7,230 in property.

Detroit—A new company has been organized to manufacture and deal in clothing, etc., under the style of the J. A. Cowell Co. The company has an authorized capital stock of \$30,000, all of which has been subscribed and paid in in cash.



The Produce Market.

Asparagus—\$1 per doz.
 Bananas—\$1.50@2.50 per bunch, according to size and quality.
 Beans—\$1.55 per bu. for hand-picked; \$2.25 for kidney.
 Beets—New, 50c per doz.
 Butter—Receipts of butter continue to increase as the season advances, and the average quality is very good. The consumptive demand also shows an increase, and the market is in good shape throughout on about the same basis as a week ago. The weather has been very favorable for good production, and as long as it continues the make will go on increasing and the quality will run fancy. Local dealers hold fancy creamery at 22c in tubs and 22½c in prints. They pay 16½c for No. 1 dairy and 14½c for packing stock.
 Butter Beans—\$2.50 per bu. box.
 Cabbage—New commands \$3 per crate.
 Celery—\$1.35 per doz. for California.
 Cherries—\$1.50 per crate for sour and \$1.75 per crate for sweet—16 qt. crate.
 Cocoanuts—60c per doz. or \$4.50 per sack.
 Cucumbers—85c per doz. for hot house; \$2.25 per crate for Texas stock.
 Eggs—The market is unchanged, but barely steady. The receipts continue liberal, and owing to the cool weather, the quality is running very good. The consumptive demand about absorbs the receipts, and conditions will likely remain about as now until warm weather. Then the production will likely fall off, and prices may advance. Local dealers pay 12½c per doz., loss off, delivered.
 Grape Fruit—\$5.75@6 for all sizes
 Green Onions—15c per doz.
 Green Peas—\$2.25 per bu. for Early June home grown.
 Green Peppers—\$3 per crate.
 Honey—15@16c per lb. for white clover and 12c for dark.
 Lemons—California, \$6.50@7 per box; Messinas, \$6.25@6.50 per box.
 Lettuce—85c per bu. for leaf; \$1 per bu. for head.
 New Carrots—\$1.50 per box.
 Onions—Texas Bermudas command \$2.75 per crate for white; Egyptian, \$3.65 per sack of 112 lbs.
 Oranges—Washington navels, \$3.25@3.75; Mediterranean Sweets, \$3@3.50.
 Pieplant—75c per box of about 45 lbs.
 Pineapples—\$2.85 per crate for 30s and 36s and \$3.50 per crate for 24s.
 Pop Corn—90c per bu. for ear; 3¼@3½c per lb. for shelled.
 Potatoes—Old stock has advanced

to \$1 per bu.; new has advanced to \$2 per bu.

Poultry—Local dealers pay 10c for fowls; 7c for old roosters; 10c for old ducks and 15c for young; 13c for turkeys; broilers, 1¼@2 lbs., 20c.

Radishes—12c per doz.
 Spinach—60c per bu.
 Strawberries—Home grown fetch 75@81 per 16 qt. case.
 Tomatoes—Home grown hot house, \$1.25 per 8 lb. basket.
 Veal—Dealers pay 6@9½c.

The Grocery Market.

Sugar—The market has been steady and regular for some time. From refiner to retailer everybody has been carrying light stocks. The absence of speculative elements has permitted the market to be regulated by natural causes. It is probable that there will be no spasmodic advances or declines in the near future. On account of the heavy consumption this month a slight advance may be expected.

Tea—The advance in Japan on high and medium grades has been fully maintained, and first pickings are practically all settled. The quality is good and the style of advance samples shows up much better than was hoped for. Old crop China Greens advanced 2@3c per pound on stocks in this country upon the adoption of uncolored standards and this high range of prices is still maintained with no expectation of a decline. Congous are 2@3c higher than last year and Formosas are firm and active with advancing prices. Ceylon and Indias hold strong with difficulty in finding desirable leaf and cup even at the high prices now ruling. Altogether the general market is unusually strong and high for this season of the year when a relaxation in prices usually looked for.

Coffee—Low grade Rios are a fraction higher. The demand is not active, being fair, however, for actual wants. Mild grades are unchanged and firm. Java and Mocha are steady to firm and in quiet demand.

Canned Fruits—The demand has been good for some time and jobbers have been doing a very satisfactory business. Blueberries, gooseberries, raspberries and strawberries have been very hard to get. The Maryland pack of strawberries is now going on, but is light on account of the dry season, in consequence they are already sold up to their limit and have withdrawn prices. Notwithstanding the high prices gallon apples are moving freely. The canned fruit trade in California is very heavy and these goods are considered a good purchase at present prices.

Canned Vegetables—Tomatoes are

very strong and everybody is expecting an immediate advance. Fearing that they may not be able to cover their early requirements packers are reluctant sellers. There has been no change in price of corn. Peas are in demand, but very scarce. Packers have practically withdrawn quotations pending the outcome of crop conditions. The price on asparagus is down to a reasonable basis and for that reason it should be a good seller.

Dried Fruits—Raisins are unchanged and dull. Spot currants are in moderate seasonable demand at unchanged prices. Prices on new currants have not yet been named, but may be slightly below spot when they come. Very few spot prunes are offered and the market is cleaning up and is very firm. Future prunes are a little easier; demand is fair. Spot peaches are firm and are gradually working up. As reported, they have already shown a considerable advance, but are still below the coast parity. Future peaches are very high and firm, by reason of short crop. Spot apricots are nearly cleaned up, future apricots are exceedingly strong and high.

Syrup and Molasses—Glucose is without change, although corn is strong and this may eventually advance all corn products. Compound syrup is wanted only in a small way, at unchanged prices. Sugar syrup is dull at ruling prices. Molasses is unchanged and dull.

Cheese—The market shows an advance of ¼c per pound during the week. The quality shows an improvement for the week and the consumptive demand is also better. The weather has been favorable for a large make, and prices are lower than for several seasons past, so that in spite of the large make there may be further slight advances.

Provisions—Everything in smoked meats has advanced ¼@½c for the week, due mainly to the increase in consumptive demand, which is characteristic of the season. The market may remain on its present basis for some little time. Pure lard is unchanged and stocks are ample; prices are steady. Compound lard is about unchanged and in very light demand, owing to the high price when compared with pure lard. Dried beef, barrel pork and canned meats are unchanged and quiet.

Fish—Mackerel is dull and unchanged in price. Cod, hake and haddock are also quiet and unchanged. Spot salmon shows no change and is comparatively dull; no future prices have been named as yet except on Columbia River brands, recently reported. Domestic sardines are unchanged and quiet. Imported sardines are in moderate demand and ruling prices.

Chas. Moxon, for ten years past connected with the shipping department of the Worden Grocer Co., has engaged in the grocery business at Burnips Corners. The stock was furnished by the Worden Grocer Co.

The boy who is born with a silver spoon in his mouth may live to patronize the free-lunch counter.

Houghton Business Men Again United.

Houghton, June 13—The Houghton Business Men's Association, which has been moribund for several years, was revived at a meeting at the Houghton club Thursday night and from the healthy interest taken in the matter by all present it is believed the revival will be permanent. The meeting was that of a committee of business men called for the purpose of arranging for the entertainment of the Detroit Board of Commerce, and while that purpose of the committee was well carried out the secondary purpose is likely to become the one of primary importance.

William F. Miller was elected chairman of the meeting, and John A. Doelle, Secretary. The first business was the appointment of a committee of 100 on entertainment. Then followed the reorganization of the Business Men's Association. W. D. Calverley was chosen President, and E. J. Dube, Secretary. The Association will have a meeting in advance of the next regular meeting of the village council and at that time will decide upon the concessions to be asked of the council for the College of Mines celebration.

Secretary Dube says that it is the intention to keep the Houghton Business Men's Association alive by frequent meetings. Its purpose largely will be to take care of such events as those which are now to the fore and to form a permanent organization from which public committees may be drawn. Dues will be fixed and only members paid up will be considered in future arrangements. Heretofore important public committees have been selected at random and some business men have felt slighted. From now on there will be a definite list from which to select such committees.

Passing of the Tea Caravan.

Far Eastern notes of the United States Consular and Trade Reports quotes a letter from Russia as follows:

"One by one, slowly but none the less surely, things old and venerable are pushed aside, destroyed or disregarded by trade, progress and other relentless instruments of change. The latest is the attack on the Asiatic Caravan, by means of which the best tea has been brought from China, packed in air-tight metallic canisters, across the Great Gobi Desert of Central Asia to Russia, crossing enroute three ranges of high mountains. This picturesque transportation system will soon give way before the automobile. A line, running at regular intervals, has already been established and two weeks' time is cut off, while the tea is better because of the shortened time of exposure."

Mayor Gaynor has forgiven the young man who eloped with his daughter, thus showing that he, too, can bow gracefully to the inevitable.

Nick Tanic has opened a grocery store at Reeman. The Worden Grocer Co. furnished the stock.

Nothing looks cheaper than a cheap hotel.

Detroit Produce Market Page

Detroit Butter and Egg Board.

Detroit, June 12—Butter receipts, 228 packages.

The tone is strong.

Extra creamery, 22c.

First creamery, 20c.

Dairy, 16c.

Packing stock, 15c.

Eggs—Receipts, 906 cases.

The tone is strong.

Current receipts, 13c.

Butter is steady. Eggs are coming in very poor, and all stocks show considerable heat. Shippers should move their eggs as often as they can and not hold for a week.

New York.

Butter—Receipts, 9,237 packages.

The tone is firm.

Extra creamery, 22½c.

Renovated, 17@18@18½c.

Packing stock, 16c.

Eggs—Receipts, 20,160 cases.

The tone is firm.

Extra fresh, 16@17c.

First fresh, 14½@15c.

Chicago.

Butter—Receipts, 16,556 packages.

The tone is strong.

Extra creamery, 21c.

Packing stock, 15c.

Eggs—Receipts, 19,932 cases.

The tone is strong.

Extra fresh, 14c.

Prime first fresh, 13c.

First fresh, 12c.

F. J. Schaffer, Sec'y.

Dr. Wiley Says Canned Eggs Are Healthful.

"Canned eggs are healthful—provided they are pure and sweet when they are put in the cans. So are cold storage eggs. The trouble is that too many canned eggs and stored eggs are bad when they are put into cold storage."

The foregoing opinion was given recently by Dr. Harvey W. Wiley, chief of the Bureau of Chemistry of the United States Department of Agriculture, in an interview at Buffalo, N. Y., on the subject of canned and cold storage eggs.

"The principal objections to canned and storage eggs," he continued, "are that they are not all sound when they are put into cold storage, as I said before, and that the time in which they are kept in cold storage is generally too extended."

"A reasonable time beyond which they should not be kept in cold storage is from one laying season to another."

"Fresh eggs begin to be plentiful by February 1. There ought to be no storage or canned eggs sold after that date. The old eggs ought to be disposed of from the storage ware-

houses and the markets by this time.

"But the usage is the very contrary. Fresh eggs are being bought up and put into cold storage now, and cold storage eggs are still being sold and will continue to be sold, so that it practically amounts to this, that some people never get any fresh eggs at all. They usually get stored eggs the year around."

"One can never tell by the market names what he is getting. You never read of any stored eggs being advertised for sale. The market reports tell of 'strictly' fresh, 'prime' and 'Western' eggs—which is a libel on the West, for packed eggs are what is meant."

"There ought to be municipal, state and national laws against selling storage eggs as fresh, and against the keeping of eggs in cold storage beyond the period from one season to another."

"There are plenty of eggs in February, March and April. Twice as many are produced as are used. The surplus ought to be allowed to be put away in cold storage, but the law should require that they be disposed of and the warehouses be cleaned of them in November, December and January, when there are few fresh eggs to be had."

"The proper and natural use of cold storage, which is to supply in November, December and January the surplus of eggs in February, March and April, or March, April and May, is a blessing. But the cold storage which seeks to control prices and which operates so as to compel people to eat stored eggs the year around, is illegitimate and should be prohibited."

"Every fraudulent use of cold storage should be prohibited. It is fraudulent to sell stored eggs as fresh, and that should be prohibited."

"What is the effect of extended cold storage upon stored food staples?" was asked.

"There are certain chemical changes wrought even under a continued low temperature," replied Dr. Wiley, "which deteriorates their quality. Fish, for instance, deteriorates more rapidly than almost any other stored product. It is depreciated in taste and nourishment. Apples and oranges are improved by low temperature, some think, and many prefer fresh meats that have been 'ripened,' as they call it, in cold storage two or three weeks, but they should not be kept in cold storage more than two or three weeks. Beyond that time they deteriorate."

"On the other hand, cured meats improve by age, like ham and ba-

Cash Butter and Egg Buyers

HARRIS & THROOP

Wholesalers and Jobbers of Butter and Eggs

777 Michigan Avenue, near Western Market—Telephone West 1092

347 Russell Street, near Eastern Market—Telephone Main 3762

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ESTABLISHED 1891

F. J. SCHAFFER & CO.

BUTTER, EGGS AND POULTRY

396 and 398 East High Street, Opposite Eastern Market

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Dundee Produce Co., Dundee, Mich.

Detroit, Mich.

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F. L. Howell, Vice-Pres.

B. L. Howes, Sec'y and Treas.

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Wholesale and Commission Dealers in Butter, Eggs and Cheese

26-28 Market Street, Eastern Market

Branch Store, 494 18th St., Western Market

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City 4922

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Egg Cases and Fillers

Direct from Manufacturer to Retailers

Medium Fillers, strawboard, per 30 doz. set, 12 sets to the case, case included, 90c.

No. 2, knock down 30 doz. veneer shipping cases, sawed ends and centers, 14c.

Order NOW to insure prompt shipment. Carlot prices on application.

L. J. SMITH

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Eaton Rapids, Mich

BUTTER, EGGS
CHEESE, FRUITS
PRODUCE OF ALL KINDS

Office and Salesrooms, 34 and 36 Market St.

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AND FREEZING
ROOMS

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McDonnell Brothers Co.

Highest Price for Eggs
Send for Our Weekly Offer
A Postal Brings It. Address

Egg Dept. McDONNELL BROTHERS CO.
35 WOODBRIDGE ST. WEST

DETROIT

We do printing for produce dealers Tradesman Company
Grand Rapids



SCHILLER & KOFFMAN

323-25-27 RUSSELL ST.
Detroit, Michigan

We buy EGGS, DAIRY BUTTER and PACKING STOCK for CASH

Give us your shipments and receive prompt returns. Will mail weekly quotations on application.

con. They require a year or two years to be cured properly, but it is a curious situation that we have found in the work of the Chemical Bureau and the Department of Agriculture, namely, that producers insist upon working off cured meats before they are properly cured, and keep fresh meats in cold storage beyond the term when they are palatable and nutritious. They dispose of hams cured under three weeks, and beef from six months to a year in cold storage, instead of the other way 'round, which would be better in every way for everybody."

What Other Michigan Cities Are Doing.

Written for the Tradesman.

Kalamazoo is already making preliminary arrangements to entertain the Michigan State Grange at its annual convention, which opens Dec. 12 next. About 1,000 visitors are expected during the four days.

A "Boost Greenville" meeting was held by merchants and citizens of that city last week and it was decided that the building of good roads would promote the city's interests more than any other one thing. A good roads association will be formed.

Kalamazoo has adopted a peddlers' ordinance, which is aimed especially at the popcorn venders. Under its terms peddlers are not allowed to call out their wares in any manner on Sundays and must not stop within 300 feet of any church or place of worship. A halt is limited to five minutes and another stop must not be made within fifty feet of the former resting place. Peddlers are not allowed to stop at street corners or within fifty feet of one. They must not stay in one block for more than half an hour and can not return over the same route in less than two hours. The tax for vehicles is \$20 a year, and for foot peddlers without carts \$5. Itinerants will be charged \$2 a day or \$5 a week.

The use of ornamental street lights in Battle Creek is still spreading, going from Main street into the cross streets in the business district.

Officials of the railroads entering Menominee have been ordered by the City Council to repair or install new crossings and the work is now in progress.

The Owosso Improvement Association has adopted a resolution looking toward the building a State reward road between Owosso and Corunna. Almond Griffen.

He Had a Reason.

"You look as if you had lost your best friend, old man. Why the grouch?"

"I wrote some spring poetry for those people last autumn on the understanding that I'd be paid for it upon publication. And now they've decided to hold it over until next year."

Promptness in Serving Customers.

Do not keep a customer waiting long enough for him to make an unjust estimate of your ability, or to take an uncomplimentary inventory of your surroundings. Things look ugly and distorted when one is weary of waiting. A man may wait of his own accord, but the minute the obligation is on the other side it is another matter. You may be waiting at some wayside junction for a train. Instead of seeking diversion, or breathing in a supply of fresh air, you wonder how many hours late the train is and how food could be more abominable than the refreshment you are compelled to take from the only place available.

There is measurable danger in keeping a customer waiting, even although you may be familiar with his personal characteristics. Do not presume upon his good nature, even although he may have assured you that "there is no hurry." Just imagine that he is in a hurry. Every minute you keep him waiting gives him just that much more time to study defects in service and in your goods, and makes your task to please him so much harder.

You know the weak points of your goods, if there are any. Do not permit a customer to make the same discovery. Use your psychology; engage his entire attention at once and hold it until he leaves you. The good-will thus gained by prompt and efficient service goes on, the gain being almost incalculable. For your own good strive to be prompt in waiting upon customers.—Furniture Journal.

Something Wrong.

He had no less than five newspapers with him, and as he looked them over one by one the other passengers couldn't help but wonder a bit. Finally a man spoke up:

"Hope there's no calamity?"
"I didn't find any," was the growling reply, "but there is a thing I'm going to kick about."

"The service on this line, sir?"
"No, sir. It's about the weather reports."

"Ah, I'm interested."
"Here are five newspapers, and each one has a different report for the day. Is the Weather Bureau reliable or not?"

"No, sir, it isn't. It is not giving us our money's worth. Yesterday there was a different 'probability' in six different papers, and yet we had eleven different kinds of weather between sun and sun. What right, sir, had the Bureau to beat us out of five kinds. It looks like graft, and I am ready to go in with you and call for an investigating committee. When five kinds of weather are held back—"

The fat man threw the papers on the floor and arose.

"Five kinds of weather that we have paid for—"

The fat man got to the door.

"Weather we were expecting in our business, but the same as stolen from us—"

The fat man stepped off the car and fell kerplunk in the mud, and the passengers craned their necks to see, and said it was all wrong—dead wrong. Joe Kerr.

The Frozen Silence.

Extraordinary as is the announcement of Professor Pictet, of Paris, that he has restored fish to life after freezing them for three months, it is ludicrous to say that similar experiments with human beings could be successfully accomplished.

Such is the opinion of Dr. Simon Flexner, of the Rockefeller Institute, and countless actual happenings bear him out.

Of all the men frozen to death in the Arctic or in the course of duty on sea and land none was ever revived after death. The idea is eery. Imagine what those heroes found stiff and cold after years in the ice floes of the North might say for themselves if restored to the living again!

Professor Pictet's fish, it is true, were frozen only three months and he makes no mention of experiments covering longer periods. It would be interesting to the point of weirdness if by chance modern science should unearth with some prehistoric Siberian mastodon a human contemporary incased in ice and by submitting him to Professor Pictet's test bring him back to life and deduce from his signs and motions a story the like of which has never yet been told.

But it is safe to say this voice from the dead will never be heard.

Bee the Greatest Engineers.

Probably King Solomon has been most criticised in his judgment for sending the "sluggard" to the ant, there to "consider her ways and be wise." We can not say, but it may have been that in Solomon's time they didn't have the present day Italian honey bee turning out comb honey in the commercial square, pound frames.

But we are assured just now that taking up a pound of honey in an ordinary frame, the average engineer ought to feel immensely incompetent and unwise as to ordinary ways and means to engineering results.

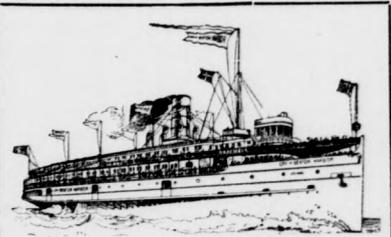
In the construction of the hexagon honey cell of material from her own body, the working bee at once has solved the problem of economy of room, of the lightest possible material of greatest strength, while the dividing wall in each honey case allows the greatest number of workers to continue "on the job." A. H. Godard, writing of the engineering capacity of the honey bee says: "I have seen strips of comb a foot wide and four feet long sustaining a weight of thirty or forty pounds of honey, while the comb itself would probably not weigh more than five or six ounces. We need not hesitate to say that such a structure compares favorably with some of the best achievements of the modern engineering skill of man."

Stung Him Good and Proper.

Tom—I love you, dearest one.

Tess—Have you seen papa?

Tom—Yes, little one; I saw him last night at the poker party. That is how I got enough money to propose on.



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E. A. STOWE, Editor.

June 14, 1911

WARING AGAINST MOTHS.

Warning has been sent all over the country urging farmers, horticulturists and nurserymen to be on their guard against these pests, which it was recently found, have been scattered broadcast throughout the land on importations of nursery stock from France.

We all know, in a general way, that Massachusetts has been fighting the gypsy moth for more than thirty years; the brown-tail, although a more recent comer, seems equally determined to stay. Many thousands of dollars have been expended by the State in efforts to vanquish the pests, but the six-footed enemy has thus far proved victor.

The gypsy moth was first introduced in 1868 by a professor in Harvard University, who was experimenting in the cross-breeding of silk worms, and an egg cluster of the gypsy moth was accidentally blown from the window, past his recall. Twenty years later the progeny from this nucleus required the attention of the State. If this small beginning can in a few years place all New England in a siege of war, the vital importance of a general awakening, now that the pest is known to have been disseminated throughout the whole country, is evident. Although a resident of Europe for centuries, it is kept in check there by natural parasites and other enemies. Some of these are known and have been introduced into our own country, but thus far with only partial success. While entomologists feel that the time will come when they can be held in check by these enemies, success—or, rather, lack of it thus far—renders the date when this time may come exceedingly problematical. By far the best means now is to watch and strive to crush out on the start any new stand of the enemy.

The first thing is to learn to recognize it, and the next is to study its points of attack. Various bulletins have been issued, both by the National Government and by states infested, and these alone, giving all the practical information known to science, prove that the work of fighting is an enormous one. The winged

gypsy moth appears from the middle of July to the middle of August. Dr. Howard describes the male as brownish yellow, with a slender body, the extended wings measuring one and one-half inches; the female is larger and nearly white, the wings being sometimes spotted with black. Happily, unlike its mate, its body is too heavy for flying. The eggs are soon laid in masses of 500, each bunch packed in hair from the body of the female. Holes in trees and crevices between stones are favorite breeding places.

The moth winters in the egg state. In May the eggs hatch and the full grown caterpillar is a little less than three inches long, sooty, with back marked with yellow. Along the back is a double row of blue tubercles, five in all, followed by six pairs of crimson red, the brilliancy of the colors increasing with age. It has a special liking for apple, white and red oak and elm trees, but denudes deciduous trees and conifers with great avidity.

The preference of the brown-tail is for fruit trees, but having found these insufficient for its appetite, it fast finds its way to the forests, where the work of controlling it is rendered much more difficult. It winters in the larval state, from eggs hatched in August, the young feeding and finally each colony encircling itself in a web of silk and leaves. These webs are five or six inches long and average 200 inmates. Hence one of the best means of destruction is through dragging them out from their winter quarters. The full grown larva is two inches long, reddish brown with a broken stripe of white on each side and two red dots in the rear. The moth is pure white, the female having a conspicuous tuft of brown hair at the tip of the abdomen. Both sexes fly readily, especially at night. Although a more recent comer than the gypsy moth, its behavior thus far brands it as equally undesirable.

The great furniture strike is gradually becoming a matter of history. But for the graft there is in the situation for the union leaders, the strike would have been declared off long ago, because it was very clearly seen from the beginning that the strike was not only unjustifiable but that it would end in disaster for the poor dupes who are kept from earning the necessities of life by the lies and the false hopes held out by their crafty and unscrupulous leaders. Two hundred and twenty-four men who had to cease work through intimidation and deception went back to their jobs Monday morning and, as the influence of the union leaders lessens and the men see how futile their struggle is, they will gradually sift back and become wage earners instead of public charges on the charities of the city.

Caruso has been sued for \$50,000 by a shop girl. Every now and then something bobs up to make us glad that we're not Caruso.

If there is anything nice to say about a man it is always said at his funeral.

ABOVE THE FOG.

M. de Lesseps mentioned one of the interesting features in his flight across the English Channel as the absence of fog. It will be recalled that this is one of the chief annoyances to navigators, who find in the crowded waters the greatest danger of collision. Yet in the upper air he assures us that all is clear.

When we stop to think about it, in the lower strata of the world is where the fog hangs heavily. If we can only manage to peer through the obstructions, or, better still, soar above them life will become freer and more definite in its purposes. Within the fog may almost always be found the malaria of backbiting and discontent. The quinine corrective of retaliation can never be sugar-coated.

The point is to rise to such a height that we can look down and see the whole situation. We know in a vague way what point we wish to attain; and yet there is a dimness of vision which cripples our well-meaning efforts. Then we make a chance move in one direction, and find that we have entirely miscalculated. It is a direct loss, a humiliating one, but our only excuse is that we were blinded by the fog.

If it is the fog of heredity the cure is to study new ways of doing things; to find out that while our fathers knew a great deal, much of practical value to us has been learned in the present generation, and the work is still going on. If we are encompassed by the fog of prejudice, the antidote is still willingness to be taught: an appreciation of the fact that other things and ways may be better than ours. Our own fog horns will convince no one of our superiority, but only make more tumult and disorder. Calm sailing is above petty bickering, false pretense and the desire to push ahead at the expense of others. "Happy and brave and strong shall we be," says Van Dyke, "able to endure all things and to do all things, if we believe that every day, every hour and every moment of our lives are in His hands." The only safe path is to rise above the fog into the blue of Heaven.

MEXICO'S NEW MENACE.

Mexico has certainly been sadly afflicted during the past few months. And now that the passing of Diaz has again proved that it is easier to start a rebellion than to stop it, that the spirit of outlawry turned loose is no respecter of formal declarations of peace, there comes a new calamity to add horror to the scene.

It is not difficult to picture in the mind's eye the effect when the very earth trembles under the feet of this misguided nation. Steeped in the superstition of centuries, is it any wonder that they are panic stricken, reading in this touch that of the Divine hand in punishment for their strife? Among the semi-barbarous nations the world over any physical calamity is looked upon as a manifestation of Divine wrath. It has been thus since the creation. It will continue until all people have learned the laws which govern the physical world. Capt. John Smith used a fore-

knowledge of an eclipse to impress upon the natives his own supernatural power. And the crushing in of the walls enclosing many soldiers might naturally be interpreted as but a continuation under the host Invincible of recent horrors.

We know from sad experience how long it takes a great nation like the United States to emerge from a civil war. We also know that with the unsettled conditions now existing in Mexico, the many factions and the preponderance of ignorance, its recovery will necessarily be very much slower. Indeed, the question of mere existence as a nation seems problematical. And may we not hope that the physical demonstration will lead to a more ready union of the rended ties? May the suffering Mexicans come to a realization of the fact that they should join together in the building up of a nation worthy of the natural resources of the land.

Some of the Polish people of the city, under the guidance of their religious directors, appear to be considerably stirred up over the strictures of the Tradesman on the subject of rioting. With the law abiding Pole, who lives like a white man and observes the law, the Tradesman has no controversy, but with the ignorant Pole, who defies the law constantly and refuses to recognize any power, human or divine, the Tradesman has a decided controversy. Resolutions condemning the Tradesman for the stand it took on this subject appeared in the Evening Press Monday evening. On the same page appeared an account of the sentence of two Poles to long terms in prison for rioting. Within two hours after the newspaper appeared Poles were very much in evidence in the riot at the Widdicomb Furniture Company plant, which put six Hollanders who refused to bend their knee to either priest or union, out of commission. Profession of patriotism and a law abiding spirit are good, but every one who knows anything about an ignorant Pole knows that such protestations are ridiculous. There are good Poles and there are bad Poles and there is no reason why the good Pole should take up the burden of defending degenerate members of his race.

If you tickle your ankle and your big toe turns upward and the other toes spread outward your skull is fractured, says Dr. C. G. Chaddock, a member of the visiting staff at the St. Louis City Hospital, who says he has made the experiment in 275 cases and has not failed once. If your skull is intact the tickling of the ankle will cause your toes to turn downward and draw close together. Dr. Chaddock says the spot on the ankle that will reveal skull fracture is a half inch above the sole of the foot on the inside of the ankle. He says the spot on the ankle is closely connected with the brain by a lesion in the central motor track.

"The human heart is like a mill. If you put grain in it, it produces flour; if you put nothing in it, it continues to grind, only it consumes itself."

GOOD TIMES AND BAD TIMES.

What is it that makes business active, that provides employment for all who are capable and want to work, and that creates conditions that are known as prosperity?

Some persons in proposing to answer this question will tell you that good crops of the great agricultural staples are the chief factors in reviving prosperity.

There has not been a great business year in this country since 1906, when the cotton, wheat and corn crops were all good, a conjunction of fine harvests that does not often occur, and yet 1906 was followed by the panic year of 1907, since when there has been no great revival of business and restoration of prosperity, although 1909 and 1910 were both good corn and wheat years and 1908 was a good cotton year, with a fair crop in 1910.

It must be admitted that good crops do not present the conditions which create great business activity and restore prosperity, although they exert a certain influence in that direction. Something else is required, although it is not easy to define in exact terms. There must be conditions in the country that stimulate enterprise and banish all causes for business anxiety and remove all restraints and limitations except those which belong to business and are inseparable from it.

Conditions of actual war and revolution and the anxiety and uncertainty which always precede a threatened outbreak are fatal to business activity, and so are the conditions which attend political agitations which do not even threaten actual revolution. It is this political agitation which has hung over the country like a cloud ever since the financial panic of 1907 that has prevented any real revival of prosperity since that time.

There was already in operation a popular movement against the railroads and the trusts. The railroads had aroused a general indignation by their favoritism towards particular towns and cities, and their injurious discriminations against others. They gave large rebates and reductions in freight rates to some shippers and exacted exorbitant rates from others. They drove all steamboat competition in transportation from the navigable waterways, and, combining competing parallel lines of railroad into great systems, they exerted despotic and monopolistic domination over vast regions thus deprived of facilities for competition.

The public indignation against the railroads took the form of reducing by means of state legislation the charges for passenger transportation within the limits of such states, and two-cent fares inside of state lines were contrasted with the rates of three cents a mile for inter-state travel.

The railroads were charged with bringing on the financial panic of 1907 in order to revenge themselves on the people generally, and then the people set Congress to work, by way of retaliation on the roads, with the result that the power of the Inter-state

Commerce Commission to restrain and control the roads was enormously increased, with the result that the freedom which they had previously enjoyed to make mortgages and issue bonds upon their property was restricted and their foreign credit more or less impaired.

Thus the 240,000 miles of railroad in the United States, which are represented in the financial world by some \$18,000,000,000 in stocks and bonds, were more or less disabled from going into the European money markets and borrowing at need the \$20,000,000, or \$50,000,000, or \$100,000,000, needed for extensions and renewals of track and equipment. Such amounts of money, if they had been put into circulation by the railroads after the panic of 1907 had subsided, would have gone far towards restoring great activity to business.

Then there was the attack on the trusts. For many months they had been under prosecution in the United States courts, and several decisions from the Supreme Court, the highest tribunal in the world, were awaited with much fear and trembling. There were possibilities of enormous fines, even of confiscation of property and personal imprisonment. Those uncertainties exerted an immense and most disquieting effect upon business.

But that was not all, for, no sooner had President Taft taken his seat in the executive office of the Nation, when he called Congress into special session and set it to breaking up the tariff on imported goods. So far as the tariff may be high or low, if the conditions caused thereby be allowed to become established and suffer no disturbance, business accommodates itself to the situation and prosperity is possible.

But President Taft's tariff soon came to be the subject of general condemnation, and, stung by the reproaches heaped upon him, the President called another special session of Congress and started it into hammering away at the tariff anew. The result has been that, from the first moment of this tariff-tinkering, business has suffered a serious disturbance, and has been clouded with a hopeless uncertainty. Every merchant has been and is now afraid to stock up with imported or any other manufactured fabrics lest prices should drop and leave him a heavy loser, and by consequence the trade is carried on in a hand-to-mouth style, and will continue so until the entire question of the tariff shall be settled.

Thus it is that, through what may be called a sort of political revolution, all the great financial forces that are largely the mainspring of business have been semi-paralyzed, so that the trade of the country for the years 1909 and 1910 has scarcely been more than two-thirds of what it would have otherwise been if there had been commercial and financial confidence and quiet.

The object of these remarks is not to attack or condemn the political conditions which have operated to curtail trade since the financial panic

of 1907, but to explain the cause of those conditions. Whether extreme business activity is good for a country and people is a question, but it is something that the American people want, and they may be surprised to know that it has been lost to them through the very conditions they have created.

When the tariff agitation shall be settled is something that no man can say, and no relief is in sight in that direction, but the decision of the Supreme Court of the United States in the case of Standard Oil, the world's most powerful and long believed to be invincible trust, has not been so severe as had been expected, and gives due regard to the sanctions and inviolability of private property. This has had a reassuring effect on the large stockholders of great corporations, and will aid in quieting business anxieties.

RULES FOR GIRLS.

The following decalogue, issued to "The girls of Great Britain" by the Women's Imperial Health Association of Great Britain and Ireland, has many suggestions which may be applied equally well on our own shores: 1. The future of your country is in your hands. 2. Look your best by all means, but be your best also; the first attracts to begin with, but the second produces the most lasting effect. 3. You must obey the laws of hygiene, respecting fresh air, exercise, good food, cleanliness and suitable clothing. A healthy girlhood is the best foundation for a happy life. 4. You must know about cooking, housekeeping and domestic economy. 5. You must learn about the feeding and care of children; this knowledge does not come by instinct, as many suppose. 6. Remember that homemaking is the most dignified and important profession in the world. 7. Attend, if you can, "continuation classes" in personal and domestic hygiene in your own house, remembering that a good daughter makes the best wife. 9. Choose the best companions and read the best books you can find. 10. Accept only the best men as your husbands, paying as much attention to their character as to their personal appearance.

We recall the fact that Queen Victoria was thoroughly domestic in her habits, and brought up her daughters in such a way that they could each be self-supporting did occasion demand. Hence it is not to be wondered that the women of Great Britain have some sound ideas regarding proper conduct and home life. There is the ring of good common sense in the entire code.

It is told of Victoria that when as a mere child she first learned the nature of the work which awaited her she was silent for a time and then said most earnestly, "I will be good," a promise which was most conscientiously kept. Now the rules of conduct, broadened to meet the more enlarged ideas of to-day, might be condensed into the quartette of words which outlined the work of one of England's best rulers.

ONE CENT POSTAGE.

The Postoffice Department having been once more placed upon a paying basis, it is but natural to hope that the time is not far distant when we may have 1 cent letter rates. There are those still living who remember the sheets of note paper carefully sealed with a wafer and for which the receiver—not the sender—paid 25 cents. It is questionable whether the one to whom they were addressed gained the first reading even at this price; for tradition tells of seeing the village postmistress, whose single shelf in the cupboard sufficed as a receptacle for the tri-weekly mail, skillfully bend the folded sheet, and by various manipulations at which she seemed an expert, slowly decipher the words as exposed in the center of the folded missive. Certain it is that secrets leaked out.

But let it pass. There was then no daily newspaper, and just think what you yourself would do if deprived of the news! But later came the 5 cent rate, and with it so many more letters sent that Uncle Sam was a gainer in the end. When the rate was reduced from 3 to 2 cents it seemed as if every one could afford to write. But now that the Government can afford it, and this worthy institution is assuredly not in the business for speculation, we naturally want all there is in it to us.

There would, doubtless, arise a deficit for a short time, but with our rural free delivery and the country people writing letters by the dozen where once they rarely wrote at all, with every one sending the sealed missives as freely as they send post cards, the business would soon be on a paying basis again. The postal service would be of far greater use and with the growth of intelligence and trade resulting therefrom, surely Uncle Sam would find it a good business investment!

A rather seedy looking individual stepped into a local drug store a few days ago and asked the clerk for some foolscap paper. The clerk, rather amused, managed to keep a straight face while endeavoring to remember if anything of the kind was in stock. Unable to recollect he stepped to the cashier's desk for his information. The cashier, a sweet young thing, gave full vent to her merriment at the clerk's request for foolscap paper and assured him that there was none in stock. The cashier's laughter brought a grin to the clerk's face as he returned to his customer with a negative answer. The customer, as he left the store, smiled faintly at the merriment he had caused, but who knows what thoughts the smile concealed or what resolutions were mentally passed on where he would do his future trading in the drug line. Ten to one it will not be at the store of the snickering cashier and the grinning clerk. While his business in this line might not amount to a great deal, who knows how many other good patrons may have been driven away, offended by the same ill mannered pair!

Banking

The bank statements, showing conditions at the close of business June 7, indicate that business is playing a waiting game. Whether it is the unsettled condition in industrial circles or something else need not be discussed, but the story the statements tell is that capital and enterprise are holding back. Since March 7, when the last previous statements were made, there has been a shrinkage in loans and discounts and a great piling up of money. Business men and manufacturers are paying up or putting their money into the bank instead of making new ventures. The patrons of the savings departments are holding on to what they have and adding to their accumulation instead of drawing out to buy homes. Conditions as they are at the present time may not be all that is desired, but they contain a promise of activity and expansion just as soon as the silly season in industrial circles is passed.

The loans and discounts show a total of \$18,783,254.69, which is \$633,000 less than on March 7 and \$934,000 below Nov. 10, last. The National banks show a shrinkage since March 7 of \$881,000, while the State banks make a gain of \$247,000.

The bond and mortgage account shows a total of \$8,115,441.04, a gain of \$330,000 in three months and establishing a new high record. The expansion in bonds and securities usually means that the banks have more money than they use for commercial purposes and they take on investment securities to keep their funds employed.

The cash and cash items show a total of \$7,741,248.32, which establishes a new record. This is 25.3 per cent. of the total deposits as compared with 23.5 per cent. on March 7, 24.6 per cent. on Jan. 7 and 22.7 per cent. a year ago.

The surplus and undivided profits account totals \$1,911,968.14, compared with \$1,802,322.13 a year ago. This is a very good showing when it is recalled that the Grand Rapids Savings Bank has during the year converted \$50,000 of its undivided profits into capital, and there was a considerable disbursement of capital when the National City and Grand Rapids National banks came together.

The deposits subject to check total \$10,579,812.65, which is \$189,000 less than three months ago, and \$543,000 below Jan. 7. On the face of the returns this is not a bad showing, but as a matter of fact it represents a considerable accumulation of commercial money. The city, school and county funds, which are carried as it subject to check, have had a shrinkage in three months of at least \$500,000 net, there have been considerable withdrawals from the savings departments of the National banks and ready money no doubt has been used in paying loans, and yet the net loss

is only \$189,000. It is likely the checking accounts will show a considerably higher average than three months ago.

The certificate and savings show a total of \$15,614,999.68, a gain of \$288,000 in three months and of \$464,000 since Jan. 7, and making a new high mark. In view of the industrial conditions it is a peculiar circumstance that the savings bank accounts in the State banks have gained \$323,000, while the certificates have fallen off \$116,000, and in the National banks the certificates have gained and the savings bank accounts have faded.

The outside banks are carrying balances in the city banks to a total of \$3,925,745.10, which is \$378,000 more than three months ago and establishes a new record. The present total is \$12,000 above that of Sept. 1, 1910, which was the previous high mark.

The total deposits show \$30,461,795.33, which makes a new record, and is \$445,000 more than three months ago and \$2,571,000 above a year ago. In their total the Fourth, Grand Rapids Savings, Kent, State, Commercial, City Trust and Savings and the South Grand Rapids make new high records, and the others are very close to their previous best. The Peoples gets over the \$2,000,000, which is a new high for recent years. The Grand Rapids Savings comes within \$17,000 of hitting the \$3,000,000 mark. An interesting feature of the statements is that in total deposits the National and State banks come so near to splitting even that there is only \$116,000 between them, the Nationals leading by that amount. A year ago the Nationals had a lead of \$1,165,000, and two years ago the majority was still greater on the side of the Nationals. At the present rate the State banks will soon have more deposits than the Nationals.

The Grand Rapids banks are well represented at the State convention in Detroit this week. Business is scheduled for Tuesday and Wednesday. Thursday afternoon the convention will take the boat for Buffalo to spend Friday and the return will be in time to take the Saturday afternoon train out of Detroit.

Dudley E. Waters, of the Grand Rapids National City, and Clay H. Hollister, of the Old, are fond of flowers and their desks are usually adorned with handsome bouquets of seasonable flowers from their own gardens. Last week it was peonies; this week it will be roses, and next week it will be something else. Chas. W. Garfield is widely known for his love for the beautiful and occasionally he has flowers on his desk, but more often it is specimens of fine fruit that friends bring in, or samples of fruit or flower pest that other friends bring in for him to diagnose.

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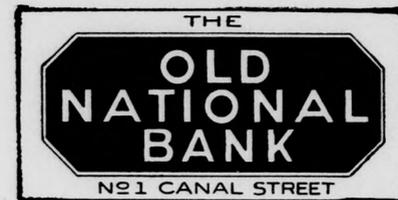
Grand Rapids National City Bank

Capital \$1,000,000

Surplus and
Undivided Profits
\$350,000

Solicits Your Business

Capital
\$800,000



Surplus
\$500,000

Our Savings Certificates

Are better than Government Bonds, because they are just as safe and give you a larger interest return. 3 1/2 % if left one year.

There is Nothing in Safe Banking that we Cannot Perform

PEOPLES SAVINGS BANK

OF GRAND RAPIDS, MICHIGAN

RESOURCES	Condition May 15, 1911	LIABILITIES	
Loans	\$1,796,212 34	Capital Stock	\$ 100,000 00
Banking House	35,000 00	Surplus	100,000 00
Cash and Clearing House Items ..	131,604 98	Undivided Profits	15,517 26
Deposits with Reserve Agents ..	271,622 67	Deposits	2,018,922 73
	\$2,234,439 99		\$2,234,439 99
Savings Department Reserve 18%		Commercial Department Reserve 27%	

THE FOURTH NATIONAL BANK

UNITED STATES DEPOSITORY GRAND RAPIDS, MICHIGAN

OFFICERS

WM. H. ANDERSON, President L. Z. CAUKIN, Cashier
JOHN W. BLODGETT, Vice Pres. J. CLINTON BISHOP, Asst. Cashier

This bank pays 3 per cent. on Savings Certificates if left 6 months, and 3 1/2 per cent. if left one year.
On Savings Books we pay 3 per cent. if left three months and compound the interest semi-annually. We solicit your patronage.

Wm. H. Anderson, of the Fourth, often has flowers on his desk, but with him it is occasional rather than a habit.

The Old National has bought the Weston property, adjoining the Pantlind Hotel on the north. This "squares" the hotel property, with a total frontage of 132 feet on Canal street, extending back 200 feet to Campau street. The price paid was \$80,000 for 46 feet frontage, with a depth of 100 feet. Plans have not been completed for the improvement of the property, but tentatively the intention is to organize a corporation with ample capital to take over the entire property, tear down the old buildings and on the site build a modern fire proof hotel of ample dimensions to supply the city's needs. The Pantlind Hotel, formerly Sweet's, was built back in war days and is so constructed that its material enlargement or any extensive remodeling is out of the question. The Weston building is about twenty-five years old and might perhaps be made over, but is hardly worth it. Tearing down the two old buildings seems to be the only way, and perhaps it is fortunate that this is so as building from the ground up will mean something worth while. J. Boyd Pantlind a few months ago purchased the old Rundall building with a frontage of 100 feet on Lyon street and extending on Campau to the Pantlind Hotel, and this may be included in the general plan for the new hotel.

History Condemns Bank Deposit Insurance.

What does this title mean? Simply this: In Oklahoma each state bank must pay an assessment upon its average deposits for the past year to the state, which fund is to be used to pay the debts of any bank failing without sufficient good assets to pay all its deposits in full. When the fund is impaired, another assessment is made. In short, every bank is liable for all the debts of every other bank in the state, whether it is conservative or plunging in its methods.

Some years ago I wrote an article declaring that the suggestion to insure bank deposits was "purely theoretical, impractical, revolutionary and fatal to conservatism." I reiterate the truth of that assertion, notwithstanding good men are espousing the cause in all sincerity. The theory ethically looks fine, but so do many other fallacies. Many patent rights look tempting but parting with cash to prove their practicability, in ninety-nine cases out of one hundred, is the penalty paid to find out they won't work.

It is claimed that insuring bank deposits will prevent distrust, bank failures and panics. I assert there is nothing in history or reason to confirm any such assertion. History proves the fallacy an insidious disease that first stimulates but in the end undermines and destroys the healthy constitution.

Some people, on various subjects, hold to the conception—too often as a vote-catcher—that the magical "Be

it enacted" will bring about the millennium. If we could by law change human nature and reform the over-zealous who become inoculated with the get-rich-quick fever, then we might abolish the Bible and the penitentiary. But alas, "Man that is born of woman is of few days and full of trouble."

The Vital Question.

The vital question at issue, then, seems to be, if it is impossible to wholly eliminate the patient with the get-rich-quick fever and the smooth high financiers who build pyramid banks even in the face of rigid laws regulating human actions, is it equitable or just to compel the honest or conservative banker to indorse the liabilities of the criminal high financier and gambler with the get-rich-quick fever, also the incompetent and the non-conservative fair weather banker?

Let us reason together a little on the last two points: A customer calls on a conservative old-time banker for a loan of \$5,000. His securities are of such a shady character that the banker—disregarding the alluring high interest rate offered—declines the loan. The customer immediately repairs to the fair-weather banker, who takes the big interest bait and grants the loan. The bank examiner passes the loan because it is not excessive and he can not know its exact character. The fair-weather banker's portfolio is soon filled to the limit with similar assets, and then, under the impetus of illegitimate inducements, of higher rates paid for deposits, selling exchange for nothing, or in many other ways, innocent and even good people will withdraw their funds from the conservative banker to deposit with the fair-weather banker, because the conservative is liable for the debts of his competitor. Occasional storms will arise as surely as Nature is fickle in her gifts to man, then the rock-ribbed, conservative stands, but the fair-weather bank, built upon quicksand, is wrecked. The conservative is taxed to pay the non-conservative's debts. I appeal to your intelligence, is this fair or equitable? Will not such conditions in time undermine, as by an insidious disease, the healthy constitution of a conservative banking system, and thus defeat the very object sought? Reason says so. Such a law aids the plunger, and seriously injures the conservative banker.

I could quote strong arguments in corroboration from many eminent authorities, but time forbids. Practically the whole line of banking periodicals of the United States, from the Atlantic to the Pacific—the Financial Chronicle, the Financier, the American Banker, the Financial Age, of New York; the Texas Banker, the Western Banker, of Omaha; the Chicago Banker, the Commercial West, of Minneapolis; the Pacific Banker, of Portland, Ore., and others openly sound their warnings against the inequitable proposition and its tendency to undermine conservatism.

Oklahoma Experiences.

This baby state, with a flourish of trumpets, in 1908 heralded the fallacy

with loud acclaim, like unto the New York experience in 1829. The banking law, as passed, was a rigid one, regulating the business. An assessment of 1 per cent. on deposits was made in 1908, and since then three other assessments have followed, until the total assessments approximate 3 per cent. of the deposits of all Oklahoma state banks. Please note this 3 per cent. is a tax on the deposits, which are debts of the bank, and not on its own capital. As the deposits there approximate five times the capital, when figured on the total capital of all the banks in Oklahoma, they have been assessed 15 per cent. of it, which is a loss to them of 5 per cent. per annum for the past three years, to any live state bank in Oklahoma. This sum is evidently not "comparatively insignificant." An assessment of 1 per cent. on the deposits of Wisconsin state banks, because their deposits are nine times their capital, would rob them of 9 per cent. on their capital with which to pay the debts of competitors, in which they have no interest whatever. Governor Haskell reported on January 7, last, to the Legislature, that up to December 31, 1910, the total collections Paid in were\$818,740.65 Paid out in losses..... 745,115.06

Leaving on hand\$ 73,625.59

The last assessment of 1 per cent. on deposits, or about 5 per cent. on the capital of all the banks, made March 4, 1911, will probably bring to the guarantee fund \$500,000; but it is learned that when the present demands are met, to clear up failures to date, the fund will be largely exhausted. What a glorious record!

The law clearly bred "wild-cat" banking. Within one short year from its inception the Columbia Trust & State Deposit Co., with deposits of \$200,000, in 1908, ran up to \$3,000,000 on non-conservative, illegitimate methods of banking, even paying 6 per cent. for deposits. The mismanagement was so reckless that the mushroom concern broke in 1909, and over one million dollars was irretrievably lost. Small banks by the dozen, with the lowest limit for capital, were started. Many others started, with men at their heads who could not get deposits, except for the fact that all the other banks were responsible therefor.

The last assessment, on March 4, of 1 per cent. on deposits, equal to 5 per cent. on capital, is the last straw to break the camel's back, and partly in anticipation of it, about one hundred of the good state banks are tumbling over each other to get an examination by the United States Government National bank examiners, that they may join the National bank system, and get out from under paying the debts of busted, plunging banks in Oklahoma.

From January 7 to March 7, 1911, covering just two months, the state bank deposits in Oklahoma declined \$5,023,603.

On April 7 the Planters & Mechanics Bank of Oklahoma City failed—owing depositors about \$400,000.

A country bank President in Oklahoma wrote a Wisconsin bank President that his bank had applied for a National charter, and added this gingerly remark, "The guaranty fund of this state is a little too much for us. We do not feel like working hard, and then putting our savings up for some scoundrel to squander, to put it mild." Evidently he had been "touched" for 10 to 20 per cent. of his bank's capital. When the conservatives get out the dregs will be left. When panic strikes again, which nothing can prevent, woe betide those that are left.

Pertinent Questions.

If the advocates of the fallacy are seeking for justice, why single out competitive banks to pay the debts of the plunger, in which competitive banks have no interest whatever, instead of assessing the whole people of the state to obtain cash with which to pay depositors?

Why assess rivals in business to pay the voluntary depositors with a failing rival, when in ninety-five cases out of 100 the depositor in the rival bank is amply able to lose his percentage of loss that may accrue? Those unable to lose are few in number. Paupers are not depositors and are cared for by ample laws now.

Andrew Jay Frame.

BONDS

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Details upon Application

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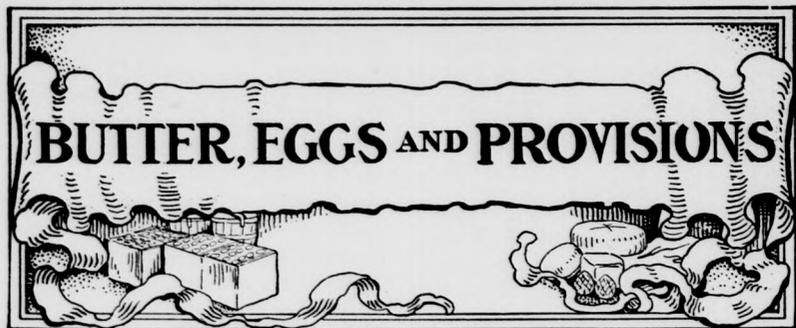
Continental and Commercial Trust and Savings Bank

The capital stock of this bank is owned by the Continental and Commercial National Bank of Chicago.

Combined Assets over \$200,000,000

Offer high grade Municipal, Railroad and Corporation Bonds and Debentures to yield investors 3½ to 6%. Correspondence invited.

J. E. THATCHER, Michigan Representative, 1117 Ford Building.
GEO. B. CALDWELL, Manager Bond Department.



Importance of Annual Apple Crop of America.

I write of the big red apple. It is creating almost as much trouble for us as did that into which Mother Eve, at the advice of the snake, sank her pearly teeth when she lost us the Garden of Eden.

It is more precious than the three golden apples which grew in the garden of Hesperides and for which Hercules upheld the globe on his shoulders when he sent old Atlas to get them.

That was the second time that the apple upset the world. A third was when Juno, Venus and Minerva contended as to their beauty for the golden apple offered by Paris, the grafter, who, being bribed by Venus with Helen of Troy, thus brought about the long ten year war which laid that city in ashes.

Even the Bible speaks of apples of gold in pictures of silver. Well, that is what we are having in some parts of our country. The apple crop is revolutionizing whole districts. It has lifted the prices of lands to the clouds and has made it possible for the clodhopper to walk upon velvet.

Farmers Own Autos.

What would you think of a country where nearly every farmer owns his automobile, where his house is lighted by electricity and he has water on tap, where scores of families go every year to Southern California to get away from the cold, and where you can not throw a stone without striking a man who has money in the bank? That, I am told at the Department of Agriculture, is the condition of a half dozen different districts in the Pacific Northwest.

Take the Hood River Valley, in Oregon, where the apples and pumpkins are of about the same size! Orchard land there is worth from \$500 to \$1,000 an acre, and orchards already set out will bring \$3,000 and upward per acre. Said one of the department officials to me:

"I was recently talking with an orchardist who had ten acres of bearing trees in one of the best districts of Washington. I asked him what his land was worth. He replied:

"It ought to bring me in at least \$10,000."

"Well, said I, after thinking a moment, 'I don't know that that is too much. You have ten acres, and that would be just \$1,000 per acre.'

"But I mean \$10,000 per acre," said the man. 'It will bring a good income on that and leave a fair sinking fund.' And thereupon he took out his pencil and showed me that he

was making a big percentage on his own valuation."

"The Pacific Northwest is the Utopia of the farmer," said another of the agricultural explorers. "The apple growers are mostly educated men and the social conditions are high.

"In Hood River, which is a town of 5,000, there is a University Club to which belong 150 college graduates. North Yakima looks for all the world like a New England city, and its houses are more artistic than those of the East.

"The Wenatchee Valley is a great farm town covering thousands of acres, divided up into patches of five and ten acres of orchards. Each patch has its house, which is equipped with electricity and lighted by a common plant. Every home has running water and a telephone, and scores of the farmers own their own motor cars.

"The bare land in the Wenatchee Valley is worth \$500 and upward an acre, and the orchards in bearing yield \$500 or more to the acre a year.

Land at \$500 Per Acre.

"Near Southern Washington a crop of eight acres was sold on the trees for \$15,000, and the purchaser did the picking and marketing. They had an apple show at Spokane last fall where they gave away prizes which aggregated \$20,000, the first prize being a sweepstake of \$1,000. At that show there were displays from thirty-six different districts in Washington, Oregon, California, Idaho and Montana, and the apples were shown in all sorts of packages, from the carload to the box. They sent one trainload of the exhibits from there to Chicago. It went by express and it carried just 1,000,000 apples."

Where are our best apple lands?

I have asked this question of several of the leading pomologists of the Agricultural Department, and we have gone over the country with a map laid before us. Take first the Pacific Northwest. The most famous regions are pockets such as the Wenatchee Valley and Hood River country.

It surprised me to learn that one of the most profitable apple regions is in Colorado. It lies in the western part of the state, on the other side of the Rockies, and quite a distance from Denver. The climate there is such that it has had crops when those of the Northwest have failed.

Coming farther east there is a big apple region in Missouri, Oklahoma and Texas. The Ozark Mountain country in many years has led the United States in the production of the big red apple and there are large orchards in Kansas and Nebraska and

also in the states on the other side of the Mississippi River.

Just now some of the most successful orchards of the country are in Western Michigan. They run up along the shore of the lakes and extend some distance back into the interior. I know of one agricultural scientist who has an orchard of twenty trees there. It was planted by his father some thirty-odd years ago. That orchard brought in \$3,500 this year, making a net profit of about \$600 per acre.

The old reliable apple country of the United States is Northern New York. It has been producing large crops of fine fruit for years, and with modern spraying and improved cultivation it is now yielding more than ever.

Representative apple buyers of the country have annual meetings at Niagara Falls, where they arrange the management of this crop, and whether it is big or little largely affects the market prices all over the country.

New England is raising a great many apples. This is especially so of Southeastern Maine and some parts of Massachusetts, Vermont and New Hampshire. The most of the apples from that region are Baldwins. Among the new movements there is the renovation of the old orchards after methods laid down by the Department of Agriculture. A large number of abandoned farms have been made profitable by the rejuvenation of the old apple orchards through trimming and cultivation.

There is a district in Virginia known as Apple Pie Ridge. It is in the Appalachian Mountains, and I shall dignify the whole of that system by that name. Apples can be raised in selected spots through that whole range, running from New England as far south as Georgia. There are fine apple lands in the Alleghenies, and thousands of acres of trees are now being set out in different parts of the Blue Ridge.

In Albemarle county, about Charlottesville, where Thomas Jefferson lived, they raise the famous Albemarle pippins, which bring from \$5 to \$10 a barrel, the greater part of them being shipped to England. That was the favorite apple of Queen Victoria. King Edward ate it before going to bed and King George has been brought up upon it. They are now using Albemarle pippins in Windsor palace, and I have bought them in Covent Garden market at something like a shilling a pound. This apple is fastidious as to soil and climate. It

Dairy Butter Wanted

All grades. No matter what offer you have on packing stock I will make you an attractive offer to sort out the No. 1 dairy for me.

F. E. STROUP
Grand Rapids, Michigan

References:—Commercial Agencies, Grand Rapids National Bank, Tradesman Company, any wholesale grocer Grand Rapids.

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None Better
WYKES & CO.
GRAND RAPIDS

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HIDES, FUR, WOOL, ETC.

Crohon & Roden Co., Ltd., Tanners
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Grand Rapids, Mich.

TRACE Your Delayed Freight Easily and Quickly. We can tell you how. **BARLOW BROS.,**
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Buy Pineapples for Canning Now

Prices Low
Fruit Never Better

The Vinkemulder Company :: **Grand Rapids, Mich.**

Write, phone or wire your order

ISBELL'S SEEDS WE WANT YOUR SUMMER ORDERS

We make a great specialty of supplying Michigan storekeepers with our **HIGH GRADE SEEDS IN BULK.**

Drop us a card and we will have our salesmen call and give you prices and pointers on how to make money selling seeds. Do it quick.

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Seeds All orders are filled promptly the day received.

We carry a full line and our stocks are still complete.

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

grows best in the coves of the mountains, and of late it has been thriving in the Shenandoah Valley.

I know of men there who are netting from \$10,000 to \$20,000 a year from their pippin trees, and there are numerous farmers who make more out of their orchards than from wheat, corn or live stock.

Apple Industry Young.

Another favorite apple is the York imperial, and others are the Grimes golden winesaps and mammoth black twigs. Take Frederick county, Va., of which Winchester is the capital.

The apple industry there is in its beginning, but they are setting out trees by the hundreds of thousands and lands are jumping in value. The country is only about six years old as a marketing region. It was in 1905 or 1906 that the commercial orchards began to bear.

Since then the bank deposits have trebled and this last year that county alone shipped about a million bushels of apples. The apple lands are far cheaper than those of the West, selling for from \$75 to \$200 per acre, the latter price being usually for land on which trees have been planted.

The profits of the Southern orchards so far are nothing like those of the Far West, but the scientific fruit men tell me that the lands in many of the Eastern sections are just as suited to apples and that proper cultivation, spraying, packing and marketing should make them pay quite as well.

Many of the Western fruit growers realize this, and I know personally a number of orchardists who have sold out their lands in Washington and Idaho and are now buying Southern lands and setting them out. One such man recently bought over 200 acres right on the railroad within a half mile or so of the fine old town of Leesburg.

He paid something like \$50 or \$60 an acre, and he expects to raise as good apples within forty miles of the National capital as can be raised in Colorado or Washington.

One Girl's Accomplishment.

There is an Albemarle pippin orchard on the Fairfax estate, formerly owned by President Monroe, that is paying exceedingly well, and near there is a little orchard of less than 600 trees which has been so well managed by a young lady farmer that it is an object lesson for miles around.

In the latter case the trees were set out in 1890, twenty-one years ago, and it was sixteen years after that before they began to give crops commercially profitable. One can plant 600 trees on twelve acres of ground and have room to spare. This is what that girl did with her trees. In 1906 her net profits were \$1,612; in 1907, \$862; in 1908, \$1,227; in 1909, \$3,248, and in 1910 she had gross receipts of over \$5,000, yielding her a net profit of \$3,862.

Stories similar to these are known to all who have any acquaintance with the apple regions of the United States. They are founded on present conditions and are the cause of the

enormous extent to which new orchards are being planted all over the country.

Many of the Government clerks at Washington are investing in orchard schemes. Some of the fruit experts of the Agricultural Department have their independent orchards, and not a few of Uncle Sam's employes have gone into business and are making good.

At the same time apple lands are being exploited as orange lands were some years ago, and syndicates are formed to manage orchards at a fixed price per acre or tree. The planting is extensive and this is especially so in the Pacific Northwest and in Virginia, West Virginia and Maryland.

It is also true of the other apple regions, although to a minor extent.

Last year, I am told, the shipments of apples from the Washington, Oregon and Idaho regions amounted to 10,000 carloads, and moreover, when the trees that are now being planted come into bearing, say ten years from now, there will be from that region more than 100,000 carloads. The most of these shipments go in boxes, but I venture a carload of barrels would contain about the same number of apples. At 200 barrels to the car, which is an average shipment in the East—I have myself shipped 300 barrels in one car—this 100,000 carloads would equal 20,000,000 barrels of apples.

This is the potential product ten years from now of the Pacific Northwest, and that part of the country produces a comparatively small portion of our total crop.

Climax in 1921.

Now, within the last ten years the apple crop of the United States has ranged from 22,000,000 to 69,000,000 barrels. We had 22,000,000 barrels in 1909 and during the last five years the average has been about 28,000,000 barrels. The big yields were all during the earlier part of the decennial period, the statistics of which the Department of Agriculture considers unreliable.

At the estimate I have given for the Pacific Northwest the crop of that region in 1921 would be almost equal to the total crop of the United States for 1909, and if a proportionate increase goes on in the other known apple regions there may be an enormous glut in the market.

This is a possible situation which the present investor in apple lands should consider. Even if the 60,000,000 barrels were correct, the product ten years from now, supposing the orchards just planted to come into bearing, will probably be far in excess of that figure.

On the other hand, by co-operation and advertising and the proper handling of the crop there is no doubt that the United States will consume or export all the apples that are now being planted. This is one of the big works which Uncle Sam is doing.

One branch of the Bureau of Pomology is devoted to it. It has its agents at home and abroad and its inspectors are instructing the people. Our export of apples has already

reached 1,000,000 barrels, and at reduced prices and with more care in packing it can be greatly increased. What we need is the same kind of work that has been done by Southern California as to its orange crop.

The organizations there have so systematized the shipping and marketing that oranges are cheaper than apples in most parts of the United States. I dropped into the center market here in Washington yesterday and asked the price of some No. 1 Wenatchee apples. I was told that they were 75 cents a dozen, or more than 6 cents apiece. I then picked up a navel orange which was larger than any of the apples and was told that it was selling for 35 cents a dozen, or less than 3 cents apiece.

One can buy oranges and bananas in any town and in almost every grocery store in the country, and there are many regions where oranges are sold and apples are not. This is merely a matter of prices, handling and marketing. The apple will keep longer than the orange, the latter being a perishable fruit. Nevertheless, the apple is the dearer and the harder to get.

Said one of Uncle Sam's fruit experts:

"When every family in the United States classes the baked apple as one of its breakfast dishes and lets it crowd out some of the cereals there will be no trouble about the consumption of the apple crop.

Frank G. Carpenter.

Merely For Show.

"Well, I've got to look after my tomatoes and string beans and things."

"You don't expect to feed all your summer boarders out of that little garden, do you?"

"Nope. I've got in my order for canned goods, as usual. That vegetable garden is just a decoy."

Its Degree.

Mrs. Blowit—Are you planning an expensive gown?

Mrs. Knowit—Well, it will take at least five courses and his favorite dishes to get it.

Dandelion Vegetable Butter Color

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

Manufactured by Wells & Richardson Co. Burlington, Vt.

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Sparks Waxed Paper Bread Wrappers And Weaver's Perfection Pure Evaporated Egg

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Puddings, Cake Fillings and Ices, Ice Cream and all Confections.

By its use with sugar syrup an unsurpassed table delicacy may be made at home.

Be sure that it is on your shelves.

Consult your jobber.

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Huckleberries and Blueberries

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We have the trade and get the prices

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Established 1873

Established 1876

We Sell Millet, Hungarian Rape Seed and Alfalfa Clover

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

Both Phones 1217

Grand Rapids, Mich.

THE GAME WARDEN.

How He Was Checkmated by the Brakeman.

Written for the Tradesman.

He was a well preserved, staid business man from the city, who seldom went out of his way to do a frivolous or questionable action. His only fad was trout fishing. Every year he was one of the first to lay aside business cares, adorn himself with outing togs and hie himself to the Little Manistee or some other Northern resort for the purpose of enjoying a day's sport.

Not long ago our piscatorial friend, whom we will call Brice because that is not his name, entered a south-bound train with a well filled basket of speckled trout. He hung up his coat, sat his basket on a seat and walked forward to the smoker.

The local Deputy Game Warden was up to snuff, as is usually the case. He had his weather eye out for law-breakers, not even the prominent ones escaping his espionage. He soon followed the prominent citizen into the coach, sniffing a subject from afar. He had a bounden duty to his state to perform and went about that duty with exactitude and the best of intentions.

The Deputy, full of the importance of his office, lost no time in preliminaries, but went at once to the fish basket which reposed so innocently on the red plush of the seat. Opening this he began a hasty search of its inside. One, two, three—nine, ten. There they were, ten speckled fish, each one unlawfully short in stature. Here was his opportunity to make capital out of a haul from one of the bigwigs of the city. The Deputy plumed himself in advance on his splendid success.

Carefully laying out the ten tell-tale fish on a folded newspaper, the Deputy cast his eye over the passengers along down the coach, grinned and walked deliberately forward toward the smoker. He found Mr. Brice enjoying a good cigar, chatting with one of the North woodsmen.

"Ah, glad to see you, sir," smiled the Deputy, laying a hand on the arm of the prominent business man. "Wish you would come with me to the rear coach; have something to show you."

Excusing himself to his seatmate Mr. Brice got up and followed the Deputy, all unconscious of what was to follow. He had not been very particular with regard to the size of fish he caught; in fact, had, perhaps, forgotten the requirements of the law in that respect. On the platform between coaches he stopped Mr. Deputy to enquire as to the cause of his summons.

"It's simply a matter of a few fish, sir," chuckled the Deputy. "I want you to understand that we do not allow anybody to catch trout unlawfully. We—"

"Bless your soul, man, what are you talking about?"

Nevertheless Brice followed on into the car where he had left his coat and fish. The Deputy was talking enlarging upon his duty in the premises, proclaiming that ten little fel-

lows were witnesses to the business man's fall from grace, stopping not until the seat where the fish basket reposed was reached. By this time Brice had been made aware of the fact that he had sinned against the laws of the State to the tune of ten small trout. "They are right here where I counted them out, Mr. Brice."

The fisherman glanced over the back of the seat, seeing his basket, nothing more. The paper and its layout had disappeared. The Deputy hastily opened the basket, found a dozen good sized fish but no little ones. Next his gaze met an open window. Brice stood half smiling at the nonplussed face of the Deputy. Then he turned to a passenger two seats back, a one time acquaintance, nodding pleasant recognition.

"Look here!" ejaculated the Deputy, turning upon the man addressed by Brice, "what has become of the fish I laid out on that newspaper?"

"You've got me," said the other stolidly.

"I laid 'em right here; what's become of 'em?"

"Can't tell you, sir."

"You threw 'em out the window. Now I'll—"

"Didn't do any such thing," disavowed the passenger, seeming offended. "I have all I can do to attend to my own affairs without meddling with others."

The Deputy swore inwardly, his outer dignity only slightly ruffled.

"I surely counted out ten little fish and laid them on a newspaper right on this seat. Now they are gone. Somebody must have got away with them." The Deputy's gaze swept down across the smiling faces of the business man's fellow passengers. Each and every one of these was seemingly as mystified as was the Deputy. Brice drew a relieved breath, his face the essence of gravity.

"I think, Mr. Sneed," he said, "you have carried your little joke quite far enough."

"Joke! Joke! Demme, it was no joke—"

A roar of laughter from the passengers finished the Deputy's discomfiture, who ducked through the door just as a fat brakeman entered. The Deputy dropped off at the next station. Brice sat down beside his casual acquaintance, nudged him and laughed. "I have to thank you," he said cordially.

"Eh?" staring blankly—"for what, Mr. Brice?"

"Why, for helping me out of a little scrape. You see, there may have been some short ones in the basket. I am sometimes a little careless; I had no idea, though, there were ten. Thank you for your thoughtfulness, Mr. Brown; I sha'n't forget it."

"But I—oh—thunderation! Don't thank me," vociferated the other.

"I understand. It's all right, of course," chuckled the business man. "Gentlemen reckon these little courtesies at their full value. I'll remember it of you. You have saved me a lot of embarrassment—"

Brown got up hastily, muttering, "Confound it!" and walked out of the car. It was not until some time later

that the true explanation came to Brice. A fellow passenger, a stranger, came down the aisle, nodded in a friendly manner to the fisherman, mentioning the fact that he himself had been up on a trouting trip and was pleased to meet a fellow sportsman. Invited to sit down the man chuckingly remarked on the incident of the discomfiture of the Deputy Fish Warden.

"You had a narrow escape," said he. "I saw it all. The Deputy found the fish all right—"

"I never doubted that," assured Brice. "I'd been in a hole for sure but for my friend Brown."

"I think you are mistaken there. It was this way. You noticed the fat brakeman?"

"Sure."

"He was going through the car soon after the Deputy deposited the fish on the seat. I saw him scowl at the lot, halt a bit and growl: 'Well, this here's a nasty mess!' With that he folded the paper about the



The Cigar Your Father
Used to Smoke

GREEN SEAL

Ask for the New Standard
Size—3 for 25c—or the Regalia
Straight Ten Size.

**Detroit Cigar
Manufacturing Co.**
Detroit, Mich.

A Good Place To Establish A Profitable Grocery Business

This announcement is made by the Business men of a thriving, up-to-date town in Michigan.

There are five thousand inhabitants and the surrounding territory is all that could well be desired.

There are openings for various lines of business—but particularly a Modern Grocery Store. If you or any of your friends are interested in finding such a place you will do mighty well to investigate this opportunity at once.

Good Churches—Good Schools—Good Climate

Address your inquiry to the Michigan Tradesman. It will be forwarded to the proper Commercial body.

Obey that impulse.



Ramona

Mecca of Refined Vaudeville

Week of June 19

Tate's "Motoring"

Empire Comedy Four

Clark & Bergman

Swor & Mack

The Gee-Jays

And, until Thursday evening, the Ramonagraph will continue motion pictures of the Indianapolis Automobile Race held on Decoration Day.

fish and tossed them out the window."

"So!" gasped Brice, light dawning on his befogged brain.

J. M. Merrill.

First President Grand River Valley Horticultural Society.

Written for the Tradesman.

The first President of the Grand River Valley Horticultural Society was Edward Bradfield. He served the Society in that capacity several years, finally declining a re-election.

Edward Bradfield was born in England and spent his youth in that country, learning the trade of a miller. Eventually he came to the United States and followed his trade in Rochester, N. Y., a city once as famous for its milling business as Minneapolis is to-day. He was thrifty and in the course of a few years accumulated a modest amount of capital with which, in the year 1854, he purchased a tract of ground located on Thornapple River, at Ada, erecting a mill there. His enterprise prospered and in a short time his Right Bower brand of flour, made from the famous Michigan white wheat, was used not only by the "best cooks" of Michigan but largely in the Eastern States. Mr. Bradfield sold his flour in barrels and before shipment he caused large round labels, printed in gold bronze on ultramarine paper, to be attached to the heads of the barrels. In the center of the labels a picture of the jack of hearts, the strongest card in the prevailing popular game of euchre, and the words,

Right Bower, indicated the Bradfield quality of flour. Mr. Bradfield used only selected wheat in his mill and the quality of his product was maintained until his death, some thirty years ago, when the mill passed into other hands.

Every man engaged in business has, or should have, a fad. Mr. Bradfield took up grape culture and wine-making as a means for diversion, adopting the idea advanced by teachers that a change in one's work is the most satisfactory fad. Probably no man now living or who lived at that time studied the science of grape culture more thoroughly than Mr. Bradfield did. His little vineyard at Ada was not cultivated for profit, but for the purpose of ascertaining what varieties were adaptable to the soil and climate of our State. A careful record was kept of the results obtained from every species of grapes that were tested and when a grape grower asked for information concerning the productivity or the wine-making qualities of any one or many varieties of grape, Mr. Bradfield could furnish it. A certain variety of grape might require more time to develop and ripen its fruit than could be given to it between the seasons of frost—spring and fall—in Michigan and the amateur would be advised to plant some other variety.

Mr. Bradfield was an exhibitor of grapes and wines at the county, district and State fairs. Often he would have a collection of twenty to thirty varieties of grapes and as many of wines. As a result of his experi-

ments he concluded that wine made from the Iona grape was superior to that of any other variety. Years ago one Dr. Grant purchased an island located in the Hudson River, where he produced a grape of very superior quality, which he called the Iona. He attempted to induce the grape growers of America to plant it largely, the Doctor offering to supply the cuttings, as a matter of course, for a financial consideration. Mr. Bradfield purchased a quantity of cuttings from Dr. Grant and developed grapes of excellent quality. Many others tried unsuccessfully to do so and the Iona is seldom mentioned in horticultural circles these days. Mr. Bradfield often brought samples of the wines he made to the meetings of the Grand River Valley Horticultural Society and members and their friends were invited to test them. Opening a bottle he would fill the glasses and say: "Gentlemen, this wine is made from the Isabella. A pretty good wine, eh? and this," refilling the glasses, "is from the Catawba? Just a little more body and a finer bouquet? I think so. And now, gentlemen, I will give you a taste of real wine—in fact, I may say, that it is the only wine fit to drink. I will open a bottle of Iona. It will prove my claim in regard to its quality." When this wine was poured it would be gingerly sipped. The connoisseurs would lap their tongues against the upper section of the mouth and exclaim: "Ah, what a fine bouquet!" And then the body, the flavor, the pleasant, almost imperceptible odor would

be praised and all would join in an endorsement of the claim of the maker. Mr. Bradfield's experiment station died with him.

Several sons and daughters of Mr. Bradfield are still living. One son, Sidney C. Bradfield, died about one month ago in Grand Rapids.

Arthur S. White.

Not For Money.

One of the men on the rear platform of the car who looked like a furniture worker having remarked that he was on a strike, the man with the cigar turned to him and queried:

"So you are one of the strikers, eh?"

"Yes, sir."

"How long do you expect to be out of work?"

"Can't say."

"Don't you know that strikes are ruining the business of the country?"

"I expect they do hurt it."

"Every time there is a hope of prosperity ahead you men jump in and spoil it."

"Yes, sir."

"You were getting at least \$3.50 per day, I think?"

"Four dollars a day, sir."

"And you are striking for more? Great Scott!"

"No, sir, we are not. We are simply striking for shorter hours, so that we can get home and play golf with our families. If we win this strike we shall probably have another to shorten up some more and give us a show to play pony polo!"



We Employ No Salesmen We Have Only One Price

Yes, we lose some sales by having only one price on our safes, but that is our way of doing business and it wins oftener than it loses, simply because it embodies a correct business principle.

IN the first place our prices are lower because we practically have no selling expense and in the second and last place, we count one man's money as good as another's for anything we have to dispose of.

If You Want a Good Safe—

and want to pay just what it is worth and no more

—Ask Us for Prices

Grand Rapids Safe Co.

Tradesman Building
Grand Rapids, Mich.

MAIL ORDER TRADING.

There Is a Way Out of Every Difficulty.

Written for the Tradesman.

"I think perhaps I have solved this craze for mail order trading."

It was Nathan Vandible speaking, an elderly man, a one-time merchant, who was now on the retired list, taking life with what ease he could under not the pleasantest conditions. He had made a small fortune in trade, losing the bulk of it later in a Western mine speculation. Old Nat was considered an authority on matters pertaining to retail merchandising. Had he stuck to that he would certainly have died a millionaire. This was undeniably true, since he admitted it himself.

"What is there in that chestnut?" queried Sam Dalton, fresh from counter-jumping and new on the road. "This eternally talking about the mail order houses dulls me. I can't—"

"It's a condition, not a theory, my boy," quickly declared old Vandible. "In my day, the retail trade had some show, but as time winds along the pitfalls and rocky places keep growing. I have made up my mind to one thing anyhow."

"Which is something most people can't do," chuckled irreverent Sam.

"What's that people can't do?" frowning rather savagely.

"Make up their minds, old chap."

"Ah, yes, very facetious I see," jeered Nathan. "Young fellows now days know it all, of course, but let me tell you one thing, sir, there's

going to be need of statesmanship to understand and handle this complicated trade condition which grows more complicated as time advances. Some people tell me this mail order problem is no problem at all, simply a bugaboo that will, like so many fads, die out in good time, leaving the atmosphere clear and all right once more."

"Do you believe that, Uncle?"

"No, I don't."

"Then you think—"

"I am convinced that the mail order business has come to stay, and that the retail merchant has got to meet it. Where there are now ten dealers in a town of five hundred people eventually there'll be one, or, at the farthest, only two. Do you catch my meaning, boy?"

"I think I do, Uncle. It is that three-fourths of the men in the retail mercantile business must eventually quit and earn a living at something else. Towns with busy, bustling stores, must curtail their output until the smart little village of today will drop back to the condition of a country four corners. Is that it?"

"Something like that, Sam. Unpleasant, isn't it, to contemplate the dropping behind of so many thriving little burgs? Now and then there'll be a goodly town, with stir, bustle and rapid growth, but the present smart villages that dot Michigan every few miles will be a thing of the past. Fewer towns and more concentrated business is my idea of the future."

"Not wholly a pleasant picture,"

suggested one of the others. "These small villages and trading posts along our railroads are the social and business centers of the farming community. It would be bad policy to knock them out. What would the farmers do?"

"That would be for them to answer," returned old Nathan. "It is wholly a condition of their own making. By trading so freely with Chicago houses they drive the middleman out of business. A good many farmers regard the middleman, as the retail merchant is dubbed, as a very serious evil. It has been discussed by the agricultural class for years, and now they have so slighted the small trader to patronize the big city concern there is no inducement for a man to go into the mercantile business in a small town. Now, in my town of perhaps a thousand people, there are, we will say, a dozen stores of all kinds. One by one they are dropping by the wayside; in ten years not more than two or three will be left, the village will be a dreary waste of empty houses. The two merchants left may be able to live, but there'll be no social life, only a dull monotony of dicker and—"

"Hold on, Nat, you are drawing the long bow now," protested Sam. "You can't make me believe the farmers will do anything so shortsighted."

"Aren't they doing it every day, young man? You know they are. I am not blaming them entirely; they really have some excuse, and now, once the plan has been formed of

trading outside, it is hard to break it—worse to break than the whisky or tobacco habit."

After a momentary silence, in which cigars were lighted, Sam Dalton began again by wondering why the people did not see where all this was leading and turn about at once.

"The majority of people never look far into the future," proceeded Vandible. "Doubtless if they could see the disaster awaiting the now thriving villages because of a mistaken course in trading they would call a halt. As it is the immediate gain regardless of future greater loss is the only thing in sight. Farmers are no worse in this respect than the town people with their soap clubs and combinations for the purpose of diverting trade from the home merchant to some big outside city. You can not drive people to do this or that. Even the church folks are not above collecting money for their home festivals, missionary work and the like, from the local merchant while their own good shekels they send away to purchase raiment and notions for themselves. It is rather a selfish world we live in; make the best of it."

"What is needed is a strong educational campaign among the people," said Sam. "The merchants ought to hire speakers, send out literature, stir the thing up; let every man and woman see where this criminal method of trading is leading."

The young drummer got the laugh. Old Vandible's laugh was the longest and deepest, going down deep, rolling out at length in infinitesimal

It Pays Grocers to Give Grape-Nuts

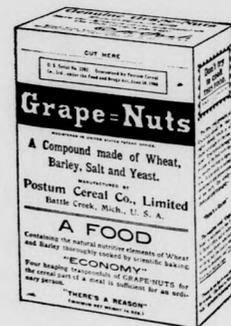
Special Selling Attention

Because of good profit and steady demand

From year to year the unquestioned merit of this sturdy health-building food has created an increasing buying interest from which the grocer makes increasing profit

"There's a Reason"

NO RISK IN STOCKING GRAPE-NUTS—SALE GUARANTEED



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

chuckles. Sam turned, red-faced, to protest against such levity.

"Sam, you're a baby, a spineless mollicoddle," croaked the aged veteran of many mercantile campaigns. "The idea of educating folks against themselves, trying to tell them they ought not to do this or that where money goes. Fool thing that."

"But what can be done?"

"Nothing. Let dear experience tell the story. That's the only way to wean 'em—"

"A dear way it occurs to me," sniffed the young man.

"Haven't you read somewhere about dear experience bringing about reforms? Well, that's this case exactly. There's a subtle fascination about buying in quantities that has got hold of people, a fascination that no one can gainsay. I was in a local store not long ago when a young fellow came in, sidled up to the counter and requested of the proprietor in a low tone the loan of a dollar to pay express charges on a box just in from Sears, Roebuck & Company."

"The nerve of it!" ejaculated one.

"I imagine the merchant gave the cheeky chap a good jolt—"

"On the contrary, he lent the fellow the dollar and did it with a smile."

"I'd have told him to go to the Chicago fellows for his dollar," snorted Sam.

"Wrong thing to do. The merchant not only lent him money to pay express charges, but opened space on a counter where the fellow opened his box and examined his goods. In fact, the merchant and mail order man discussed prices, compared notes and in the end the merchant asked if he would let him compare prices next time he wanted a lot, and the man agreed to do it."

"I'll bet he won't though."

"Perhaps not, but the merchant did the wise thing. Had he gone at the mail order man, hammer and tongs, he would have made him mad, which, of course, would not have mended matters. As it is, the two are still on friendly terms, and doubtless the home merchant will eventually get some of the man's trade."

"Don't you believe that. A fellow with such quintessence of nerve would rob the dead of the pennies covering his eyes. I don't go much on being mealy-mouthed with these creatures." Sam Dalton was so very much in earnest he bit off his cigar, spitting the end from him spitefully. Vandible remained thoughtful for several moments. At length he said:

"The fascination for opening boxes and packages of new goods is still there and can not be eradicated. I know how it is myself. When I was in the store business I always felt the fascination when new goods arrived of delving deep down in the box among the various notions, smelling the aroma of fresh linens, gingham, cambrics and what not. Oh, you may smile, boy, but it is there all the same and can not be eradicated. It is getting fast hold of the people, even the farmer folk, and we who deal with them have to count

on this subtle influence and if possible counteract it in some way."

"It can never be done if what you say is true," avowed Dalton. The retailer is doomed. Too bad! A most undesirable state of affairs truly. I'm not going to believe it, though, until I have to."

"Oh, as for that, I am not as pessimistic as you are," returned the ex-merchant. "There's a way out of every difficulty, a solving of every problem—"

"Yes, but how will you solve this one, Uncle Nate?"

"Oh, I am not doing it at present. Time, however, will surely do the solving. Meantime there's going to be much suffering among the small merchants, and—but there comes my rig now; I can't stop to explain a way out of this business muddle. Next time maybe. So-long, boys," and Nathan Vandible ran down the steps and took his seat in an auto, racing away from the place at questionable speed.

J. M. Merrill.

Signals From the Front Ranks.

Don't do just enough, but try to do a little more.

Tipping is a bad habit and very contagious, so avoid it.

Intentions are good, but accomplishments are better, so be a doer of deeds.

Don't jump about your territory as though you had an interest in the railroad. Work for yourself, not the railroad.

Some salesmen spend too much time keeping a record of what they do, which prevents them from doing anything of importance.

Loyalty to the company you represent is absolutely necessary. The salesman's most important duty is attending promptly to all matters referred to him.

The man behind the door is the one you want to see, and your personal and general appearance will count for a great deal after you have gained admittance.

The world belongs to the salesman who keeps climbing. Keep hustling, keep climbing and you will make bigger sales. It is the man and not the territory that makes the sales.

A great many salesmen are letting the best months for business slip by without making all the money they might. You must not expect to make money in any business without work. Work with spirit and determination and you will make money for your company and yourself.

Never approach a prospective buyer and ask him if he is the proprietor. If you do not know his name before you enter the office, go to his neighbor or some one else and find out what his name is. Address him by his name, as every man likes to be addressed by his name and wants to hear it pronounced correctly.

Frank Spiekerman.

The man who can see no good in the "other fellow" is to be pitied because he lacks the sense of good in himself.

The laborer is only worthy of his hire when he gives proper service in return for his hire.

The McCaskey Register Co.

Manufacturers of

The McCaskey Gravity Account Register System

The one writing method of handling account of goods, money, labor, anything.
ALLIANCE, OHIO

GRAND RAPIDS FIRE INSURANCE AGENCY

THE McBAIN AGENCY

Grand Rapids, Mich. The Leading Agency

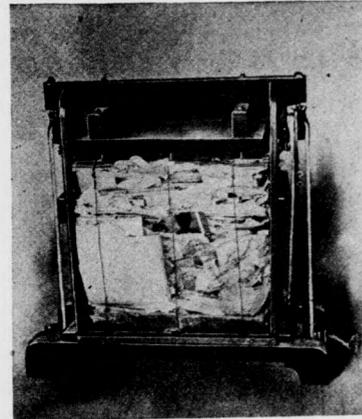
Quick Paper Baler

Has them all beat because

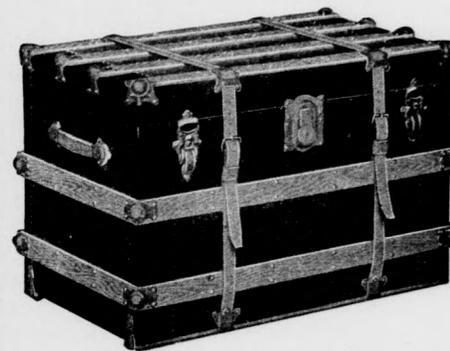
1. It is so simple.
2. It is so easily operated.
3. It occupies less space to operate.
4. It cannot get out of order.
5. It is the *cheapest*, costs only \$20 and is sent on trial. Send for one today.

Quick Paper Baler Co.

Nashville, Mich.



Prepare for Vacations



The time is drawing near when people will take their summer outings, and that means a big demand for

Trunks Suit Cases and Bags

In planning for this trade, remember you are catering to particular people who demand good goods and a choice stock to choose from.

We issue a *special catalog* covering this complete line and will be glad to send one to you. Our goods are the very latest, made from splendid materials and fully guaranteed by us to wear and give satisfaction.

We Are Prepared for Immediate Shipments

BROWN & SEHLER CO. Grand Rapids, Mich.

SUNBEAM GOODS ARE BUILT TO WEAR

We 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

TIMELY TOPICS.

Excellent Suggestions By a Practical Druggist.*

The year that has just passed has been, I believe, a prosperous one for most of the druggists of this State. It has not been a time for making money easily, but has afforded the usual opportunity of making a living. While cut prices and itinerant venders have reduced the profits in some localities, there have been few failures, if any, and business has moved along smoothly for most of us.

Some things have happened this year, however, that are worthy of notice:

First among these is the failure of the Miles plan. We had all believed that the contract on these goods was impregnable. We now know that it can not hold, nor is there promise of any future plan by which retail prices can be controlled when the goods are sold through jobbers. We are all familiar with the direct contracts under which Eastman kodaks and certain brands of collars are sold, and it may be that if we are to get full prices in the future we shall have to sell only those proprietary medicines which are sold direct from maker to retailer. Certain it is that there will always be those who will use advertised brands at cut prices to attract trade.

Another item that has been brought to our notice very forcibly is the decision which swept away the itinerant venders' law in Illinois. This law has been the model for legislative work in all the states where similar legislation was attempted. The failure to secure a similar law in Michigan two years ago by our Committee and the failure of the Committee from the Michigan Retail Druggists' Association to secure the passage of a modification of it this year only repeats the story of similar failures in other states. The only real gain has been made in Indiana this year, where they secured a law which prohibits the sale of drugs and medicines within two miles of a pharmacy. This really reserves to the registered pharmacist the business of all the most thickly populated territory and may well be copied in our own State.

Up to this time all pharmacy laws, so far as I have been able to learn, have been written for the protection of the public only. The pharmacist was made to comply with certain restrictions if he would conduct a pharmacy, but in return provision was not made to restrict the sale of drugs and medicines to the registered, qualified pharmacist except in the sale of certain poisons and the preparing of physicians' prescriptions. The laws of different states differ on this point, but in the main it is true that department stores and general stores may and do sell much of the merchandise that ought, in all justice to the pharmacist, to be sold only in drug stores. This new Indiana law is a step in the right direction.

Just now we are threatened with a new stamp tax on proprietary medi-

*Annual address by E. E. Calkins, of Ann Arbor, President Michigan State Pharmaceutical Association.

cines for National revenue. The N. A. R. D. is moving to prevent its passage, but my experience with our State Legislature has convinced me that the surest way to control the vote of our representatives in Congress is to let them hear from home. If every Michigan druggist will write a personal letter to his representative and to both of the Senators, pointing out that the proprietors will not pay this 3 per cent. tax, but will, instead, increase it to 5 per cent. and add it to the wholesale price; that while the retailer must pay this 5 per cent., he can not pass it on to the consumer because of the fixed retail price, and that it thus becomes an unjust tax upon the retail druggist, I am sure that we can secure the opposition of the Michigan delegation in Washington. Personal letters, many times multiplied, have more effect than the same number of names on a petition. I am aware that I shall be considered a heretic if I express my views upon another National issue—the parcels post. I believe in the parcels post. I believe that the express companies get most of their revenue from the retailer and that the retailer would be also the greatest user of the parcels post and at a financial saving were it established. I do not believe that it would destroy the retail drug business, but that the retailer could use it, not only to reduce his transportation bills but also to deliver his goods to his customers and to get more business. I believe that the sentiment against it, as voiced by trade organizations, has been largely originated and incited by the express companies and that the retailers are opposing a measure which would prove a benefit to themselves.

One bill that passed the Legislature last winter and that takes effect Nov. 1 is worthy of our attention—the Hineckley bill. This provides that the State Board of Health shall select a suitable cork top with serrated edges and mail specimens to every retail and wholesale druggist; that after Nov. 1 any person who fails to put one of these on a bottle will be liable to a minimum fine of \$90 or imprisonment not less than three months. I am sure that every druggist is anxious to prevent accidents and is willing to use any reasonable precaution, but as it stands the law is a menace to every one of us. Let us suppose that a purchaser finds that the serrated edge cuts his finger and changes the cork for a plain one. How is a druggist to prove that he used the device prescribed by law if, after a month or even a week, a case is brought against him and as evidence a bottle of carbolic acid with a plain stopper is produced? Or, suppose later, a child gets hold of the bottle of carbolic acid and is burned. Action for damages would at once be brought against the druggist and the judge would instruct the jury that if they found that the druggist was negligent in that he did not use the stopper provided by law, they must find for the plaintiff and assess damages. These cases may be brought any time within two years after an accident—long after the dispenser has forgotten whether he put a plain cork

in the bottle or not. What can a druggist do in such a case? I believe that a committee from this Association should see the President of the State Board of Health at once and urge upon him the necessity of selecting a device that would not be thrown away by the customer and that the law should be repealed or amended at the next session of the Legislature. I would also protest against pharmaceutical regulations to be enforced by the Board of Health.

I can not refrain from expressing my regret that we have two associations of druggists in Michigan. The new Association was formed just at a time when the condition of this Association was most promising, when it was increasing rapidly in membership and had secured the active co-operation of the traveling men. The new Association has caused a division of interest and effort, and while there was dissatisfaction with what was accomplished by our Legislative Committee two years ago after they had secured the passage of two bills exactly as written and had made an honest effort to accomplish more, I have not been able to learn that the Legislative Committee of the Michigan Retail Druggists' Association has accomplished any more.

I still believe that the same amount of work put into one association would accomplish more and I trust that the officers of this Association will make every effort to bring about a union of the two. I also suggest that the Nominating Committee bear this in mind when selecting officers for next year. For this reason I request and shall insist that the custom of electing the retiring President to the chairmanship of the Executive Committee be disregarded. This Association, with its twenty-eight years of active history, incorporated, recognized by law as the parent of pharmaceutical legislation to whom the Board of Pharmacy shall report and with its Prescott memorial scholarship fund should, I think, continue. If the management and personnel of the officers are not

acceptable to the whole State, by all means let us change them so that all the druggists in the State may unite for their common good.

The position of the druggist in the business and professional world is a peculiar one. Doing work which demands education and skill and required by law to prepare himself for it, he is still not recognized by the public as a professional man. No druggist is ever publicly called in consultation by another because of his

The Dainty Dutch Delicacy



Made in Holland by Holland bakers.

Has the Holland quality of all high class Holland baked goods.

Good for breakfast, lunch, dinner.

Good with jam, jelly or cheese.

Good with milk or cream.

Good with a poached egg.

Good with strawberries and other fruit.

Good with coffee, tea or any other drink.

Good for infants or children. Good for the whole family.

Good in a hundred ways.

We employ no salesmen.

We put the quality in our goods. Jobbers and retailers like to sell them because they are repeaters. Order a sample case. Five case lots delivered. Advertising matter in each case.

Holland Rusk Co.

Holland, Mich.

IMPORTED FROM HOLLAND

FROU-FROU
THE WORLD'S GREATEST WAFER

It is so dainty and delicious as to delight the most fastidious; so reasonable in price that it can enter every home. All give enthusiastic praise when once they

“TASTE the TASTE of FROU-FROU”



THE BEST WAFER
PAYS A GOOD PROFIT
IS WIDELY ADVERTISED

Ask your jobber or send to us for samples.

BISCUIT FABRIEK
“DE LINDEBOOM”
Grand Rapids, Mich.

greater professional ability. Neither does the public willingly pay him a professional fee. He is looked upon by physicians and the public as a skilled tradesman who is in a position to overcharge the public for his services. Yet he must employ men who have had like training to assist him in his dispensing and must pay them as much per year as a physician, lawyer or dentist would be paid were he hired by the year to work in the office of another. On the other hand, we have a feeling that we are more than tradesmen and in the majority of cases this feeling is so strong that we neglect to get the training that is required for success in mercantile pursuits, and the most of us are small tradesmen.

In some cases propaganda movements will succeed in bettering these conditions, especially in our relations with the physicians, but it is also true that the amount of pure pharmaceutical work in many places is very small and other stores are allowed to sell so much merchandise that ought to belong to the drug store alone that druggists are compelled to compete with other stores on a purely commercial basis, without the commercial training of their competitors and yet are compelled to employ a high priced clerk.

It has occurred to me that in some stores it might be profitable to select those things that can only be dispensed by a registered pharmacist and put them under lock and key, to be dispensed only by the proprietor or manager when he is there and then to hire cheaper help to make sales, as do the department stores. Whether this is poetical or not, I am not prepared to say, but I believe that druggists may improve their financial conditions by copying the methods of the department stores in respect to window and store displays, attractive prices on certain leaders to attract trade, better advertising and more wide-awake management. If a druggist must compete as a business man, let him use the methods that bring success in other lines that are exclusively mercantile.

In the meantime let us also not neglect to cultivate the professional side of our calling, looking forward to the time which we all hope for, when pharmacy as a profession shall come into its own. Let us encourage our clerks to get the best education possible, and let us, while training them along mercantile lines, hold up to them also the higher ideals.

In closing, I wish to thank you all for the many courtesies which I have received from your hands during my six years' official connection with this Association. The many delightful personal acquaintances which have been made and the pleasant memories of my association with you during these years have repaid and will repay many fold for all the time and effort that I have given to the work.

Forewarned.

Mistress—When you leave, I shall want a week's warning.

Bridget — It's me habit, mum, merely to give a blast on the auto horn.

LOYAL SERVICE.

It Is One of Heaven's Most Precious Gifts.

If we should seek what makes us essential or valuable to a person or cause of any nature, it is probable that to loyalty a large portion of our worth might be considered due. Since that quality embraces so much of genuine usefulness a study of its cultivation, growth and component parts must prove of interest. We owe more to loyalty, in the general pursuit of affairs, than results from any other cause. It stands foremost among the virtues of commercial life and although often overlooked in the light of more brilliant qualifications, upon its sturdy base must rest the hope of success. Like the massive steel girders of a huge skyscraper, the mighty beams that hold together a shining exterior and showy front, although hidden from our eyes, we know on what depends the safety of the structure. Like those concealed pillars of gigantic strength, the value of loyalty is not always seen because the eye is quick to perceive elaborate displays that seem to render a service far more valuable. When the building collapses, we know that all the striking features of its outer and inner designing are as nothing compared to the necessity of having a dependable framework. So with loyalty to men, to all interests and ourselves, too. For the surface things that attract our notice we often gauge it below the actual worth.

As with everything of importance, it consists of numerous factors combined to make a perfect entirety. The essential things are so because their possession means the ownership of many other virtues that together form the desirable quality. Loyalty can not be without faithfulness, truth, honesty and an active conscience. When we speak of a loyal man, it is not always remembered what a host of things the word implies. In these days of things spectacular, we have a way of shouldering the old-time truths out of the road as though they had about given sufficient service and we required their presence no longer. Any sudden and extraordinary development of specific qualities rendering a man extremely valuable for the moment, creates a tendency to push old-fashioned usefulness to the wall. The mistake is often made socially and in commerce. We have much to answer for in this ready acceptance of seeming advantages when our viewpoint regarding loyalty undergoes an alteration. There is not only a possible loss to us but, in addition, a grave injustice to the most commendable of qualities, and the one, perhaps, least appreciated.

In business circles it is spoken of when no other merit can be pointed to among a man's characteristics. We refer to it as a slight compensation for the absence of brighter things as though, if nothing else, a man can, at least, be loyal! If our intercourse with men were tested and a study made of its reasons and motives, it would be discovered that the actual amount of tribute paid to faithfulness is hardly worth reckoning. Yet, we

strongly advocate its principles. In an abstract way we realize that nothing of moment could endure without its full measure of the virtue. It is referred to in those transient fits of keen admiration for the laudable things that come to all of us on occasion. But in the actual contact with life and work, yes, in play, too, the acceptance of its presence moves us to no mark of regard except a quiet recognition as though it simply had to be.

Somehow, I do not think that loyalty is a thing to be acquired through study and fostering. The nature that that no inclination to run deeper than the shallowness we know so well can not be changed to one of depth and sincerity as one might change his coat. These things sit firmly in their grooves and there are but few who are successful in the cultivation of these natural characteristics. Merely recognizing the existence of a better course is not making much progress toward its acquirement. Changing personal beliefs is a matter generally beyond the dictation of the average will power. The man whose nature includes the great quality of faithfulness will be so for all time. He who lacks it among his peculiarities could not muster it to serve him under any circumstances. Only when the emptiness of such natures is shown does the lingering admiration for the splendid attribute of constancy come forward with regret for its tardiness in bestowing the praise, long withheld.

To judge men by this standard can not lead us far astray. As it comes from many things, representative of them all, it leads to others, all beautiful in their strength and honesty of purpose. It must influence every action, every dealing that involves your interest and his. What are the friendships we know but mockery of the word, save for that friend or two whose loyalty is proven? How many would you dare to test among the smiling faces of your circle, test them where faithfulness would be the watchword? And in the ranks of workers, the long lines of those who give their labor in satisfaction or discontent, how many are there in whom lives the splendid, sterling, shining light of loyal service? Effort for another's interest that does not constantly hold the progress

of self before all other considerations; work that has been prompted by a spirit unselfish; fruit of toil made possible because more than the thought of time, compensation and weariness influenced the issue. These spring from the quality we sometimes consider too humble for commendation.

The world requires genius and brilliance and the radiance of wonderful minds but even more than all of these it demands faithfulness, just plain faithfulness of the ordinary, steadfast kind. Masters of things marvelous may come and go; the rocket-like ascensions of wonderful brain power that carry their owners to the most lofty heights of success, all can astonish and bewilder our senses. Only do not let us forget that the world's work always was and always will be done by men whose only claim to distinction is the impulse to be loyal and the courage to stand by that impulse. The possession of the quality may not rouse every vestige of our esteem nor make its owner an object of enthusiastic approval, but Heaven alone knows how essential it makes him to his neighbor. For loyalty is one of Heaven's most precious gifts.—Richard C. Boehm in Haberdasher.

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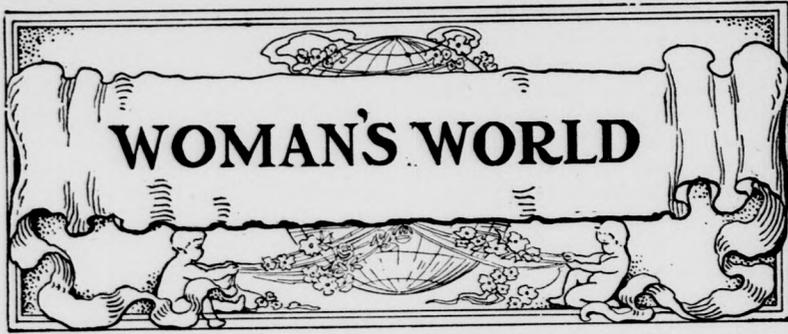
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Girl Graduate and Her Father and Mother.

Written for the Tradesman.

On the platform, clad in a beautiful white gown, the airiest, fairiest, most fashionable creation that the deft fingers of the village dressmaker could construct—sweet, pretty, hopeful of the future, sits Mary Ellen, a typical girl graduate, among her classmates.

According to the local newspaper, "No effort has been spared to make the commencement exercises of 1911 an unqualified success." The participants have been drilled elaborately for the occasion; the church has been beautifully decorated; there are class colors and a class motto; there is a speaker "from away." "Their friends have showered the graduates with a profusion of handsome and costly gifts," as the paper will put it next week; there is even a class cake and there is to be a reception on the night following the exercises. The local editor was right: "No effort has been spared."

Near the front, in one of the seats reserved for parents, sit Mary Ellen's father and mother; "Pa" and "Ma" she always calls them. If Mary Ellen is a typical graduate, they, with their proud, honest, beaming faces are typical parents.

Pa, dear illiterate old Pa, never had anything that could be called an education; only a little "schoolin'" obtained mostly winters. When he got big enough to earn two dollars a week and his board, he did not graduate—he just quit school and went to work. Pa always has felt keenly that his lack of early opportunities has been a serious drawback to his success in life; so he has been determined to give his children all the advantages he possibly could afford.

Ma, what shall be said of Ma, whose satisfaction in this occasion is even more apparent than is Pa's; Ma who selected the materials for Mary Ellen's gown and went to the dressmaker's times without number and directed every detail? Of course she can see beauties in Mary Ellen's attire that Pa's less practiced eyes fail to discover. Ma isn't what you could call a woman of broad culture. She got rather more at school than Pa did, but she hasn't added so much to it since; for Pa is a voracious reader of newspapers and magazines, while Ma always is so busy that she finds scarcely any time to read. Poor Ma makes a great many slips in grammar and pronunciation, and sometimes not knowing the exact meaning of a word does not prevent her using it, greatly to Mary Ellen's

embarrassment if she happens to be present.

Along with Mary Ellen's father and mother sit other worthy couples, the parents of the other graduates, also drinking in the scene with evident enjoyment. They all belong to that great army of parents who are ambitious for their children, who desire that their sons and daughters shall have a place in life far above that which they themselves have occupied; who want the young backs spared all the burdens under which their own have become rounded and bent, and the brains freed from all the worries that have whitened their own heads and lined deeply their careworn faces.

Mary Ellen has her own rosy dreams of the future, but the tints are faint compared with the splendid colors of the visions which Pa and Ma have for her. Wealth, success, happiness—Mary Ellen must have all these in unstinted measure. With the reverential trust in it that the uncultured often manifest, they regard education as the magical talisman that shall shield from all heavy toil and hardship, and secure for their darling their hearts' desires. They can not hope to leave their children much money, but they trust that a good education will be of greater benefit.

Just what the future may hold in

store for Mary Ellen—just what they want it to hold in store for her—is not altogether clear in the minds of Pa and Ma; but it must be something perfectly splendid, something far better than the commonplace struggle for existence that has been their own lot. Whether they would prefer that she make a brilliant marriage or that she win fame and money in a career, they could not for the life of them say; just what is to be Mary Ellen's walk in life they have no definite idea, but, whatever it may be, according to their best lights and with long-continued honest endeavor and self-sacrifice, they have tried to fit her for it. And, really, can parents wait until this everlasting woman question is settled, and we know for sure whether a woman would better be a clinging vine or a suffragette, before they give their girl an education?

Let Mary Ellen's Pa and Ma and all the other occupants of the seats reserved for parents enjoy their little hour of glory. They have bought it and paid for it. It would be cruel to disturb their childlike trust in the efficacy of education by the slightest doubt or misgiving.

But, in the mind of the impartial and not directly interested observer, certain thoughts arise which seem inharmonious with this festive occasion. One is that education can not do for Mary Ellen—it can not do for

any one—all that Mary Ellen's parents expect it will do. The most that can be said for it is that it "helps some." Paradoxical as it may seem, while the lack of it is a hindrance and a handicap, the having of it is not always the help that it seems it ought to be.

Perhaps there is a reason for this. At least among educators and culti-

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vated persons generally there is an uneasy and conscience-smiting feeling that Mary Ellen's diploma not only will not secure for her all the impossible things that her parents fondly hope it will secure, but that it will not bring her even what it might if our educational system were overhauled and brought up to the best it could be made according to our present knowledge and experience.

There are too many frills. Our high school courses are based on the assumption that every pupil will then spend an equal length of time in college. It would seem that those who designed our curriculums of study had ideas regarding the future of our youth scarcely more practical than those of Mary Ellen's father and mother. We fit our boys and girls to sit in the seats of the mighty, but leave them unprepared for the humble stations in life which they are far more likely to occupy. The idea seems to prevail that we are not going to need any plain common folks—just a few brilliant celebrities.

An Englishman who had been thoroughly educated in his native land before he came to this country to live, recently received word from his niece, American born and reared, that she was about to graduate. The uncle has a fairly close knowledge of his pretty niece's actual attainments, as well as a deep-seated British contempt for what he terms the superficiality of American education. "Dear Henrietta," he wrote. "You say you are going to graduate. Well, I guess it's easy. Congratulations, of course. As ever, Uncle Jack."

We can not deny that this fine bit of sarcasm has enough of truth in it to make it sting.

"I guess it's easy" can not justly be applied to all our schools. It is to be hoped that it does not fit so many now as it did fifteen or twenty years ago. Nevertheless, at the present time, many pupils are granted diplomas who have only a smattering of a good share of the subjects they are supposed to have "completed"—many who do not have a working knowledge of even the commonest branches, sufficient for the practical affairs of life.

While admitting squarely the serious defects in our educational system, we do not need to do so disloyal a thing as to renounce it entirely. Mary Ellen doubtless is far better off for having taken a course of study than she would be without it. But let such changes be made, not only in our courses of study but also in our ideas and ideals of education, that so precious things as faithful effort on the part of pupils, and self-denial on the part of hard-working parents, shall suffer no waste in their expenditure, but produce the greatest possible results in lasting good. Quillo.

Her Choice.

"So you're going to be married in June."

"Yes. I preferred it to going to the coronation."

Things About Women Men Can Not Understand.

"I know what the riddle of the Sphinx is. It's her pocketbook," said the fourth man, "the real thing about woman, that no man ever gets a line on, is the way she spends her money, and her theory of economy."

"A man's idea of thrift is to do without the things he wants and put the money in the bank. A woman's idea of thrift is to do without the things she wants, and spend her money for something she does not want, because it happens to be cheap. A woman never feels so much as if she would be Secretary of the Treasury, if she had her just deserts, as when she buys carrots, which her family won't eat for dinner, instead of potatoes, which they will eat, because carrots are five cents cheaper than potatoes."

"So far as I have been able to comprehend this cryptic matter at all, a woman's theory of economy is based on the bargain counter. You must always spend your money on something that has been marked down from \$1 to 99 cents. If you do that, you are a pattern of thrift, and whether the thing is needed, whether it is suitable, or of good quality, are immaterial matters with which you do not need to concern yourself."

"Also, I have discovered that checks and bills women hold in contempt and deal gayly and frivolously with, but the real mazuma fills them with a sort of superstitious fear and awe; and they salaam before it, and part with it with reluctance. A woman will spend twice as much if she has things charged, or pays for them with checks, as she will if she has to dig down into her pocketbook and fish out the good money every time."

"I got wise to this early in my married life through a little incident that was illuminating to me. My wife saw a diamond brooch priced \$1,500, that she set her heart upon, and began teasing me to buy. In vain did I try to show her that that was entirely too much money for people in our circumstances to put into a trinket. Nothing would do her but she must have it, and, finally, I consented, and told her I would send the money up from my office and she could go and buy it."

"Well, I sent around to the bank and had a check for \$1,500 cashed in large round silver dollars. It took two boys to carry them up to my house, but they lugged them up, and when I arrived at home at night I said to my wife:

"Let's see the pin?"

"Pin," she exclaimed, horrified. "Why, John Thompson Perkins, did you think I was going to be extravagant enough to spend all of that money for a silly little diamond brooch? Why, it would be sinful, and you ought to thank heaven that you have a thrifty and economical wife, who wouldn't even think of wasting money that way."

"But you kept insisting on buying the pin," I said.

"Oh," she replied, "I didn't know you were going to give me the money to buy it with. I thought you

would just write a check for it. Anyway, I never had any idea that \$1,500 was that much money."

"And there you are. The spending of that much actual cash appalled her; but if she had paid for the pin with a check she would have always had an idea that somehow she got the jewel for a foolish little piece of paper that did not take me half a minute to write."

"Nevertheless, my wife considers herself a financial genius, and the great mystery she can never solve is, how I kept out of the poorhouse before she took hold of my purse. Privately, she thinks moneymaking must be a very easy game that a fool can play, since I can hold a hand in it, for she is filled with a blighting contempt for my ability to save it after I have made it."

"One of the financial points we have argued a million times is about my shirts. She can not get over my wastefulness in buying the kind I want, made to fit, instead of the odds and ends that she sees on the bargain tables, and every now and then she bobs up with a bunch of these finds."

"I won't wear 'em,' I say. 'The sleeves are too short, and they are too tight in the neck, and you could shoot straws through the cloth, and the bosom is the size of a postage stamp, and they look like a last year's bird's nest, anyway.'

"Oh, John," she says, 'what difference does it make whether they fit or not? They were so cheap; I only paid 49 cents for them, and they

were marked down from 50.'

"I don't care if they weren't two cents apiece—I won't wear 'em,' I say."

"Then she gets angry. 'Well, if that isn't like the extravagance of a man!' she cries. 'It's only women, who know how to save. Suppose they do not fit? Didn't I wear that pair of sample shoes that I bought for \$1.50, although they nearly killed me every time I put them on? They were two sizes too small for me, but they were a bargain, and I bought them and WORE them.'"

Dorothy Dix.

Its Inevitable End.

Agnes—A thing of beauty is a joy forever, isn't it?

Gladys—No. Only until some servant breaks it.

Her Meteoric Flight.

Post (at luncheon)—I wonder what our new cook will be like?

Mrs. Post—Oh, John! She left this morning.

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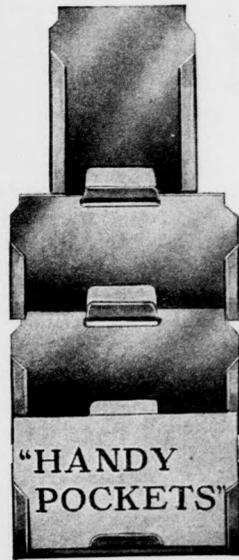
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Some New Things Women Will Enjoy.

Dress To Your Type.

Personally I have often wondered why women do not study their type more, and then intensify it. I mean, for example, some of your own American women. There are numbers of you with the wide high cheek bones, the level brows and the square chins of your own American Indians. Why not, if you have the long, muscular figure and the face of this type, revert to type in clothing? Of course, I do not mean to don moccasins and leather costumes. But consider the exquisite Indian beading that could be used as trimming—as a matter of fact, much of it was used this spring—or the lovely simplicity of parted hair drawn low over the ears; or the warm red and brown colorings the Indian women so love. Or there is the old Roman type of face, or the Egyptian, offering infinite suggestions for classic costumes; or, of course, the more obvious Spanish type and the dress of my own dear Italian women.

As far as I am concerned I think color is far more important than line in dress. I think a woman should exercise the greatest care in selecting the exact shade of a gown or hat. And here is another point: I believe the color of a woman's eyes and hair has very little to do with the becomingness of the colors she wears. Believe me, the whole secret of selecting shades that will enhance one's loveliness lies in selecting shades that harmonize with the complexion. One can not say, "a blonde should not wear pink and a brunette should not wear blue," because a blonde may have the complexion of a brunette and a brunette may have the complexion of a blonde.

The Low-Cut Waist.

The low-cut waist is far more universally popular since the wearing of evening dress at the theater has become fashionable. To-day, although there is no necessity for a really decollette gown, the waist that is open at the throat is correct in style and incidentally is far more comfortable and suitable than the one made of heavy material and with high boned collar.

Theater dress is quite important nowadays, and is practically the same as the simple dinner dress. The difference between it and the ball gown is evident to any one initiated into the mysteries of dress. It may be every whit as costly as the ball gown, but it must look less expensive, and

it must be cut not so low and have, as a rule, longer sleeves.

This year there are many materials that would seem to have been woven especially for this use. Among them are the fascinating voile de soie, drap de soie, marquisette and always the old favorite chiffon and liberty satin. The satin-finished crepe de Chine and lace, also, must not be forgotten.

Shirtwaists Still Here.

Separate blouses are essential to comfort this year, and while the never-ending cry continues to be heard that white shirtwaists are out of fashion, still one realizes that it is necessary to include at least one smart white waist in the wardrobe. Waists to match the skirt in color, even if not in material, are much more generally becoming, but the elaborate white waist is always smart and attractive.

The New Summer Coats.

The new coats are invariably cut with the shortened waist-line in the back only. The fronts are cut on straight, narrow lines. This Empire effect is emphasized in a number of ways, either by a belt of the material, wide bands of satin braid, or soutache motifs, applied across the back at the highest waist-line.

The narrow silhouette is still very fashionable, and coats are built to emphasize this. However, plenty of room is allowed to insure perfect freedom in walking, especially if the coat be designed for general utility.

Summer Evening Wraps.

Evening wraps are unusually novel this season, the great vogue for sheer materials finding a happy expression in these more elaborate garments. Marquisette wraps are the latest novelties, and while exorbitant prices are asked for them in the smart shops, there is no reason why any woman could not fashion one herself, or at least plan one and have it made at very little expense.

Black, white, Alice blue, gray, gold color and King's blue are good colors for these little wraps. Many of them are cut on extremely simple lines, with the kimono sleeve and plain back and front. There seems to be no attempt to fasten these garments. They are cut so that the fronts just meet, and are apparently designed to hang free.

The "Cut" of Gowns.

Gowns of both a tailored and semi-dressy type are cut with the peasant or kimono bodice and elbow sleeve.

The sleeve is finished by a turned-back cuff from three to four inches wide. These peasant bodices are sometimes relieved of the severe plainness by the introduction of pleats on each shoulder or by all-over tucking. Yokes cut in various shapes are seen on most of these bodies. The yoke is cut narrow in front and broad on the shoulder and the round narrow yokes are good types. The collarless neck prevails, but as it is seldom becoming, thin, sheer yokes or collars are often added.

Waist-lines are still raised at least three inches, and good authority says this Empire effect promises to have a continued vogue for a year and a half to come. Bodices and skirts of this year's gowns are attached to the top of an under-belt of strong webbing, three inches wide. This adds firmness to the garments of sheer material, and raises the skirt to just the right height.

For Slim Women.

As for the slim women, they may break their lines as much as they please. In other words, for them are the short jackets, the flounced skirts and the long peasant shoulder seams. As a matter of fact, the styles for several seasons have been ideal for the slender woman. There is the band of fur, heavy satin, or velvet about the bottom of the skirt, the overskirt or tunic with an embroidered band, and the broad effects in bodices. I think the slender woman looks best with a decided waist-line. The extreme Empire effects, in my opinion, add unpleasantly to the height of a woman already reasonably tall.

Details of Fashion.

There are several little details of the newest French costumes that are worth recording. The use of buttons in trimmings is much in evidence on all styles of dress. On black silk jackets there are small round silk-covered buttons, and large flat buttons also covered with the material of which the coat is formed. Linen

gowns have rows of crochet buttons, chiffon blouses have their deep cuffs fastened with rows of ten to twenty tiny gold braid buttons, while on evening gowns china beads of effective shades are woven in through the sheerest laces and embroidery trimmings. Beading is a conspicuous adornment on a great number of the summer gowns, as it has been on so many of the spring gowns and separate waists.

Ecru and deep cream, almost gold color, laces are smart for all afternoon and evening dresses. Maline lace combined with its own mesh in net is fashionable for yokes, collars, jabots, and for the little fall of lace at the elbow which finishes so many of the new sleeves. Soft lace about the throat is demanded nowadays.—Madame Tetrassini in Harper's Bazar.

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Sense Rules Summer Mode in Straw Hats.

Many of the things written by the newspaper penny-a-liners concerning men's fashions are little short of the ridiculous. For example, it has been stated possibly a few thousand times during the past month that the "official date" for the opening of the straw hat season is June 15. Some of the "authorities" designate May 15, some June 1 and a small contingent declare positively that the policemen's parade at New York City fixes the eventful hour. Of course, it is well to know that all our peace officers bloom forth in their new and light helmets and other regalia on one particular day. However, I am quite certain that in other matters of dress we do not take our cue from them, and, proud as we are of "the finest," we are little inclined to regard them in the light of fashion leaders. As a matter of fact, men's fashions were never so sane as they are to-day, nor the restrictions on usage so sensible. The time to wear a straw hat is when the mercury soars, and the time not to wear it is when some real protection is needed against the elements. I noticed particularly this year that Gotham's best-dressed set were the first to wear the straw hat. It would be more in the line of sound reasoning, from this fact, to set May 1 as the "official date" than June 15. Any man who has done any traveling worthy of mention through "this fair land of ours" knows that the season starts early in the year in the Southland and works northward gradually, so that Washington, D. C., discards the felt top-piece some weeks, if not actually months, before little old New York. Even Philadelphia "beats" the Metropolis in this respect. So it is silly to talk of "the official date for straw hats." I go into this trifling matter at some length merely to show that when laymen get down to dictating on the mode and proper usage they are liable to strike it right—by accident—but most liable not to. And it all sums itself up to this: modern fashion for men is rational; it is decidedly on the side of comfort; it tolerates no absurd regulations as to either forms or usage.

Our crack tailors have taken up with avidity the idea I expounded a few months ago on the summer suit—namely, that it be made without any lining. You know, a man has to be some designer—lapsing into slang—to construct a suit of this sort that will be at all presentable. I note also that the manufacturers are offering summer jackets lined only at the shoulders. Of course, it requires a fabric that will hold its shape while being light in weight, and that is where the chief difficulty lies. I am satisfied that for very light weight garments a worsted batiste is most adaptable. The lighter flannels are slightly more in vogue, while chevots have the premier call.

This unlined summer suit is a further evidence of the statement made previously that current fashion tends strongly toward comfort in clothes. It also leads to the ques-

tion whether it is good form to omit the waistcoat in grilling weather. If the trade is to look to me for an opinion, I shall have to be consistent and sanction two-piece suits. And, despite many ruling to the contrary, I must state my observation that the men who influence the mode do not care a fig whether a score of scribes sartorial should agree that the waistcoat must be worn in all seasons. They simply do as they please, and what they please in respect to summer dress is what the man with grey matter in his head would approve. Your particular man who is waistcoatless will keep his jacket closed about town, but why the waistcoat at all when sightliness does not demand it, and smartness has no preference, and sense rules emphatically "No?"

The unexpected has happened in connection with the soft shirt and soft collar combination. I said not long ago that if this revival should "take," the men who are somewhat fussy about avoiding what the crowd affects would immediately drop it. The fact that these goods are being shown all over town, although they are not yet the subject of any pronounced fad, would be sufficient under ordinary circumstances to put the taboo at work in exclusive quarters. But it has not done so in this case, and it begins to look as though the soft collar is going to retain its prestige after all. I will say this much against the soft collar: It is a mussy affair at best. But on the other hand, if you have spent a day at some resort in those activities which do not permit of discarding the collar and cravat, as golf and tennis do, you have doubtless been able to successfully wilt half a dozen or more starched collars before sundown, and even when they were fresh you had your doubts about their appearance and no doubts at all about their "feel." So here again it would be the foolish thing to put the ban on an item which filled an emphatic need.

The "sliver" cravat, what some are prone to call the shoestring four-in-fold collar, which requires a very small knot, has lost caste of late. I think the collar with the deep square corners, closed at the top and with front edges spreading to leave space for the knot, which is now admitted to be the successor of the close-front model, as I predicted several months ago it would be, is not only a fine-looking collar but is going to please immensely. Of course this new tendency in collars will unquestionably affect cravats, which have been at a standstill so far as forms are concerned for several seasons past. I believe we are going to get back again to wider cravats. The stiff-bosom fancy shirt is about to return and with it will come wing collars. The summer four-in-hand of class will not, therefore, be the straight, narrow style, but graduated, with wide ends. This applies to grenadines and the light silks. Crocheted goods, which do not come graduated, have suffered no decline in favor, and crepes are as well liked as ever. The summer

tie is drawn snug at the knot, and the ends, which are square, are permitted to spread out fanwise. There are some very noisy effects in ties, including bias bars of contrasting colors.

The evening jacket now comes into broader use. There is no radical departure, nor in fact any noteworthy change, from the construction of this garment which ruled for winter. However, we now get the cloths that are of lighter weight and we incline toward the Oxford and the grey shadow-striped fabrics, which seem more suited to the summer season. The tie and the waistcoat are preferably black, but may be black and white. Grey ties and waistcoats are passe, as heretofore noted. The question will arise whether one may wear a negligé shirt with the evening jacket at country-house dances and similar affairs. It is not only permissible but smart, although the soft shirt for such use must be either silk or of a silk mixture. For the benefit of those who will be in doubt on other matters, I will say now that one need not wear a topcoat with the evening jacket; one may wear—and usually does—a straw hat with it; and one may not wear tan shoes.—Lovat in Haberdasher.

Use Your Strength To Its Utmost.

To succeed in salesmanship requires as much "vital force" as that which a teacher expends in making prodigies of wisdom out of unpromising pupils, or a general in conducting a campaign, or a financier in maintaining good government of his affairs in times of panic.

All these things are to be accomplished by a concentrated mental effort, by the exercise of a strong will and a resolute devotion to the work in hand. To work in this manner is to employ vital force, and that statement defines what vital force is.

It is a mistake to suppose that this gallant quality can be used to ex-

cess. There are many people who will tell you that they need a vacation because their vital forces are exhausted, or that, if it were not for having to put so much vital force into the accomplishment of their duties, they would keep in better health, make more headway, etc. What they really mean is that they have not employed sufficient vital force to make their work easy, prosperous and agreeable.

Vital force is as inexhaustible as the air you breathe. Like a muscle, the more it is exercised the more robust it becomes and the better able to meet any demands you may place upon it.

If you feel overworked put a little more concentration and clean-cut effort into your endeavors and it will rest you. Do not be afraid to use your strength to its utmost. Having accomplished good results by a specially strenuous effort, make up your mind that that degree of effort shall not be exceptional any longer—that as long as brain and frame hold together you will never admit any lesser degree of capacity.

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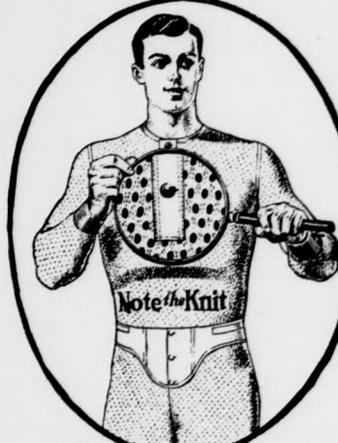
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YOUR STENOGRAPHER.

The Real Truth About Her as She Tells It.

I think the girl stenographer is one of the most unique composites produced by the times, and something absolutely new under the sun. Please don't think I am trying to ape the real literary persons who write on big subjects by beginning with a bold statement like this; it is merely an idea which has occurred to me so often in diverse connections that I know there must be truth in it.

Before everything else, we are just girls, with girls' interests, tastes and habits; and here we are set down in places where we must be responsible, systematic and attentive to the details of methods whereby money is made and the world's work carried on. Once established in an office, the germ of ambition begins to work; we scheme, we compete, we fight for our rights; we take our life insurance policies, bank accounts, pay our board systematically (if living at home, frequently reminding the family of the fact), and keep strict records of personal expenses.

We love fancy needlework and fussing around kitchens and never have time for either; we are just as foolish about clothes as any of the girls who christen battleships and "come out," and still we must save money; we love to have good times and remain up late, but lack of sleep makes next days in the office unendurable; we would so like to be able to turn over once more after being called in the morning, but wish to dress carefully so as to look well all day; we need more sleep than the men and would often give worlds for a nap after luncheon, but must conform to men's business hours; we have not the slightest real interest in stock reports, engineering projects, or legal decisions; yet we must write about such things all day long, and understand them to a certain extent.

No Lure For the Typist.

We learn a great deal about how things are done at rich men's clubs, hotels and conventions; we write the checks and letters regarding their personal expenditures. We are downtown in the shopping district, where women spend the money which their husbands earn. We acquire almost without knowing it tastes disturbingly like those of girls who have little else to do but follow them. This isn't leading up to a timely sermon on "The Golden Lure and the Typist," because there isn't any lure. The expensive tastes don't really harm us a bit; they whip up ambition, but make still more complex the eternal little tugs of war between our "want to's" and "really ought to's."

We are all taking some sort of lessons, invariably not practicing enough and dropping them, regretting the wasted money. We yearn for some sort of an "accomplishment," which not many of us have, because money was not plentiful when we were youngsters, and now spending ten hours a day away from home, with tired eyes and the longing for some fun in the evening, it

is too late to become "accomplished." We all have long lists of books to be read "some time." Those of us who play the piano possess piles of beautifully clean sheet music too difficult to be read at sight, a dusty pair of dumbbells or a home exerciser and a long row of massage cream jars and hair tonics filled to within about an inch of the top.

I am sure I could open the typewriter desk of any girl in the city and find these articles: nail file, nail buffer, shoe polish, needle and thread, headache powders and frequently a small bottle of Jamaica ginger. These last two items, Mr. Business Man, should give you food for thought. Not saying anything against wife; she would probably spend such days as we employ them in bed, with a visit or two from the doctor, while we must sit all day long in corsets, high collars, hair done up, and loads of work which simply must be done. Another thing possessed by all of us is a "Sunday" hair roll, which does not have an odor of cigar smoke.

Daily Race With Clock.

Getting up and then getting down in the beginning of our day is an exciting race with the clock which never grows easier with the changing of seasons or the passing of years. The stay-at-home women whom I know require at least an hour to dress; at 8 or 8:30 most of us must be at the office dressed for the day, with breakfast eaten and a poky, rush hour street car trip behind us.

The most strenuous hour of our day is that during which we are our own bosses—the luncheon hour. Most of us go to cafeterias where we can finish in from ten to fifteen minutes. I know girls who besides lunching, take music, elocution, painting and needlework lessons, sit for photos, have nails manicured, hair dressed, scalp and facial treatments. All our personal shopping must be done at noon and people have a joyous way of giving errands to the girl who is "right downtown all the time," and last but not least, we must get past the shop windows and display counters.

Afternoons begin to grow difficult at about 2 o'clock unless one happens to hold a position where the work is so heavy as to prevent thinking about one's self. Slow dictation is more trying than rapid. I have sat for three and four hours taking dictation from men who were thinking so hard I could almost hear their brains work; who would sit with back toward me, rise and walk around the room, dictate chin in hands, toothpicks or cigars between their lips; who talked so slowly and with such long intervals of silence that I have been on the point of screaming or tearing the pictures off the walls on which my eyes had rested every time I had raised them for hours.

Thoughts Have Time To Stray.

The men who dictate slowly always are the ones who wish notes read back to them and direct one to "go back to where I said—" to insert or scratch out things. No doubt we often have an air of being called down from the clouds at such times,

because our thoughts are likely to be far away. While slowly inscribing "pot hooks" on matter in which a single word afforded possibilities of countless lawsuits I have been mentally back to green lawns of summer hotels, planning dresses or wanting awfully to laugh at some thought which just then seemed provokingly funny, as things do in church or at funerals one isn't really sorry about. The "pot hooks" tell no tales.

We usually take ten or fifteen minutes' recess morning and afternoon in the rest room. The rest room, where the foot of man never treads, is the hardest place I know of to get away from. It contains long mirrors and hand mirrors, disclosing endless temptations to primp. There are couches and a Morris chair, most fascinating to a girl who retired late the night before; there are magazines on the table, and there are always girls whom one knows—and downstairs in the office is a boss with a letter on his mind, sourly enquiring whether that girl is out again—or yet.

I can vouch for it that no girl stenographer ever spends her evenings amusing herself with novels, playing chords on the piano in the firelight, or like popular girl diversions. When your stenographer, Mr. Business Man, switches off her light and calls "Good night" and "Down, seventeen," to you and the elevator man, respectively, she has definite plans for the evening's duties or pleasure. There are always sewing, mending, hat trimming, hair washing, letter writing, clothes pressing, jabot laundering and straightening of rooms and chiffoniers to occupy the short space of time between the evening meal and getting sleepy.

Tastes Like Other Girls.

We who have exactly the same tastes as girls of leisure and yet must keep business men's hours, have learned to systematize our personal affairs about as carefully as our employers have their business ones. We are never caught up with all the personal tasks we set ourselves. There is one great advantage in all this—we are never bored and seldom blue. Stenographic old maids are the most cheerful of any.

Speaking of old maids, I think there is a smaller percentage of them in stenography than in any other (what's a good word—if I say "profession" somebody will snicker—Oh, I have it) occupation. Those who are in large offices meet many young men of about their own age and station and besides we all began "going around" and having a good time when we were about 18—while the girls who were entering upon more exacting cares gave most of their time between 18 and 22 to study.

The stenographer who is earning \$60 or more a month in a small office, however, meets as few marriageable men in connection with her work as the school teacher whose only male associates are bald headed supervisors. A man who has been in business long enough so that he can afford a \$60 stenographer is almost always married and getting

stout or cranky or both. One can only be an "affinity," which opportunity (if it presents itself) does not look attractive compared with being the legalized affinity of one of the boys who go to our church or whom we've known since grammar school days.

Stenography brings a girl to all sorts of places, but it always ends in the same old thing—a machine, some letterheads, a note-book and some men who walk rapidly, with the muffled chank of change in their pockets and cigars smoking in their mouths. Sometimes, however, there is fun in it.

Human Nature All Alike.

One summer I took several temporary positions—one in a music store where I heard songs being tried all day long; at a baseball park, where the famous old manager dictated placidly while the crowd outside went crazy; in a doctor's, a lawyer's, and a theatrical manager's office.

The summer's experience convinced me that if Col. Roosevelt and Commander Peary had taken typewriters and amanuenses to the jungle and North Pole, respectively, each of these would have provoked them by loafing all day and suddenly reeling off reams of dictation just before quitting time, ordered things rushed off the machine and then never looked at them for weeks afterward, even as do their brothers in city offices everywhere.

In following the American male out on the money hunt, we see displays of will, far sightedness, energy and quick thinking. We see also petty dishonesties, untruthfulness, greed, fawning, noisily insincere good fellowship, some insobriety and occasional hints of "another woman." I have often wished that the society girl fiancée of some men for whom I have worked could take my place for awhile before the happy event. They would find themselves being sent out in the rain to save a messenger boy's 25 cent charge, would often hear her chivalrous Prince Charming tell an office mate he may "use" Miss Elkins for awhile—as if she were a phonograph cylinder or a fountain pen and would be asked frequently to fib for him.

The family of many an indolent or drinking man in a branch office has a capable and close mouthed stenographer to thank for the fact that he holds down his position.

Air of Interest Assumed.

Our respected employers do not talk to us on other than business matters unless they feel like it, and when they do, we listen with an air of interest, although we may be yearning to get at the notes he has dictated so as to get off on time. The stenographer for whom the boss touches the buzzer most frequently (although he may not himself realize why) is the one who can laugh spontaneously at his jokes and who has reduced to an exact science the amount of conversation she may volunteer without having him look bored and obviously desirous of resuming dictation.

Of course, it is always during busi-

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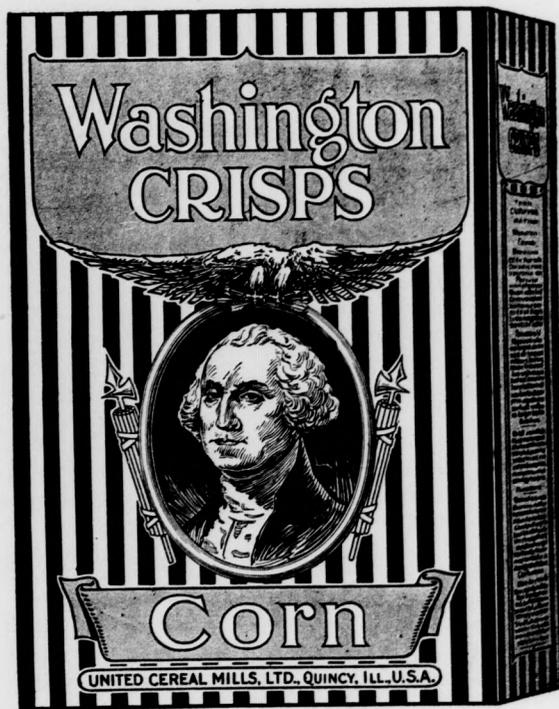
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ness hours that we meet these men; goodness knows how much inane feminine conversation they must smilingly listen to after 8 p. m. They all like to have one defer to their superior knowledge and education as long as one's lack of experience in the especial line (which they probably consider cunning and charmingly feminine in their wives and sweethearts) does not appear in the form of cold typewritten errors in their correspondence.

The hardest kind of a man to work for is the intensely ambitious one in the prime of life, who is obsessed by the notion of keeping every part of his organization working up to the maximum capacity. These men seldom drink, smoke or get "familiar;" and they never whistle, call up their wives "just to see what you're doing," or bang down the roller top on a summer afternoon and go to a baseball game.

Girls "go out" with men in offices where they are employed just as ceds accept invitations from fellow students. As to stenographers making a practice of accepting invitations from married men for whom they work, I can truthfully say that I have seen or heard of only two or three cases of it, out of the scores of girls whom I know personally. These were girls who would do this sort of thing if they were society butterflies and met married men at the most exclusive social functions instead of in their offices. The cause lies deeper than the conditions under which they meet men.

Fiction Concerning Stenographer.

In reading over what I have written, it occurs to me that by disposing of the above matter in a single paragraph, I may disappoint possible readers who may expect something in the nature of a little racy inside information when the stenographer is the subject. As the result of musical comedy and picture postcard jokes, there is some such connotation in the word—even to me when I come upon it unawares—just as there is in the word "chorus-girl," in which one can almost see a girl in short, fluffy clothes, champagne glass in hand, sitting on the hyphen.

The fact remains, though, that I know affairs between stenographers and employers are so unusual as to be negligible when speaking of stenographers in general. The boss to his stenographer is usually a fussy-budge with whom she is furious half the time and from whose presence she flees gratefully when the whistle blows. People imagine personal relations simply because they like the idea, just as we manufacture evidences of real affection between stage lovers, who in reality hate each other.

The technical part of stenography requires more intelligence and judgment than we are usually given credit for exercising. We must transcribe the remarks of men of education far superior to ours, respecting their especial lines of work. To realize that it requires ingenuity to do this, consider what the average man would do with the spelling and punctuation of a dictated sentence sounding like this:

"In wun turn at the skoolovk-weezen wun is tawt the following to sawtay braze and rushofay—"

Correctly written, it is:

"In one term at the School of Cuisine one is taught the following: to saute, braise and rechauffe."

Dictators of Many Kinds.

This sentence is copied from a cook book, and is no less familiar to him than is most of his technical dictation to us. Then take into consideration that there are men who speak indistinctly, stutter, lisp, talk into their beards, talk with various kinds of accents and are never without something smoking in their mouths.

Several of the girls in the office once settled upon "The Dollar Princess" for a Saturday matinee, and discovered that we had all been attracted by a poster depicting Donald Brian at a typewriter taking dictation from a girl. One of the crowd said she hoped the girl was chewing about 3 cents' worth of gum and dictating an itemized order to a French dressmaker.

Dictators of business letters are not particular about their vocal inflections, so that the stenographer is frequently at a loss to know where one sentence ends and another begins; and the rambling character of some men's thinking makes paraphrasing a problem. Then when we come to reading the shorthand notes we have only a part of the sounds in each word indicated, which makes a sentence at least as difficult to decipher as the prize puzzle sentence so popular with piano firms, such as—
—ds—e—a—an—so—oe—.

I recently had an outline in some matter that had been dictated rapidly, over which I puzzled half an hour and asked the advice of everyone but the "big boss." The sentence containing it read thus:

"They make one thing well and are spending money to tell the public about it—singleness of purpose and wide publicity are bound to make good very soon."

Solution of the Puzzle.

I did not remember the sense of the sentence—it was given so rapidly that I had all I could do to get it down without thinking about it. Before "singleness" were a dot and a horizontal line with what looked like a "curl" on the end. The dot might have stood for "ccn," "com," "and," "an," or the vowel short a; the horizontal bar with the curl might have been one of scores of words containing k or hard c ending in "ascent," "escent," "ition," "ation," or "ession." I thought it was a noun sounding something like this—"conc—tion." It turned out to be a carelessly written "and" and the phrase "because of the."

It is noticeable that the stenographer (taken seriously) has "arrived" in both fiction and plays. In "Get-Rich-Quick Wallingford" the stenographer is the heroine and the only real thoroughbred in the play.

The girl stenographer is different from the girl of leisure in several personal matters. There is a something different about her appearance—possibly the small details are not



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so carefully looked after, because of lack of time; she carries a roomy leather handbag instead of a mesh one; she uses more slang and knows a great deal more about baseball and less about football; she does not fall so violently and frequently in love; she is not inclined to be at all affected in her speech or manner with men, and knows more and thinks less about them on the whole.

As to the talk of women losing their femininity through association with men in offices, it is to laugh. I never have met a girl who had become at all masculine in manner or tastes after years of working with men. I never met a business girl with any suffraget inclinations whatever: of the scores of girls with whom I have lunched only one ordered anything exciting to drink; I have never known or heard of girls in offices having either the betting or the cigarette habit.

I think the stenographer as a wife must be just different enough from the ordinary stay-at-home type of girl to be a more satisfactory listener, and should be an excellent sort of person to come home tired to from the office.

Esther Elkins.

A Young Man of Good Habits. Written for the Tradesman.

When we say of this one or that one, "He is a young man of good habits," the impression that is conveyed to most minds is simply that the young fellow in question does not use tobacco, or at least does not use it to excess, does not drink and has no addictions to other and worse vices.

The popular use of the expression, "a young man of good habits," does not go deeper than this. While it is positive in form, it is negative in meaning. The young man does not drink, he does not smoke, he is not debauched. Well and good. He is avoiding the pitfalls that entrap many of his fellows. But what does he do? Not drinking, not smoking, not carousing never carried any man very far on the road to success. It takes positive qualities to win out.

What does this young man do? The negative assertions regarding him are satisfactory, but what are his positive habits? Is he energetic? Does he save his money? Does he apply his forces so as to produce results, or does he merely putter? Does he put his brains into his work? Does he have habits of honesty and fair dealing? Does he pay his bills?

Unless these questions can be answered in the affirmative, can it rightfully be said of him, "He is a young man of good habits?" The expression as we now use it is misleading, and boys grow up with the mistaken notion that if they avoid a few common vices they will be all right, and are not made to realize that negative virtues never yet gave any man character and success.

When we say that a young man has good habits, it should mean not only that he has no vicious addictions to his discredit, but that he has certain positive addictions that are greatly to his credit. Quillo.

Incident in Life of a Youthful Diplomat.

Written for the Tradesman.

Sam Martin, small for his twelve years, freckled, with stringy yellowish brown hair, and slow, souching gait, was called by the neighbors "the orneriest lookin' boy in the Oakknolls settlement;" yet he had a quiet shrewdness all his own.

Despite Sam's inefficiency, his father had him charged with many duties. One of these was to see that old Mag stayed inside her pen.

Old Mag was a sow kept on the Martin farm for her large and successful practice of maternity. The litter of fine healthy pigs with which every spring and again every fall she gladdened the heart of her owner was something astonishing both in the number composing it and in the vigor and power of rapid growth with which each was endowed. The farm was famous for the size of its shoats and the weight of its young fattening hogs, as also for the toothsome hams and shoulders, the crisp bacon, the tubs of snowy lard, the barrels of side pork, the souse, the scrapple and the head-cheese which abounded at butchering time, when old Mag's progeny were slain.

Farmer Martin stuffed fat rolls of bills into his wallet when these products were sold.

With advancing years old Mag had become very cross. She had also developed rapacious tendencies, and would seize and devour young chickens or ducks whenever she succeeded in getting out of her pen, which was rather a yard with a high board fence.

These escapes were becoming so frequent that Sam's father often remarked, "That blamed hawg is getting too dawg-awn hard to keep anywhere." The fattening pen and fast succeeding slaughter would have been her fate but for those amazing litters of pigs. Fifteen last fall, sixteen in the spring! The profits thereof restrained his destroying hand.

One day old Mag with her powerful snout wrenched a board off her fence. She worked her huge body through the opening, and waddled across the barnyard to a coop of fine broilers.

Sam, a few rods away, heard the cries of the disturbed fowls and saw that the sow was crunching a victim between her jaws.

Now Sam didn't like "to run after no hawg," so he began to shy small stones at old Mag's broad back. Being struck by one of these, she dropped over on her side. The boy ran to her and was horrified to find her dead.

A hog, despite its burly appearance, is very susceptible to injury, and, unwittingly, Sam had inflicted a mortal wound.

The anger of Sam's father was never an easy thing to face, and the boy astutely surmised that the wrath likely to be aroused by this untimely taking-off of old Mag might be little short of terrific.

Slowly the lad walked to the house and sought the paternal presence.

"Paw," he began.

"What is it, Sam?"

"Old Mag has eat up one of Maw's young roosters, one of them best Barred Rocks!"

"She has!" thundered his father. "Why didn't you kill her?"

"Well, Paw, I hev."

R.

Personality in Salesmanship.

The head of one of the largest sales forces in this country was asked what he considered first in employing a salesman. His reply was: "The personality of the man—his mental organization and capacity and his outward appearance."

Clothes are the advance agent, so to speak, of a salesman's personality.

Personality counts in everything the salesman does. It is often your manner of presenting an article that makes a man desire it, not merely the article itself. If this were not the case there would be no need of salesmen.

If you present your proposition with confidence, seriousness and dignity you can not fail to impress and interest. Answer questions with an air of cheerfulness and courtesy. Try constantly to make the impression of an agreeable personality.

A strong, direct personality and manner always attracts. Have something to say. Know when and how to say it. Don't talk so fast that your

man can't keep up with you, nor so slowly that he gets fidgety while waiting for you to catch up with his thoughts. Be sparing of humorous anecdotes. He is thinking more about how much money he can make out of your proposition than he is of being entertained. Avoid personal remarks.

Be sincere. Sincerity is the inspiration of that confidence which is the basis of all business relations. It must be manifest in the salesman's every expression and attitude. He must be sincere in his show of interest in his customer's welfare and his desire to see him actually benefited. The customer quickly perceives this, and his confidence is established.

An air of frankness, openness and generosity puts a salesman in immediate sympathetic touch with all mankind. It lends a peculiar, irresistible charm to his personality and covers a multitude of other faults.

A. N. Tate.

The Proper Place.

Shopper—Can I put this paper on myself?

Salesman—Yes, sir; but it would really look better on the wall.

Jealousy is egotism—but so is indifference.

"Goodwill is the probability that the old customer will return to the old place."—Legal Definition

And it is goodwill alone that is building up your trade—it is the old customer returning to the old place that keeps your business moving forward.

It is the goodwill of all the people—created by continuous publicity and the unique goodness of the products themselves—that has made the National Biscuit Company the

Bakers to a Mighty Nation

This goodwill will help your business. It will help every dealer selling National Biscuit Company products—for the famous In-er-seal packages and glass-front cans are visible evidences of a prosperous business.

**NATIONAL
BISCUIT
COMPANY**

KEPT BUSY.

Report of Legislative Committee M.
S. P. A.

The last session of our State Legislature, which ended by adjournment, was a busy one for this Committee, notwithstanding the fact that the Committee, as instructed by a resolution passed by this Association at its meeting in Detroit last June, presented no new bills to the Legislature.

This Committee attended the meeting of the Michigan Retail Druggists' Association, held at Kalamazoo last October, and was present at all the sessions of its Legislative Committee.

Two bills to be presented to the Legislature were discussed at this meeting, "an itinerant venders' bill" and "a liquor bill," to amend the sections of the Dickinson law that provide for the selling of liquor by druggists. It was decided to present an itinerant vender's bill that would provide a high license for each wagon engaged in the selling of medicines. Six hundred dollars (\$600) was the amount decided upon. This was thought large enough to be prohibitory. It was proposed to amend the Dickinson law by providing that all sales of wines and liquors for medical purposes should be made upon the affidavit of the purchaser. This bill was also to provide that each registered pharmacist should be legislated power to receive such affidavits. It was proposed to make it unnecessary to get a doctor's prescrip-

tion and to make the druggist and the purchaser responsible for the sale.

This proposition was submitted to representatives of the Anti-Saloon League, who were present at one of the sessions. The subject was under discussion for a long time, but no agreement was reached, the Anti-Saloon men insisting upon the doctor's prescription as a necessary requirement for the purchase of wines and liquors to be used as medicines.

They agreed, however, that the sections of the Dickinson law that governed the sale of wines and liquors by druggists had proven to be unsatisfactory and should be amended.

The two bills, as drafted by the Legislative Committee of the Michigan Retail Druggists' Association, were presented to that Association and adopted.

After the Legislature convened three bills were introduced, offering amendments to the Dickinson law—one by the Anti-Saloon League, providing a penalty for physicians who acted in bad faith in prescribing wines and liquors; a bill in the interests of the dental profession similar to the Anti-Saloon League bill, allowing dentists to purchase liquor in dry counties, was introduced, and a third bill was introduced by the Michigan Retail Druggists' Association. This bill, since the Kalamazoo meeting, had been entirely rewritten, and instead of being, as was proposed at Kalamazoo, an amendment to the Dickinson law, it provided for a State-wide liquor law, requiring that

each purchaser of wines or liquors for medicine must make affidavit that it was to be used as such.

The bill was so worded that all the responsibility for the purchase of liquor rested with the purchaser. The provisions of the bill were objected to by our Executive Committee, the Anti-Saloon League and by druggists in both wet and dry counties. After considerable correspondence and two meetings with representatives of the Michigan Retail Druggists' Association, this Committee found it impossible to agree with them on the provisions of the bill, and after giving the Association notice to that effect, we began active operations to prevent the passage of the bill. The bill died in Committee, as did also the Anti-Saloon League bill and the dentists' bill. The itinerant venders' bill died at the same time and was given a final burial.

This Committee did not oppose the "itinerant venders' bill," and were actively at work in its support at the time of its demise, but it was evident from the first that the bill was in every way unpopular in the legislature and had no chance of passage.

The liquor bills did not stay dead, but were resurrected in the form of a substitute bill by the Liquor Committee of the House. The substitute bill received the endorsement of this Committee and the Anti-Saloon League. This bill was passed and is known as "House enrolled act, No. 182." It amends sections 1, 2 and 26 of the Dickinson law. The provisions of this law would seem to be

about all that could be asked for, so far as they apply to sales of liquor by druggists. It permits the sale of wines and liquor upon the prescription of a physician and places upon the physician the responsibility of the sale. It permits the sale of wines and liquors to be used in hospitals, medical and educational institutions. It permits the sale of alcohol to dentists and the sale of alcohol for mechanical purposes upon the affidavit of the purchaser. Pharmacists are authorized to receive affidavits. The druggist is not. It is not quite clear why this exception is made, as the druggist is given the privilege of selling on the physician's prescription and is held personally responsible for violating any of the provisions of the act. It permits the sale of liquor by wholesale druggists in bulk only. The word "bulk" should be stricken out of the law. An effort was made by this Committee to have this done, but the bill left the Committee so late in the session that the delay that this would have necessitated would have endangered the passage of the bill. There are no wholesale druggists, at present, in any of the dry counties, and not likely to be for the next two years, when the law can easily be amended.

A bill introduced by Mr. Henry passed and is enrolled as House act No. 43, to prohibit certain classes of immoral advertising and provides punishment for violators thereof. The law reads as follows:

Section 1. Any person who shall advertise in his own name or the



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

name of another person, firm or pretended firm, association, corporation or pretended corporation, in any newspaper, pamphlet, circular, periodical or other written or printed paper, or the owner, publisher or manager of any newspaper or periodical who shall permit to be published or inserted in any newspaper or periodical owned or controlled by him, an advertisement of the treating or curing of venereal diseases, the restoration of "lost manhood" or "lost vitality or vigor," or shall advertise in any manner that he is a specialist in diseases of the sexual organs, or diseases caused by sexual vice, self-abuse, or in any diseases of like cause, or shall advertise in any manner any medicine, drug, compound, appliance or any means whatever whereby sexual diseases of men or women may be cured or relieved, or miscarriage or abortion produced, shall be guilty of a misdemeanor, and upon conviction thereof shall be punished by a fine of not less than fifty dollars nor more than five hundred dollars, or by imprisonment in the county jail for not more than six months, or both in the discretion of the court.

Sec. 2. Any person publishing, distributing or causing to be distributed or circulated any of the advertising matter hereinbefore described, either in newspaper or other printed or written forms, shall be guilty of a misdemeanor as noted in section 1 and punished as therein described: Provided, That this act shall not be construed as creating a penalty in addition to that specified in act number two hundred thirty-seven of the Public Acts of eighteen hundred ninety-seven, as amended by act number one hundred sixty-four of the Public Acts of nineteen hundred seven, for the acts made unlawful therein.

Sec. 3. It is further enacted that any advertisement found in any newspaper, pamphlet or circular containing the words, "lost manhood," "lost vitality or vigor," or other expressions synonymous therewith, shall be prima facie evidence of the guilt of the party or parties subscribing to the said advertisements, their agents or representatives, and the same penalties shall apply to the publishers of papers containing the same as prescribed in section 1.

As originally introduced the bill was considerably broadened in its scope, including female remedies as well. Certain manufacturers of these remedies put up such a persistent fight against the passage of the bill that it was finally amended by striking out these preparations.

A bill introduced late in the session by Mr. Hinckley, of the House, passed, and is known as "House enrolled act, No. 193." An act to regulate the sale of poisons and poisonous substances in this State. Unfortunately the bill passed the Legislature without the knowledge of this Committee. It reads as follows:

Section 1. It shall be unlawful after November 1, Anno Domini nineteen hundred eleven, for any person, firm or corporation doing a retail or wholesale business or any agent, clerk or employe to sell or dispose of, or

offer to sell or deliver to any person any poison or any substance generally denominated as poisonous, unless the cork or stopper of the bottle or receptacle containing such poison or poisonous substance shall have fitted thereon a wood, celluloid, glass or metal disc, with serrated edge sufficient to call attention to the fact, either in daylight or in darkness, that the contents of the bottle or receptacle, the stopper or cork of which is fitted with such device, contains poison or poisonous substances. The words, "poison" or "poisonous substances," as used in this act shall be construed to include only the poison or poisonous substances referred to and included within the terms of the schedules and language of section 23 of act number three hundred thirty-two of the Public Acts of nineteen hundred five. It shall be the duty of the State Board of Health, within thirty days after this act shall take effect, to approve of such a device or appliance as shall meet the requirements of this act, and a sample thereof shall be kept in its office in the city of Lansing. The said State Board of Health shall immediately after the approval of such device or appliance forward to every wholesale or retail druggist in this State, or to any other person upon request, a sample of the device or appliance so approved. The cost of all samples of such devices and appliances so approved by the State Board of Health, and by this act required to be furnished or issued by the State Board of Health, together with the cost of delivery of the same, shall be paid by the Board of State Auditors out of the general fund in the State treasury, on presentation of vouchers approved by the Secretary of the State Board of Health. It shall be unlawful for any person, firm or corporation, or employe, agent or clerk, to use, authorize or cause to be used upon such cork or stopper any appliance or device unless same has received the approval of the State Board of Health, or to use, authorize or cause to be used any such appliance or device above mentioned on any other bottle or receptacle than those herein above provided for. Any person violating the provisions of this act shall upon conviction thereof be punished by imprisonment not less than three months nor more than one year, or by a fine not less than ninety dollars, or not to exceed three hundred dollars, or both such fine and imprisonment in the discretion of the court: Provided, that each such sale or delivery contrary to the provisions of this act, shall constitute a separate offense: Provided, that nothing in this act shall apply to poisons sold in packages or receptacles not fitted with a cork or stopper.

This bill, like most bills of its class, is good in theory and is unquestionably in the interest of public safety.

It was drawn by some one unfamiliar with the drug business, and we fear will prove more or less of a hindrance to legitimate trade. A copy of the bill was submitted to Attorney Chas. M. Woodruff, of Parke, Davis

& Co., who very kindly rendered us the following opinion:

"I return herewith House enrolled act, No. 193, to regulate the sale of poison and poisonous substances in this State, having made copies of the same.

"It seems to me the act is plain enough. Of course, it does not affect inter-state business.

"One, to infract the law, must do a retail or wholesale business, or be an agent, clerk or employe. The law does not seem to affect manufacturers or others than retailers, wholesalers, agents, clerks or employes. For example: Any one not a retailer, wholesaler, agent, clerk or employe would not violate this act if he sold a package not properly corked.

"The law does not affect manufacturers except in a practical way. If Parke, Davis & Co. should send out a bottle or receptacle containing poison not properly corked they would not violate the law.

"Practically speaking, however, the whole drug trade must carefully study schedules A and B, section 23, act No. 232, Public Acts 1905, and see to it:

"First, that every bottle or receptacle containing any item mentioned in either of these schedules is provided with a cork or stopper such as is to be approved by the Board of Health.

"Second, to see that such corks and stoppers are not used on bottles or receptacles containing other drugs than those enumerated in schedules A and B; etc."

A law was enacted to regulate the sale of turpentine. This law does not

apply to the sale of the turpentine for medicinal purposes. It affects directly manufacturers and large dealers, and is of little interest to the retail drug trade.

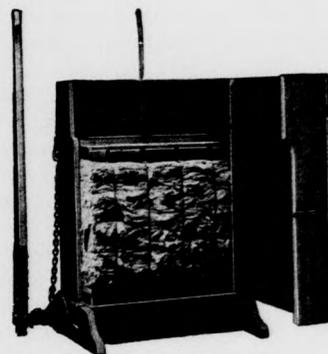
We believe that every trade or professional organization should have a Legislative Committee ready to look after its interests, but we believe that the experiences of the past year have proven the undesirability of a part of such trade or profession attempting legislation without the co-operation of the whole. We believe the entire drug trade of Michigan must work together in legislative matters and we would recommend that the Legislative Committee be increased to five members, and that one member representing the manufacturers, and one member representing the jobbers be on every committee. We would also urge that this Association cultivate the closest possible relations with the Michigan Board of Pharmacy and the Dairy and Food Department, and that we be ready at all times to co-operate with them in the enactment and enforcement of drug laws.

We believe that the Michigan pharmacy law must soon be revised and we would suggest that the Legislative Committee for 1912 report such changes, if any, as may seem to them necessary or desirable.

M. A. Jones,
W. A. Hall,
A. C. Webber,
A. L. Walker,

Legislative Committee.

Taking in fresh air is healthier than putting on "fresh" airs.



Looks Good Enough to Set in Your Office

The Handy Baling Press is made of kiln-dried maple and highly polished.

It occupies small floor space and can be kept in a prominent place in your store if desired.

When a Handy Press is around, your store will present a neat, clean appearance, for every bit of loose waste paper may be thrown into it at any time.

A boy can do the baling.

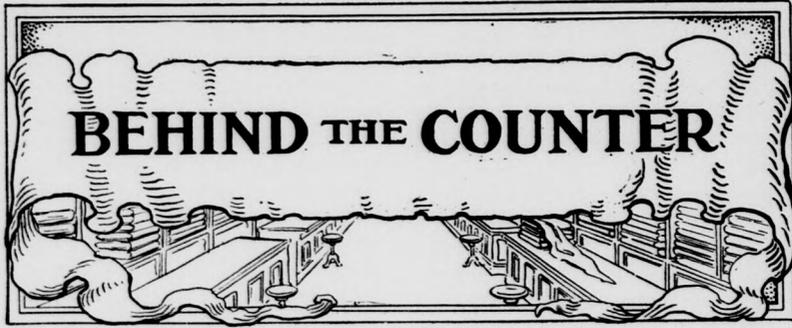
Turn your troublesome waste paper into rent money. The mills are anxious to get it and will pay spot cash.

Sent on 30 days' Free Trial. Simply ask. It is then left to your judgment after you try it in your own store. Fair, isn't it?

Write, Wire or Phone

THE HANDY PRESS CO.

251-263 So. IONIA ST., GRAND RAPIDS, MICH.



Cardinal Rules Adopted by a Successful Merchant.

When customers come to the counter the salesman should immediately display the utmost interest in them. He should first endeavor to ascertain which would suit them most. He must realize that in a great business house where there are only eight hours in a day, and where hundreds of customers are waiting to be served, the necessity of not wasting time is great. Consequently when a salesman is active, agreeable and business-like, he can sell the customer exactly what he wants to buy in a very few moments.

We insist upon every salesman bearing in mind the fact that everyone who enters our store is a prospective customer, and whether he buys or merely looks over the goods he must go away pleased with the reception and attention displayed by the employes.

One customer at a time is what I impress upon our salesmen. I would discharge immediately any salesman who left a customer standing in front of the counter while he went over to the next aisle to talk with someone about what happened last week or would happen next week, or carry on a conversation across an aisle with another salesman, as is frequently done.

Another thing I always insist on is that our salesmen and saleswomen bear in mind the proper mode of addressing customers. I never allow one of our employes to address the customers as "Lady." Madam is distinctly a better expression and more refined.

When the customer has approached the counter and asked for a certain article, it is the salesman's duty to get this article. Not try to sell something else simply because it may be a little higher up on the shelf.

I tell them to avoid at all times an argument or discussion with the customer.

A prospective customer in my estimation is within the bounds of reason, always right. A little tact will smooth over any little difficulties that come up and avoid much confusion.

To properly train a retail selling force it is well to impress upon them the advantage that will be gained by studying customers—their moods and fancies. The salesman who will do this will very soon be able to cultivate unconsciously a knowledge by which they can analyze a customer's likes and dislikes before they are expressed.

Politeness and courtesy on the part of the salesman should extend

through the entire transaction of the customer, even after the sale is made, and even when the purchases are made.

I always select salesmen who are as neatly and quietly dressed as possible.

I mention this matter of dress merely to illustrate the fact that salesmen and saleswomen in our largest retail stores, where so many articles are displayed and where harmony in color is sought, must fit in with their surroundings. A foppishly dressed or a carelessly dressed man or woman behind the counter will have a very bad effect on the customer.

I have found it an invariable rule that where a salesman possesses the qualities I have outlined he can sell dress goods with as much success as he would sell tea in the grocery department. He will sell furniture as well as he would sell men's furnishings.

One man in this store has acted in the capacity of salesman in almost every department in the house. He is the most successful man we have. No matter in what department we may place him he invariably heads the list in the volume of sales in that particular department. He would make great success in selling merchandise at wholesale. Every customer receives the same kind of attention. Never more nor never less. He is not automatic in selling goods, like too many salesmen. He does not stand at the counter and answer customers in monosyllables and toss around his goods with an indifferent air, but he exercises tact and makes the customer feel that he has his interest at heart. He is always able to sell him, and at the same time secures lasting customers.

No matter what department this

man may be in, customers will come to the store and ask for him, and should he be busy at another part of the store they are always willing to wait until he can serve them, as they know that when he tends to their wants they will be well treated—that they will get what they desire in the shortest possible length of time.

This is the true kind of a retail salesman. In fact, I know of no surer way of gauging a salesman's ability than by the fact that customers will come in and ask for him. When the salesman in the retail house attains this point he is really of value, and then only is he picked out by the management for promotion in position and salary.

A salesman of this sort who uses thought in selling goods and sells goods with the same spirit that he would were he getting a commission on every article he sells, is the one who attains success in the retail business, and they are not overlooked in the matter of salary or promotion. When they reach that stage they have a vocation that can not be otherwise than pleasant to pursue.

Appearances.

George Gould, at a dinner at Georgian Court, said wittily of a suspected gold mine:

"Gold mines are like human beings—they can't be judged by their appearance. You know what Frank R. Stockton used to say about judging by appearances:

"Don't trust a man because he carries a silk umbrella—he may have left a cotton one in its place."

Acorn Brass Mfg. Co.

Chicago

Makes Gasoline Lighting Systems and Everything of Metal

Established in 1873

Best Equipped Firm in the State

Steam and Water Heating
Iron Pipe
Fittings and Brass Goods
Electrical and Gas Fixtures
Galvanized Iron Work

The Weatherly Co.

18 Pearl St. Grand Rapids, Mich.

WOLVERINE ELASTIC ROOFING PAINT

THE HIGH GRADE PRESERVATIVE



ATTENTION PAINT USERS

DON'T BUY COMMON PAINT for your roofs. You want wearing and preserving quality and a paint that will not deteriorate. Wolverine Paint will protect and wear longer than any other paint made. OUR BOOKLET TELLS WHY. ASK FOR IT.

This paint is unequaled for use on felt, composition and prepared roofings

of all kinds, metal and shingles; for stopping leaks, for making old, dry and brittle roofings tough and pliable, for patching and repairing leaky built-up gravel roofs and for use on anything requiring a preservative paint.

Owing to its adhesiveness it is the only paint to be relied upon for patching leaky roofs with muslin or cheesecloth. Write to-day for full particulars. M'd by E. J. KNAPP & CO. BELDING, MICH.

Foster, Stevens & Co.

Wholesale Hardware



10 and 12 Monroe St.

::

31-33-35-37 Louis St.

Grand Rapids, Mich.



This is the No. 70 STEVENS "Visible Loading." The best both in QUALITY and PRICE

Stevens Guns—Winchester Ammunition

For sale by

CLARK-WEAVER COMPANY

Grand Rapids, Mich.

CATALOGUE COMPETITION.

What Its Growth Means to the Salesman.

The salesman is more interested in the catalogue house question than anybody else; it is of more vital importance to him. If the catalogue houses predominate, then it is a comparatively simple thing for large jobbing hardware houses to add to their lines and turn into catalogue houses. It probably would mean simply the loss of profit for a year or two while the change was taking place. This would eliminate all salesman.

Even if catalogue houses were in all the large cities in the land there would still be some retailers left. The number of retailers existing to-day might be reduced from 50 to 75 per cent. and these dealers would have to seek their livelihood in other vocations. But as long as there is an immediate demand for goods, and as long as some people are compelled to buy on time, there will be retail dealers left.

But the general prevalence of the catalogue house means the absolute death knell of the system of selling goods through salesmen. Therefore, it behooves the salesmen of to-day to use their very best efforts not only to sell goods and to be profitable themselves, but also to do everything in their power to help their retail customers to be better salesmen, and to keep better stores, and thereby command a larger share of the business.

In this connection let me say I have asked many retail dealers if they realized how much business was created every year. They did not understand my meaning. Most retail dealers, it has seemed to me, have thought that business came simply from the necessity for the goods. This is a great mistake and the traveling salesman is the man to show the dealer this mistake. A large part of the business every year is created, not by necessity, but by caprice or whim, or by a temporary desire aroused by advertising or by seeing an article. If the article is not seen it is not desired. If it is not desired it is not bought.

How many of us have lived happily for years without a camera, but how often our spare money has gone for a camera or some other article on account of a temporary desire, and after a while the camera and the photographs were all laid away. What caused the great boom in bicycles? A temporary fad, temporary desires. Still, many people got rich in the business while the fad lasted.

Every man spends every year a certain percentage of his income on what you might call artificial or stimulated desires. If the book store, the clothing store, the dry goods store, find it possible to stimulate a sufficient amount of desire for certain things in their line then the surplus money is spent in these stores.

Jobbers and their salesmen must help their customers in every way to sell goods. They must not only regulate their prices to put the retail dealer in position to meet catalogue house competition, but they must as-

sist their customers in other ways, such as helping them in advertising, supplying electrotypes, and giving them selling ideas. Then, too, the salesmen who visit the retail trade should give their talking points to the men who sell the goods.

The salesman is the man to post the dealer on systematic methods.

Every hardware jobber and every catalogue house has a carefully prepared and kept card system, giving the names of all desirable customers in their territory. It is expensive to keep up these cards, but they must pay or the expense would not be continued.

In every first-class hardware jobbing house in this country, at a minute's notice, not only the ratings, lines of goods carried, but even the personal peculiarities of almost every dealer in the territory can be looked up by the card system. These cards are arranged by states, by towns and by dealers.

These jobbing houses are constantly going over these cards with their salesmen and direct with the trade, seeking to get the business of good dealers, who are not buying of them. Little is left to memory. Little is left to chance. It is an exact, fixed selling system.

Catalogue houses have the same system. If you will go into the sales department of a catalogue house they can refer to a certain town, and tell you just how many goods they sell to this doctor, or to that lawyer, and also the class of goods he buys.

Now, let me ask, what is the retail dealer doing along these lines? How many retail dealers keep any such record of their customers? How easy it would be to divide up the town customers and the country customers and keep a record of their purchases, and also a record of good people who are buying elsewhere. How easy it would be to educate some boy or girl to keep up this system in the office, and send out circular letters inviting these buyers to the store, calling their attention to desirable goods or quoting them prices.

The dealer can be educated to consider his show cases and show windows as salesmen; the appearance of the store as being in the selling department; the proper keeping of his catalogues, circulars and price-lists as being part of his selling system, because he uses them in taking orders from his trade and he misses orders when he can not find the proper catalogue. I count the proper answering of the telephone as selling. To this I also add the proper use of the rural free delivery system.

The salesman who educates his dealer along these lines is bound to be better off for it, both for the good he does the retailer and the increased orders he receives from him.

S. Norvell.

A Mixture of Composite.

"Jorkins is certainly in a good many positions at once."

"How so?"

"He is up in the air, down on his luck, on in years and back in his taxes."

"Habits" of City Hard to Break.

Two men faced each other at luncheon. They had never met before. One had put his umbrella where he thought it would be safe. The other man reached across the table and lifted the umbrella to his side. The owner waited the next move, for he was right in his surmise that the man had made a mistake. This was soon realized by the man who had taken the property, and he made satisfactory apology. Out of this trivial incident came the story following by the umbrella taker:

"This place seems to be doing well," he said. "I was here ten years ago, the first day of its opening, and I have been away ever since until to-day. When I got to town I had the curiosity to drop in and see how the place was doing, for the first day I was here the proprietor told me he had some misgivings about the outcome."

The owner of the umbrella thought it strange that one should be interested in the business of one of whom he knew nothing.

"That's what going away from any great city does for the right sort of man," was the reply. "If I had stayed here I never would have cared about this man or his business. You don't have time to think about anybody in this town but yourself when you live here, and that is why I got out. I don't know how many schemes I concocted here, but in every instance the other fellow beat me to it, and I finally got so that it seemed as if somebody's hand was on my neck all the

time. It seemed that I was cultivating carbuncles for clinics, and I could not stand it. Taking your umbrella, although a mistake, was the old spirit touching me up to get something that didn't belong to me."

There are some men who, in the endeavor to hide their light under a bushel, leave all their faults outside, where they can be the more easily discovered.



DON'T FAIL
To send for catalog showing our line of
**PEANUT ROASTERS,
CORN POPPERS, &c.**

LIBERAL TERMS.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

ABUNDANT LIGHT AT SMALL COST

THE AUTOMATIC LIGHT. Operated the same as electricity or city gas. No generating required. Simply pull the chain and you have light of exceeding brightness. Lighted and extinguished automatically. Cheaper than kerosene, gas or electricity. Write for booklet K. and special offer to merchants.
Consumers Lighting Co., Grand Rapids, Mich.

Snap Your Fingers

At the Gas and Electric Trusts and their exorbitant charges. Put in an **American Lighting System** and be independent. Saving in operating expense will pay for system in short time. Nothing so brilliant as these lights and nothing so cheap to run.

American Gas Machine Co.
103 Clark St. Albert Lea, Minn.
Walter Shankland & Co.
Michigan State Agents
66 N. Ottawa St. Grand Rapids Mich.

Near Wayne County Bldg.

A. T. Knowlson Company

WHOLESALE

Gas and Electric Supplies

Michigan Distributors for
Welsbach Company
99-103 Congress St. East, Detroit

Telephones, Main 2228-2229
Ask for Catalog.

Our New Home

DEALERS' PRICE LIST

F. O. B. Grand Rapids, Mich. April 17, 1911. Prices subject to change without notice.

Corporal Brand Rubber Roofing	
1 ply complete, about 35 lbs. per square	95
2 ply complete, about 45 lbs. per square	95
3 ply complete, about 55 lbs. per square	1 16
Weatherproof Composition Rubber Roofing	
1 ply complete, about 35 lbs. per square	85
2 ply complete, about 45 lbs. per square	1 05
3 ply complete, about 55 lbs. per square	1 25
Weatherproof Sand Coated	
1 ply complete, about 55 lbs. per square	90
2 ply complete, about 65 lbs. per square	1 10
3 ply complete, about 75 lbs. per square	1 30
Acme brand wood fibre sheathing per roll	45
Tarred Felts	
No. 1. 22 lbs. per 100 square feet, per cwt.	\$1 40
No. 2. 15 lbs. per 100 square feet, per cwt.	1 40
No. 3. 12 lbs. per 100 square feet, per cwt.	1 40
Stringed felt, 22 lbs. 250 square feet, per roll	44
Stringed felt, 44 lbs. 500 square feet, per roll	87
Slaters felt, 30 lbs. 500 square feet, per roll	60
Tarred sheathing	65
Rosin Sized Sheathing Weatherproof Brand	
Red No. 20, about 20 lbs. per roll 500 square feet	\$ 31
Gray No. 20, about 20 lbs. per roll 500 square feet	31

GRAND RAPIDS BUILDERS SUPPLY CO., Grand Rapids, Mich.
Distributors of the Product of the General Roofing Manufacturing Co.
The Three Largest Prepared Roofing and Building Paper Mills in the World



The Calf Leather Market—Changing Styles in Shoes.

The calf leather market, which usually occupies a central position of interest, is now as full of gravity as ever. The better classes that make up the consuming public have had for six or seven years a very strong liking for calf leather. This is too evident to need argument, and has been the basis of the position of this leather and the prevailing high prices in the markets of the world for calfskins. Like every other cash commodity, calfskins took a drop after the panic of 1907, but they soon revived in price, and the average cost of calf leather to the shoe manufacturer for the past two years has been, we should estimate, at least 20 per cent. higher than the average price from 1897 to 1901. The raw skin market has kept up on fully as high a comparatively level. The public has taken higher priced and more stylish shoes, and women have increased their demand for calf leather.

The supply of raw skins has been a nearly uniform quantity, regardless of the demand for the leather. The claim has been made that during the last part of 1909 and the first part of 1910 the importations of calfskins in the year were abnormally large, due to overbuying. The past nine months have shown them to be considerably smaller, but during this last period the raw material market has not radically changed. A well-known line of skins, called Wiatkas, has sold during the past nine months for from 46 to 50 cents, according to quality, while a not uncommon price for Wiatkas ten years ago was from 28 to 30 cents. The tanner who stands between the public demand and the non-flexible supply of raw material has, like a good business man, kept his prices up to a point which was all the traffic would bear. In fact, the raw market has compelled him to do so, and has left only a moderate profit and sometimes a loss in the calf leather business. Every time that the price of leather advances the tendency of the shoe manufacturer is to substitute some other material for uppers. He can use cloth, glazed kid, or side leather, but he in turn is held pretty close to what the retailer and the public prefer for material in their shoes, and the permanently higher level of calfskin prices indicates fairly plainly what the future of this market will continue to be until such times as the public's attitude toward calf leather may change. The tanners of the United States probably use fully one-half of the world's supply of calfskins, and, notwithstanding

the fact that they have imported as sparingly as they could during the past year, prices of raw material declined only moderately, and in the past two months have advanced with indications of further advances. Reports from shoe manufacturers would indicate that calf leather will be fully as strong a factor in next fall and winter shoes as it has ever been.

The problem of changing styles in the shoe manufacturing business seems to be one of the most important at the present time. It is holding back business for fall and keeping many shoe manufacturers and dealers in uncertain suspense. A manufacturer of men's fine shoes (and in his opinion he is borne out by others) states that his Western samples and Eastern samples are radically different. The West continues to want high toes and high heels with extreme freak shapes, while the East wants more moderate styles with lower toes and lower heels. It is a common experience for salesmen going to the retail trade to be put off with the statement that the buyer does not know what to order and will be obliged to delay his fall purchases until later.

The responsibility for these radical and rapid changes in styles is not fully placed. It seems to be the motive of the shoe manufacturing business to create demand as well as supply demand. The retailer also is responsible to a considerable degree, because his business has been sickly for the past year or two, and he is looking for any sort of a remedy to increase sales. A remedy of radical styles, however, is likely to be a deceitful one. While it may appear to revive dull business for the present, it is likely to kill the whole retail establishment.

The last manufacturer comes in for his share of responsibility. These men are very clever salesmen. They know how to work with the retailer and with the manufacturer who is most anxious to change styles and get out new ideas. Consequently, the last maker caters to the leading retailers and to the shoe manufacturer who makes capital of new styles, and soon gets enough momentum behind a new last to force many other conservative shoe manufacturers into line, and keep the lathes in the last factory running night and day.

During the troublesome business conditions since the panic of 1907 last factories have been abnormally busy. Many of them have largely increased their capacity, and the machine shops making last-turning lathes have been running part of the time nights, and

as a rule have been sold six months ahead of their production.

Another important feature of the shoe business is the great quantity of job lots of out-of-date styles which are on the market at low prices.—Weekly Bulletin.

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Martha
Washington

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TRADE WINNERS

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RUBBER FOOTWEAR
DETROIT.

Lawn Hose

19 Kinds

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Send for Catalogue

Goodyear Rubber Co.

Milwaukee

W. W. Wallis, Manager



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BOOT
&
SHOE
CO.
TOLEDO,
OHIO



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calf

Star
Seamless

shoes for men,
boys and
youths are
among the best
quick selling
foot satisfiers
we make. Are
made both in
blucher and
bal cut and
built for hard
service.



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

Traveling Shoe Salesmen Should Receive Support.

One effective method of manufacturers and their salesmen "standing together to protect the retailer," as advocated by a prominent manufacturer, is for the manufacturer to support his salesman in his efforts to treat fairly with his retail customers.

The traveling salesman is not permitted to fix the price of shoes, but is given his samples and is sent out into a territory to secure and hold business for the manufacturer. He must convince the retailer that his samples represent good values in style, quality and price, and also that the house he represents is reliable and will deliver the goods as bought and at the agreed time of shipment.

The shipment of goods made different from the order, or the substitution of different kinds of shoes, or different sizes, is calculated to destroy the confidence of the retailer in the manufacturer and to impair the influence of the salesman with his trade.

It too often happens that the salesman is obliged to fight with his own house in the interest of his customers against substitutes of this character. It is not pleasant for a salesman when on the road interviewing a customer to be shown a lot of shoes made so entirely different from the order as to be practically unsalable.

Although there are some retailers who will promptly return anything that is not strictly in accord with the sample or his order, and there are perhaps some who return goods without sufficient justification, there are also many others who make their complaints to the salesman on his next visit.

Another source of friction between salesmen and their customers and salesmen and manufacturers is the matter of claims made by retailers for shoes that have been returned for vital defects, which become apparent after short wear. Possibly it may have been a soft counter, or a soft box, or a slaughter cut in the sole, or a broken inseam, or a factory damage to the upper, or numerous other defects any of which renders a pair of shoes valueless to the consumer and causes him to fall back upon his retail dealer for redress.

The salesman has to meet all of these issues with his customers on every trip. The salesman sees the shoes and thus has a first-class opportunity to judge whether the claim is well founded, and if he recommends to his house that a certain claim be allowed, it is extremely humiliating to him if the manufacturer refuses to back him up.

It may be said by some manufacturers that if the salesmen had carte blanche in the matter of claims they would allow everything. Admitting to this argument all the force to which it is entitled, it would still remain a fact that the question as to whether a salesman was over-liberal, should be determined between the manufacturer and the salesman at the end of each selling season, and should not arise as a source of friction between the salesman and his custom-

er except only at the time of the adjustment.

When the salesman is on the road, he is and should be the representative of his house, and his efforts to deal fairly with his customers should receive the hearty support of the manufacturer.—Shoe Retailer.

Samples As An Aid To Sales.

Samples play an immensely important part in the salesman's operations, and his success depends to a great extent upon the way in which he understands them. Perhaps the quality of the samples themselves is a less important consideration than the extent of his familiarity with them, and ability to talk them to the best advantage.

Too few salesmen look upon their samples in the proper light and give them due significance in exhibiting them to customers. A majority of salesmen, if asked what idea the word "samples" conveys to them, would answer: "Why, samples are merely specimens of the goods our house manufactures. They are necessary in order to excite the interest of customers and convince them of the high quality of the goods we expect them to pay their money for."

That definition is all right so far as it goes, but it falls short of the mark. Samples, considered in their proper light, are not merely specimens of the goods your house manufactures. They are more than that. Show them as indicating what class of goods the consumer demands and is bound to have. Do not put your house and the quality of its workmanship foremost in your conversation with the prospect. Speak of the incessant demand of the consumer for goods of a certain character, first; and then show how your samples met all the consumer's requirements; demonstrate that your goods are best calculated to answer this incessant demand.

The dealer may be interested in you, your house and your goods if you have been fortunate in the impression you have made on him; but there is one thing which is certain to interest him to a far greater extent, and that is his own trade. He wants to know what his customers will buy, more than he wants to know what your firm has to sell. If you show your samples as merely representing your firm's capacity for fine workmanship; merely as proofs of its superior standing among competitors, you are leaving it all to him to infer the important relation that these facts bear to himself in dealing with the consumer; and he can not always be depended upon to draw this inference.

But you touch the spring of self-interest, which will move him to place an order with you, when you convince him of the consumer's demand for a particular article, and then display your samples as proofs of your firm's experience in meeting the demand of these consumers with the kind of goods that they can be depended upon to buy quickly and keep on buying. Andrew Soles.

It is a faithful friend whom prosperity will not alienate.

Rouge Rex

Elk Outing Shoes

This is one of our special lines. Extra care is taken in the selection of the material which enters into these shoes, and they are made over lasts that fulfill all the requirements of good fitting footwear.

For comfort and service combined there is no better summer shoe made than our Rouge Rex Elk Outing Shoes.

Refer to pages 31 and 49 in our new catalog, and mail us your order today. If you have not received our 1911 catalog drop us a card.

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SUMMER

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Oxfords Pumps
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Our fine line of the above specialties cannot be excelled anywhere and is still nearly complete.

We can fill orders promptly.

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Makers of Shoes :-: Grand Rapids, Mich.

MRS. THOMAS D. GILBERT.**Appreciation of the Life of a Worthy Woman.**

Mary Angelina Bingham (Angie Bingham Gilbert) was born March 21, 1830, and died at Grand Rapids, Michigan, November 8, 1910.

What an eighty years this has been, everything for Michigan, pretty much everything for the United States and is there any other eighty years to compare with it in the world's history which has brought into existence modern England, the Republic of France, the German Empire, the mighty changes for Slav and Oriental, the opening of Africa and the general modernizing, civilizing, liberalizing and enfranchising of our present day world, with business, commerce, transportation and communication practically revolutionized?

She was born at Sault Ste. Marie, in the house then down near the river in which General Cass signed the treaty with the Indians.

Her father, the Rev. Abel Bingham, was for a quarter of a century a missionary to the Ojibwa Indians and was stationed at the Soo until the family moved to Grand Rapids in 1855.

Mrs. Gilbert was reared at the Soo and spent the first twenty-five years of her life there, with the exception of about three years spent, during her girlhood days, at the Female Seminary at Utica, New York.

Her real life, as the younger generation understands life to-day, her childhood and young womanhood, was spent at the Soo, and, after that, at Grand Rapids, in the early days, up to the time of her marriage in 1871. Notice the Dr. Osler period—practically forty years unmarried.

Then came another forty years, twenty-three of marriage and seventeen of widowhood, making eighty years of great activity. To think of this woman as anything but vigorously active, alert and always stirring is impossible—active physically to her last sickness, active mentally to the last hour when, without lingering sickness or struggle, she fell asleep.

From the merry dance our young people are giving us nowadays, I think there may be something in this Oslerizing business of chloroforming people at 40; that is, for some of the machine made products of the younger generation. For the old settlers and pioneers, no! Give them another forty! Mrs. Gilbert took it, and what splendid use she made of it!

If her girlhood days at the Soo were grand and joyous, strenuous and exciting, with Indian, French and soldier in a virgin territory springing into being in that life giving rejuvenating air and splendid region of the North; if her young womanhood in Grand Rapids, singing in the choir of the old Congregational church and for many a charity, teaching piano playing for a livelihood and looking after her aged parents until they passed away in the sixties, was beautiful; so also the other forty years of her life as wife and widow were a blessing to her own, to her friends and a

fine example to the public and to the younger generation, reared so differently, of what one reared in the early days and under pioneer conditions might be.

She loved her own, but it did not end there. She had her close friends, but it did not end there. She had a warm heart for the rich and the poor alike. She was not envious of the rich nor supercilious with the poor. She had the universal instinct, a genuine love for and faith in humanity. She loved the Indian because she knew him not only outside, but inside. She knew his heart, his brain, his imagination, his virtues and his vices. She knew him in his native tongue and the Indians knew her. They wept as they met and talked with her as the Soo when she visit-

we walked for miles up and down the river. They renewed their youth and were never fatigued, while I was exhausted by the tramp.

Mrs. Gilbert has written much about the Soo. It is not the province of this paper to go into those matters, but, if the writer of this paper lives to have the opportunity to do so, all of these papers and reminiscences will be collected and put in proper form and made available for future library use. The knowledge of these pioneers who really knew should be carefully collected and preserved. Some day the mass of it will become of great value and Michigan should furnish a rich portion.

Mrs. Gilbert was a great reader generally and intensely interested in early Michigan reminiscences.

Mackinaw Island, and her last poem, Now I Lay Me Down to Sleep.

Mrs. Gilbert was exceedingly patriotic. Patriotism meant something in those early stirring days of the war when she lived on Jefferson avenue with her father and mother and sister, whose husband was in the war, at the home they called Hardscrabble. My earliest recollection of anything is when she took me down town at the time of Lincoln's assassination and pointed out to me the signs of mourning. Lincoln to her was a sacred name and she took great interest in the new things that came out from time to time about him. Her patriotism took literary form in the ode to the flag and she read it to the Evening Press news boys. Mr. Gilbert presented her with a flag in 1876 and it has done valiant service since. On all holidays it has been in evidence. When Cook discovered the North Pole it was unfurled to the breeze, and when Peary rediscovered it, it was again unfurled without regret.

Both Mr. and Mrs. Gilbert took an intense interest in the development of Grand Rapids and all that related to civic virtue, and since Mr. Gilbert died, in 1894, she certainly did her full duty, both by word and pen, relating to the city's interests and welfare.

"The man that hath no music in himself," Shakespeare says, "let no such man be trusted!" But what of a woman that has music in her soul? I never knew of one more intensely interested in music—music of all kinds—but particularly the one greatest thing in all music—the human voice. Almost my earliest recollection goes back to the old Congregational church, on the present Porter block site at the head of Monroe street, and the old choir loft and the red curtains that hid the choir from view when not singing, and of accompanying her there, when I was a child and she was a young lady. She sang there. Of course I liked her voice the best of any. Now that I think back and think it all over I am not willing to change that opinion, for as I recall it in its prime, it was a high soprano—a lyric soprano we would say nowadays—of the colorateur quality, exceedingly pleasing and natural, of the creamy velvety quality, without that tremolo, vibrato and shako suggestive of chills and fever of the early Michigan days, and with which our beloved singers of the present generation are well equipped. I never knew anybody more eager than Mrs. Gilbert was to see people get up and sing, to sing in unison and to see everybody sing, and she never gave up the habit of sitting down at the piano, of playing and singing and of sometimes composing the music for a song.

She knew the words of songs almost by the hundreds and had the grand old songs and favorites always near her ready for use. What do you hear nowadays as you pass from door to door and street to street? The Three Twins, the Merry Widow, the Chocolate Soldier, Madame Sherry, and the like. They are nice, but they



Mrs. Thomas D. Gilbert

ed there in recent years, and no one could stand by and hear them talk unmoved.

She greatly regretted that so little has been left of the old landmarks of the Soo and particularly that the big stone called Mutchee Monedo, near the Mission and on the site now occupied by the Court House, and supposed by the Indians to be a spirit, and before which they were accustomed to bow three times, had been broken up and removed, and also that so little in the way of the old forts and round houses had been preserved.

Only a few years ago Mrs. Gilbert and Mrs. Buchanan, while visiting the Soo with me, wanted to shoot the falls. I said no, most emphatically, but we did the next best thing—

I think her story of the John Tanner-James R. Schoolcraft episode will be found to be the true one, historically, just as her surmising and opinion regarding James Ord being the son of Mrs. Fitz Herbert and George the Fourth have finally proved true.

Let me say in this connection that Mrs. Gilbert had a ready pen. She was gifted in this particular and had a style and quality of her own. Practice and experience in other channels of writing would have enabled her to have done creditable work and to have earned a livelihood with her pen. She has written quite a number of poems of excellent quality, including the Centennial Invocation to the flag, The Bridge, Devil's Kitchen,

will not lost, while the old songs, the old real heart throbs, never die.

Mrs. Gilbert was an active church worker all her life and in the benevolences. She worked with organizations and organized effort. She did her share of charitable work in person, among those she knew and she did it systematically, in a practical way. In settling her estate I found she carried two meat accounts—one her own and one that she gave away. Some of her needy friends will miss her.

She loved the Bible and kept up the reading of it all her life, as the numerous editions about the house will show, but she had no fixed creed. Although the sacredness of the church and reverence for worship were dear to her, she saw this spirit gradually slipping away and she grew and developed with her age and broadened with it, but not without some regret and discomfort. She did not go the whole length of the modernism of to-day and it is quite likely that she was partly right.

In looking over her papers, while dictating this brief and hasty sketch. I found an interesting letter from Professor Strong, so many years in the public schools of Grand Rapids, to Mrs. Gilbert, and written about two months before her death, of the early days. One evening he, P. R. L. Peirce, Judge Holmes and other leading dignitaries of the early days of Grand Rapids, were discussing the question, "Who is the most influential person in Grand Rapids?" After a heroic struggle they decided to exclude themselves from consideration, and discussed one man after another. The idea of mentioning a woman had not been thought of. Finally, P. R. L. Peirce, afterwards Mayor and a great wag, broke the silence. I quote:

"Suddenly P. R. L. Peirce said he had a candidate, and he named, without more ado, Miss Angie Bingham. Being challenged to make his proofs, he said something like this: 'Well, Miss Bingham is one of the best known persons in town; hardly any person is better known; more people know her by sight than the Mayor. Then she is favorably known; every one speaks well of her and wishes well to her. She is exceedingly gracious and willing to accommodate herself to occasion and circumstance. If asked to sing for any charity or on any festive or patriotic occasion, she rarely refuses when it is possible for her to comply. In this way all persons, in all circles, Jew and Gentile, Roman Catholic and Protestant, have heard her pleasing voice and would gladly do her some service in return.' He spoke also of her uniform geniality and high spirits and said that she brought smiles and sunshine wherever she went. 'But this geniality,' he further urged, 'did not prevent her from having strong and well grounded opinions and holding to them.' He thought her judgment excellent on given thought. 'Finally—and he made a great deal of this point—she is very thorough. She does nothing by halves and leaves nothing half finished, but does it right out to the end.'"

In looking over her papers yesterday I found another letter, written by Mrs. Gilbert about a year and a half before her death, to an old friend, who was evidently getting cracked on the subject of religion. I quote:

"I think it is a very dangerous, a very risky, thing to allow the mind of the strongest among us to dwell too much upon one subject, even the highest subject of all, our relations with God, the future life and the forms of our religious belief. It all seems very simple, and plain, and practical to me. This earth is God's world, as much as is Heaven. It is good enough and beautiful enough for me, but for the sins and the sorrows. If we attempt to peer into Heaven we are lost."

Again she says:

"The simple life, the simple, natural beliefs, the inward sense of conscience—these are what appeal to me, and for the rest I can wait."

When her husband died she felt as if she did not want to live; that her life had gone out with him. She went to church and sat in the old pew. She could hardly endure it. She wanted to leave the service when the first song was sung, but she remained and fought it out right there. I quote:

"I went home determined to question and argue no more; to accept life; to try to do my duty from day to day, and determined to make my home and life as pleasant, as happy and as helpful to others as I could and let creeds and theories and questionings and settling things go."

And here is her declaration of religion:

"I like a simple, natural, plain, easy-to-understand system of religion and life; so plain that 'A man, although a fool, need not err therein;' that 'He who runs may read;' that commends itself to all classes of people and conditions; gives help, comfort and cheer to the weary laden and keeps the many sided thing we call mind, sane, natural and healthy."

"Give us a little more familiarity with the ten commandments, throw in a little more of the 'shall nots,' put a little more backbone into the anatomy of mankind and teach the world to bring up their children a little more in the fear and admonition of the Lord. 'Pure and undefiled religion before God and the Father is this, to visit the widow and the fatherless in their affliction and to keep yourselves unspotted from the world.'"

Tennyson, with mastery of word, meter, poetic imagery and careful workmanship, has given us his swan song.

When one clear call should come for him, he wanted no sadness of farewell and hoped to see his pilot face to face when he should cross the bar.

Notice, Tennyson hopes. That is modern.

It is remarkable how people of dissimilar ideas and temperaments, when they contemplate the great hope, approach each other in thought.

Ingersoll, at his best in his swan song, "The Declaration of the Free," asks:

"Is there beyond the silent night,
An endless day?

Is death a door that leads to light?

We can not say.

The tongueless secret, locked in fate,

We do not know.

We hope and wait."

This beloved woman wrote her swan song not so very long before her death of two dozen lines, a dozen of which I will quote:

"Now I lay me down to sleep,
Now the stars, their vigils keep;

With the turning of the wheel,
Will I wake to think and feel?

Will I sleep, to know no waking?
Will I rouse to fear and quaking?

Will the spirit, freed, unfettered,
Soar beyond its earthly record?

Who can answer, who can tell?
God, who made us, knows full well!

While his stars their vigils keep,
I will lay me down and sleep!"

Claude R. Buchanan.

Somehow a man never believes his sweetheart is as much of a girl as his sisters are.

Some Stray Queries.

Is soda water dangerous?
How much did your uncle advance on your winter overcoat?
Is it the same old ginger pop?
Going to stick to the end seat this summer?

Does it do any good to pull the neck of the summer squash?

Does Dr. Cook need any more North Pole?

Will the summer girl take her harem skirt along?

Going to marry your stenographer and sail for Europe?

Will it be a mad dog summer, or just an occasional bite?

Can you raise the dough for two weeks off?

Have you told the coroner to lay it to ice cream?

Going to use the same old swear words when the hot wave comes?

Joe Kerr.

G. J. Johnson Cigar Co.

S. C. W. El Portana
Evening Press Exemplar
These Be Our Leaders

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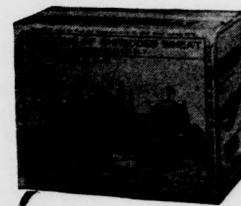
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A NUMBER of causes have combined to make **Shredded Wheat** the biggest seller among cereal foods. Our magazine, newspaper and street car advertising, our demonstrations and sampling campaigns have made **Shredded Wheat** well known and therefore easy to sell. Thousands of visitors to Niagara Falls have gone through our factory and have seen **Shredded Wheat** being made under sanitary conditions and have advertised it to their friends. But, by none of these means could we have built up such an enormous sale if **Shredded Wheat** had not been so nourishing and satisfying. People who eat it once always eat it, which means once you start your customers they will always buy it. Start as many as possible, because there's good profit for you in every sale of

*Shredded
Wheat*

Saginaw Valley

Public Instruction.

The public school system of Saginaw is the special pride of all the people. There are nearly thirty publicly owned school buildings and twelve parochial schools. Numerous private schools and business colleges also flourish in the city. It is boasted that a larger percentage of school children pass through the eighth grade in Saginaw than in any other American city.

The Saginaw Course.

The past, present and future of Saginaw has lately been made a prescribed study in all schools of the city. The Saginaw course includes local history, current events, city and county affairs and administration investigation of natural resources, and, indeed, a thorough acquaintance with all that pertains to the making of the city—past, present and future.

Manual Training.

The Saginaw schools have an unexcelled equipment in shops and laboratories. The manual training school has three wood-working rooms and includes carpentry and wood-turning, foundry, forge shop and machine shop, besides physical, chemical and biological laboratories.

Domestic Science.

The Saginaw schools also have the best facilities for instructing girls in cooking, sewing and all the elements of housekeeping. The equipment includes three sewing rooms, two kitchens, a laundry, a diningroom, a reception room and a bedroom, all of which are used for instruction purposes.

The girls of the graduating class in the Saginaw high school make their own graduating dresses, limiting the total expenditures for materials to \$5.

The manual training course is compulsory for all students.

Trade Schools.

The Saginaw public schools include a trade school for boys between the ages of 14 and 16, with a two years' course designed to train boys in the elements of the trades.

Business Course.

The high schools have a thorough business or commercial course, turning out competent book-keepers, stenographers and typewriters.

Special Courses.

The high schools offer a large variety of courses suited to the different tastes of the pupils. The studies are arranged in groups as follows:

- College preparatory group.
- Engineering school preparatory group.
- Teachers' training school group.
- Business group.
- Mechanic arts group.

- Household economics group.
- Science group.
- English and history group.
- Language group.

Post Graduate Work.

The Saginaw schools offer wide opportunities for post graduate work to pupils who have finished the regular course in the high schools. The courses in wood-work, machine shop, practice cooking, sewing, mechanical drawing, stenography and typewriting are made use of by many post graduate students.

Vocational School.

A vocational or trade school is under construction in Saginaw which will provide the most expert instruction in trades, forestry, etc., available.

Marine Engineering.

The Saginaw schools will include a marine school, supported in part by the United States Government. The Government appropriation amounts to \$25,000 per annum for this school. A gunboat from the United States Navy, together with a suitable complement of naval officers and marine engineers, is also allowed the marine school. The marine school at Saginaw is the only institution of its character maintained in the Great Lakes region.

Normal Training School.

The Saginaw County Normal Training School, supported by the State of Michigan and Saginaw county, is located in the city of Saginaw. This school provides instruction and professional training for teachers of rural schools. Diplomas from the Saginaw Normal Training School entitle graduates to teach in district schools without further examination. The tuition is free.

Night Schools.

The Saginaw schools maintain evening classes during six months of the year in the following subjects: Arithmetic, book-keeping, cooking, drafting, electricity, English gymnastics, machine shop, sewing, stenography and typewriting. These classes are largely attended by persons beyond school age who wish to improve their education.

School Gardens.

Pupils are given practical instructions in gardening. High school students have a course in practical agriculture.

City Normal.

Graduates from high schools who have completed the teachers' training course are admitted to the City Normal Training School. This school prepares students for teaching in the city schools.

Free Text Books.

Text books and school supplies are

furnished free of charge to all pupils of the Saginaw public schools.
Joseph P. Tracy, Secretary
Saginaw Board of Trade.

Fine Addition To Sugar Plant.

The Michigan Sugar Company is erecting and installing at their Saginaw plant a \$100,000 "Steffins" house as an addition. The new building will be 68x64 feet in dimensions and will be brick throughout, with reinforced concrete and iron. It is to be three stories in height and to be finished at as early a date as Contractor Meagher, of Bay City, who has the job in hand, can complete it. The new plant will be equipped with most modern machinery to utilize by-products and principally to extract sugar from molasses by the lime process.

Business Notes and Gossip.

Woldt Brothers, of Kilmanagh, are buying a new stock for Bach Siding, at which point they are erecting a beautiful new brick store. This will be conducted as a branch of their main business at Kilmanagh, at which point they have enjoyed a satisfactory business for many years past.

A. S. Larrabee, of Flint, has purchased the grocery stock of W. J. Gonderman, and is now nicely located on South Saginaw street, Flint.

A special committee of the Board of Trade, consisting of F. T. Hepburn, Wm. F. Schultz, C. W. Riedel, Charles Q. Carlisle and W. A. Russo, has been appointed to raise a \$5,000 fund for obtaining conventions in this city.

Always Reliable

Phipps, Penoyer & Co.

Wholesale Grocers

Saginaw :: Michigan

Easy to Buy From Us

Mr. Merchant: We are sole distributors for Eastern Michigan for the following items which makes it easy to buy from us and get what you want.

Ceresota Flour Fanchon Flour Occident Flour
White House Coffee To-ko Coffee
Dundee Brand Milk Saginaw Tip Matches
Curtice Bros. Canned Goods
Pioneer Brand Pure Food Products
Star A Star Brands General Merchandise

Symons Bros. & Co. Saginaw, Mich.

Our Brands of Vinegar

Have Been Continuously on the Market For Over FORTY YEARS

Mr. Grocer:—"STATE SEAL" Brand PURE SUGAR Vinegar—QUALITY for your customer—PROFITS for you. The fact is, after once sold to a customer, it sells itself; so much BETTER than the other KIND, the so-called "just as good." The FLAVOR is like Cider Vinegar, it tickles the palate the right way. THAT'S WHY.

A satisfied customer is your AGENT. BEWARE OF IMITATIONS.

"HIGHLAND" Brand Cider and White Pickling
"OAKLAND" Brand Cider and White Pickling
"STATE SEAL" Brand Sugar

Ask your jobber

Oakland Vinegar & Pickle Co. Saginaw, Mich.



Saginaw Valley

Telephone Fight On.

Saginaw and Bay City business men have considerable of a fight on their hands just now, owing to a new edict published by H. R. Mason, district head of the commercial department, under the new dispensation in Michigan telephone circles. Hitherto no charge has been made by the Bell telephone for talks between Saginaw and Bay City. It is now announced, however, that on and after June 15 a regular tariff will be charged. The two cities are as close together as the parts of a bigger city and, if the new decision is given effect, it will mean an important item of increase to expenses of trade generally.

The Saginaw Board of Trade directors have taken the fight up and appointed their Committee on Public Improvements and Utilities, to report upon the matter. The Committee is composed of the following: Robert T. Holland, Emmet L. Beach, B. A. Carman, Fred L. Eaton, J. W. Grant, Chas. Holmes, F. W. Newton, C. W. Orton, J. J. Speed, George Strable, L. Schwemer and Dr. T. M. Williamson.

Traveling Men Meet.

At a special meeting of the Executive Committee of the Wholesalers' and Manufacturers' Association, held Saturday at the new Hotel Fordney, the commercial traveling men were the chief speakers. They were especially invited to express themselves on the movement to broaden Saginaw trade areas and their hearty co-operation was assured the meeting, which was presided over by Jay D. Swarthout.

The following customers were callers at Morley Brothers during the past week: F. G. Bell, Rose City; Mr. Ostrander, St. Louis; O. L. Cardwell, Millington; E. W. Leonard, Watrous-ville; E. Louks, Whittemore; M. Terns, Ivanhoe; W. K. Frost, Clio, and Mr. Teeple, Pinckney.

Labels Required on Tea Packages.

F. L. Dunlap, chairman of the United States Department of Agriculture, Board of Food and Drug Inspection, of Washington, D. C., officially, has notified the wholesale dealers in tea that on May 1, 1911, all the tea imported into the United States, if artificially colored, must be so labeled or branded; likewise, after that date all the tea entering interstate commerce must conform to the above ruling in regard to the labeling of tea.

This coloring is applied by the producers of tea in its native countries, and it is generally applied to low grades that are not uniform in color. By this coloring they produce a tea of fine appearance, which will sell at 4 to 5 cents a pound higher than if it was marketed in its usual color.

A conference of representative tea dealers of the Eastern cities with offi-

cial of the United States Treasury Department was held in New York a few weeks ago. It was decided that all tea entering this country should be properly labeled, and the Agricultural Department shall, in any case where there is reason to suspect that teas are not properly labeled, make examination of the facing of such teas in warehouse, and shall co-operate with the tea examiners to subject any tea under suspicion to chemical test.

Tea dealers believe that what has forced this issue stronger than anything else is the vast amount of rejections by this country in the last few years, regarding artificially colored teas, which examiners would not permit to be taken from the bonded warehouse on account of the coloring.

This large rejection of teas, which had to be taken out of this country, caused quite an advance in market prices. Lower grades are up 3 to 5 cents per pound. English breakfast tea is also considerably higher.

The shortage of Ceylon tea for this year will be considerable, so with an increased home consumption prices must remain high.

Tea experts say that the tea trade in this country is increasing, where the dealers handle a good cup quality, but where the dealer handles only the lower grades the tea business is very light. In his opinion all artificially colored teas should be so labeled, and this will work a great benefit to India and Ceylon black teas.

Charred Papers Not Necessarily Destroyed.

One of the most interesting after effects of the San Francisco earthquake and consequent fire has been touched upon in a paper by George A. James dealing with the handling of charred documents which so often are found in modern safes after the heat of a great conflagration. Mr. James, expert in this business of restoration of charred documents, speaks of the appalling loss of documents in San Francisco, due to the ignorance of persons holding them.

According to Mr. James, no paper which may have been carbonated under conditions which leave the sheet virtually intact should be imagined destroyed until some expert in the restoration of carbonized paper shall have declared it so. The principle upon which he works is that every printed, ink written, or pencil written word must leave its impression upon the paper. He points out that which most persons have observed in the burning of a newspaper: that the printing remains legible when the paper is charcoal; it becomes only a matter of proper light in which to read the print.

In the matter of treatment for restoring carbonized documents, it naturally is a complicated chemical process too long and difficult to describe. But some observations made by Mr. James are worthy the attention of any one who has occasion to store valuable documents.

Graphite pencils (lead pencils) leave a far clearer mark than does ink or print, although typewritten pa-

pers remain legible after great heat. In papers which have been restored and where footings of figures first have been made in light pencilings and later written with a pen, the graphite first footings have been easiest to develop. Here are a few "don'ts" to be observed before the potential fire.

Valuable documents should not be folded. Currency never should be kept in a drawer in which coin or jewelry is deposited. Use no wallets or rubber bands in storing documents. If a piece of currency or valuable document be charred and even broken, don't decide that it is worthless and beyond all restoration.

Desiring and Getting.

"Many get what they seek, and yet have not what they want. Inclination does not always express need. To succeed we must learn the real values and desire them. It is essential to want what is worth wanting,

as well as to get what is worth getting, and not waste desire any more than effort. Bad wishers are poor getters, and one ignorant of what he wants can not satisfy himself with it or without it.

"We can not get the right thing without wanting the right thing, so that we should learn what we ought to want, and put our inclinations in the way of it. It is rather late to learn that we don't want things after we have them, and better not to get them than to get rid of them. Failures result more from inadequacy of desires than of actions, and people err as badly in wishing as in willing." Austin Bierbower.

A Game Finish.

"Mister, can you assist me—"

"Not a cent."

"Assist me to find the First National Bank? I wish to open an account."



Are You Prepared

For the demand for summer footwear? Our stocks are still complete in all lines. We can serve your wants and ship same on receipt of your orders for **Pumps, Oxfords, Elkskins, Canvas Goods, Barefoot Sandals and Champion Tennis Shoes.**

Just received another shipment of Ladies' White Canvas Bow, no strap, Pumps. Order now as they won't last long. Send for descriptive catalog of summer footwear.

MELZE, ALDERTON SHOE CO.
SAGINAW, MICH.

Saginaw's Progressive Shoe House



Valley Sweets

L. A. Burrows,
President
George F. Dice,
V. Pres & Mgr.
J. W. Johnson
Sec'y & Treas.

STANDARD OF QUALITY IN CANDY

Find out about our 5c specialties

VALLEY SWEETS CO. :: SAGINAW, MICHIGAN

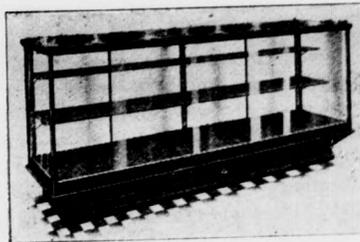
SAGINAW INCORPORATED 1890
ESTABLISHED 1863 **HARDWARE** ©

Wholesale

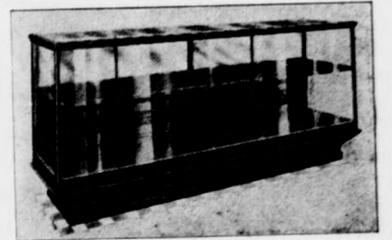
Send in your orders for Sprayers, Paris Green, Arsenate of Lead, Scythes, Snaths, Forks, Hay Carriers.

We can fill orders for planters quick.

202 SO. HAMILTON ST. SAGINAW, MICH.



No. 81 Display Case



No. 84 Cigar Case

Saginaw Show Case Co., Ltd., Saginaw, W. S., Mich.
We make all styles Catalogue on request

Saginaw Valley

Getting the Best Possible Out of Life Each Day.

Don't postpone life!

We spend so much time and energy getting ready to enjoy ourselves that we never enjoy ourselves.

We are like the boy taking a running jump, who ran so far that he couldn't jump.

We are like misers who collect gold so that they may enjoy themselves at 50 and die at 49.

I do not mean "eat, drink and be merry, for to-morrow we die." I do not mean to be spendthrifts, prodigals, wasters and sensualists. I have no use for the philosophy of Omar Khayyam, and think his theory of life no better than that of a bum, much as I admire his poetry when dressed in FitzGerald's fancy. I believe the gilded dudes and fringed courtesans live for to-day, in the sense of crowding all the physical pleasures possible into it, miss entirely the good of living.

But what I do mean is that a man ought to get the satisfaction of living into every day. Every day should be full orb'd. It should carry with it a piece of its own heaven.

When a man goes to bed at night he ought to be able to look back over the time he has spent since rising and view his day as a completed thing, worth while in itself.

To-day Step to To-morrow.

With too many of us to-day is always a favored compromise, a makeshift, something we have got through with we know not how, something to be forgotten as quickly as possible.

We float on from to-morrow until to-morrow, with little joy, but a sort of reaching joy, a joy in expectancy. All our real good seems future. Of the past we're glad it's past and done. The present we try to get rid of and over with as quickly as we can.

Let us stop. Let us determine that we're going somehow to crowd some real contentment into to-day.

Dom Pedro, of Brazil, when asked why North America was so much more advanced than South America, and what was the secret of this state of things, replied: "Manana! (to-morrow!) You North Americans never wait; we always wait."

Over business men's desks I have seen a little card stuck up on which was printed in big red letters: "Do It Now."

While these two instances apply to success in business, they are just as applicable to success in the game of life. Put a little heart's ease, a little love, a little wonder and worship, a little wisdom, a little rest, a little gladness into This Day!

You may not have another. A man ought to live every day with a sort of finish; so that if another does not come he can say at least he's had something.

Each Day Offers Opportunities.

For every day contains a continuous stream of chances, occasions, opportunities for doing many of these

things, and of exercising those functions that make life rich and meaty.

That is what Emerson meant when he said: "Every day is a day of doom."

Now for a few practical hints on how to do this:

First, remember that the thing most worth while in life, the thing that makes it taste best as we go along, and that we most rejoice to remember and least wish to forget when it is all over is—love. So allow no day to pass without expressing love somehow, to some one.

It may be a fellow workman you like. Don't postpone handling him a compliment, saying something to him you know will make him feel good. Go out of your way to do something that will warm his heart.

It may be your little girl. You're tired, of course, and worried, and her childish exuberance annoys you. But wait! She is slipping away from you every minute. The time will come soon enough when she will be no longer yours, looking up to you for a drop of gentleness. So, take time. Give her five minutes, anyway, and a hug or two, and a warm word from dad for her to remember.

It may be the little boy. The time's coming when you'll want nothing so badly as that your boy confide in you and not withdraw himself. Therefore invest now in some kindness and fellowship. Don't put it off.

All Women Prize Attention.

It may be your wife. Never a woman lived that didn't want attention and flattery and to be prized. No matter how absorbed you are in important business, no matter how great your hurry to get to the lodge or to the meeting, take a few minutes and devote them entirely to the all important business of making that woman think she is the most interesting and vital affair in the world.

Don't economize in love. It's the one treasure that grows bigger the more you take from it, the one valuable thing in which it pays to be a spendthrift. Give it away, throw it away, splash it over, empty your pockets, and to-morrow you'll have more than ever.

Then there's the old mother. If she sits by your fireside let no day pass without some time devoted just to her. If she is far off, let no Sunday pass without some writing to cheer her heart.

Also, don't postpone play. No day ought to go by without some hour or so of just diversion, letting go. Play a game. Go to the moving picture show. Have a pipe and a bit of gab with your neighbor on the back porch. Do something useless every day.

Don't postpone useful learning. Every man ought to have a solid book stowed away somewhere to dip into in odd moments. No mind should go a whole day without sweating a little over some knotty task. Do some real good, hard thinking daily.

Don't postpone physical exercise. If your business is sedentary, you'll have to watch to keep yourself from getting flabby. And remember it is

not the occasional spurt of energy but the regular daily stunt that counts.

Realize on Present Day.

Don't postpone beauty. Find every day some object that appeals to your admiration, if only a cloud, a leaf, a flower, a face. Drop in at the picture gallery if you can find one, or look a minute in some book at the library, where is some beautiful thing. Don't postpone beauty.

Don't postpone your realization of the Infinite. I do not say go to this or that church, nor say your prayers, nor do any other conventional thing, but what I mean is this: All around you, in the sky above, and in the earth beneath, and in human hearts are deep, great, wonderful forces and mysteries, quite beyond our understanding. Somehow face this every day, realizes it. The greatest and noblest and most marvelous thoughts and feelings have come to men from touch with the Infinite. Above all things it keeps us from getting smart, and egotistic, and petty, and cocky, and disagreeable.

Now, isn't a day with a dash of all these things a pretty good affair in itself? Think of it! A little love, a little play, a little learning, a little exercise, a little beauty, a little sense of the Infinite, and a good deal of

work! That one day is a whole life. If you die to-night, you've lived.

Frank Crane.

In the Way of Business.

The tobacconist was talking with a friend, when a man came in and looked all around and asked:

"Is this a cigar store?"

"It is, sir."

"Have you 5 cent cigars?"

"I have."

"Are they bang up?"

"Just as good as the ordinary 10 cent cigars you buy at other stores."

"I'll take one."

When the customer had lighted his smoker and gone, the friend smilingly said:

"Do you get that often?"

"Every hour or so."

"And you don't kick?"

"Never. It's in the way of business, you see. He knew I sold cigars, for they are all about us, but if I hadn't assured him of the fact he would have thought I lacked politeness. He knew I kept 5 cent cigars, but wanted corroboration. He knew I lied when I said they were as good as 10 centers, but wanted to hope they were. He was in for a pipe the other day, and I couldn't sell him one until I assured him that this was no butcher shop."

**Peanut Butter in bottles, tins and pails
Salted Peanuts in 10 pound boxes, pails and barrels
Roasted Peanuts in sacks or less**

Use our goods **once** and you will use no others
Write for prices or order through your jobber

ST. LAURENT BROS., Roasters and Wholesalers
Bay City, Mich.

The Old Reliable Soap

For General Washing Purposes

Premiums for wrappers. Send for list. Order from your jobber.

Manufactured by **Atlas Soap Works, Saginaw, Mich.**

SAGINAW MILLING CO.

SAGINAW, MICHIGAN

**Samico, Uncle Sam, Upper Crust,
King K, Blue Bird Flours**

Mill Feeds, Seeds and Grains

Bread made from SAMICO won first premium in 1909 and 1910 at
Michigan State Fair, Detroit



Buy Your Coffee in a Package
It is Clean

Buy MO-KA

It is both Good and Clean

The best retailers in Michigan sell it

Saginaw Valley

The Increasing Popularity of Summer Furniture.

Written for the Tradesman.

The milliner, haberdasher, clothier, shoe dealer and dry goods merchant each has his four distinct seasons, when so-called "seasonable" goods occupy the head and front of his campaigning.

And now at length the "seasonable" idea is being introduced into the advertising of the retail furniture business. This is decidedly a modern departure; for it has only been within rather recent years that the American people have become fully awake to the substantial benefits of spending the late afternoons and evenings during the summer months upon their porches, verandas and lawns.

The English people, who are away and beyond us in the matter of landscape artistry and the art of extracting pleasure from the open air life in summer, have long known both the knack of producing and using garden furniture; but hitherto the American people seem to have looked upon their porches and verandas largely as ornamental features. Happily we are beginning now to perk up and see that they were really intended to be used by rational folks on sultry afternoons and evenings—or at any other time during the day when they are not rendered uninhabitable by the rays of the sun.

Many causes have conspired to coax our people out of doors during the hot summer months. For instance, there is our perennially active Anti-tuberculosis League, whose province it is to preach the gospel of fresh air. And then there are our enthusiastic out-of-door people, who are informing us both by precept and example, about the many pleasures and benefits to be had by getting out of hot, stuffy rooms for as many hours each day as possible, and all times of the year, but more particularly in summer.

And so we are somewhat tardily adjourning to the front porch, side porch, veranda, lawn, or wherever we may, in order to enjoy the fresh, evening air. This exodus from the interior of the home to its exterior suggests the propriety of a new kind of furniture. And so furniture for the home, that used to be almost as staple and unchanging as prepared chalk and axle grease, is now coming to be made with reference to the seasonable idea. So much so that a recent writer said—putting it rather extravagantly for the sake of emphasis—furniture has become almost as changeable as women's wearing apparel, which changes every day, men say. Thus the big city stores advertise and display distinctively summer furniture—and to the credit of our American furniture manufacturers, it must be said, they are turning out some admirable goods in the line of summer furniture.

In addition to chairs, settees and rockers, they are making porch swings, divans, "sewing chairs" (pro-

vided with a convenient pocket at one side for the reception of milady's sewing implements, and with an extension arm on the other side to serve as a diminutive sewing table), "muffin stands," magazine racks, magazine tables, lounging chairs, bassinets, hammocks, swinging chairs, smoker stands, etc., etc. Resourceful furniture designers are constantly improving the quality of this sort of furniture, seeking, as in the more pretentious and costly kinds of furniture, to combine beauty and attractiveness with comfort and utility. And judging from results which appear betimes in the windows of our aggressive retail furniture dealers of the larger towns and cities they are succeeding famously.

Summer furniture is being made up out of a great variety of materials. Reed, oak, hickory, ash, maple, willow and cane are being used; also rush fibre (which is made from paper and finished with spar varnish, giving it a hard, durable, moisture-withstanding coat). This furniture is being shown in reds, greens, white enamels, natural grain effects and in soft greens and browns and other dainty tints. Awnings for the porch, made of linden wood or split bamboo and pieced with cord and fixtures, also three-panel screens, made up of linden or bamboo, and in appropriate patterns, are becoming increasingly popular; also porch rugs and fiber carpets.

Time was when the furniture dealer's business used to sag depressingly during midsummer, but with all the trade-quickenings possibilities implicit in this distinctively summer goods, it does seem as if he ought to do a sizeable volume of business almost anywhere. And that it can be done is evident from the fact that it is being done by some of the more progressive dealers. It is largely a matter of featuring this summer stock in one's window displays and in talking about it in one's newspaper advertising.

Here, for example, is the way one dealer talks about his porch furniture: "The house as well as the body needs light, cool, comfortable equipment for the summer. Now that summer has arrived, we want you to come in at your convenience and look over our ample line of rich, artistic and comfortable summer furniture. Our chairs, rockers and settees are built with reference to the requirements of the human vertebrae. And you will be surprised and delighted at the substantial summer comfort you can buy at a very nominal outlay."

Another dealer who had gone to a great deal of trouble and expense in fitting up an entire floor of his store, and displaying thereon summer furniture exclusively, had this to say in a three-column newspaper advertisement:

"Furniture for the Porch, Lawn and Cottage. Under blossoming trees, with rich-throated birds singing amid their branches, are grouped in the furniture store the best products of the most experienced and resourceful summer furniture manufacturers in America. This season's designs are more attractive than ever. We have

selected only the correctly and durably built and finished pieces. Our extensive purchases of some specially desirable and deservedly popular styles in out-of-door furniture make it possible for us to offer you some money-saving opportunities, while in our general lines we have the fullest variety of designs at prices that will interest you."

Not satisfied with featuring furniture suitable for the porch during the summer months, many aggressive retail furniture dealers are going a step farther and telling the public how, at a very modest cost, they can rearrange their home as an equivalent for the summer trip which they are unable to take. And why shouldn't the home be somewhat modified inwardly as well as outwardly? There is a stuffiness about sombre drapings, heavy furniture and warmly colored, deep piled rugs. It would be a good

thing for the householder who is able to do so to send his heavy rugs to the cleaners in the spring, and then roll them up and put them away until fall, putting in their places some cool and restful arts and crafts rugs. By introducing a few wicker rockers, a wicker magazine rack or a wicker table you can secure the bungalow effect in your own home, and at a very nominal cost.

Not everybody, of course, can afford to do this; but a great many can; and those who do will certainly willingly testify to the satisfactoriness of their investment. Frank Fenwick.

Happiness is like the echo—no matter how loudly you call it, all you get is the repetition of your own accents.

Few people are as bad as the character of their friends would lead you to suspect.

HENNING'S HORSE RADISH AND SUMMER SAUSAGE

Quality and price right. Order through your jobber.

CHAS. W. HENNING & SONS, Mfrs.
SAGINAW, MICH.

Gustin, Cook & Buckley

Importers and Wholesale Grocers

Bay City, Michigan

We

Import the famous Viking Teas.
Roast Blue Seal (steel cut) and Viking Coffees.
Distribute Nagroco, Light House and Red Cap Pure Food Products.

Our Latest and Best

Home Medal Flour

Pure Spring Wheat Patent

Our tested family brand Purity has been the leader for 25 years.
We carry full line of Grain, Feed and Seeds.

The Chatfield Milling Co. :: Bay City, Mich.

Michigan Brand Baked Pork and Beans

Packed in full size No. 1, 2 and 3 cans

Our quality is right
We pack them right
We sell them right

See our prices under proper headings in this issue
Write us and we will see that you get the goods

BEUTEL PICKLING & CANNING CO. BAY CITY, MICH.



Make Each Man Feel Success Depends on Him.

When a meeting of all the members of the selling force of a house is arranged the enterprising member whom the salesman has won for an ally—we will call him Smith for the purpose of this illustration—thinks (if the salesman has handled him properly) that he personally has discovered a good thing for the company's purposes. He will feel some gratification in revealing his superior knowledge of the proposition to the other members of the firm, and this belief in his own business perspicuity will be strengthened by the salesman's frequent appeals to him for corroboration of different points in the selling talk. If the salesman in delivering an argument before the men assembled turns to Mr. Smith and appeals to him in this wise, "Is this not true in your experience, Mr. Smith?" he can almost invariably count upon getting an affirmative answer. He can also rely upon Smith to anticipate some of the best points in his selling talk and to make their introduction so simple and natural that the tacitly defensive attitude of Messrs. Brown and Black becomes less formidable.

For instance, if three or four striking reasons why that company should purchase his product have been launched by A and corroborated by Smith, the latter may chime in with, "And there is a question of durability, you know. You remember what we paid out last year for keeping billboards in repair—now, this specialty is practically indestructible. I have seen other specimens that have been exposed to the weather for five years, during which time not a penny has been spent on them for repairs—they are as fresh and new as they were when they were first put in commission." This gives the salesman a capital lead.

If the salesman has no unconscious ally in one member of the firm, such as Mr. Smith is described as being in the foregoing hypothesis, he must proceed with his reasons in regular order, assuming that each man who listens to him is favorably inclined. He should make the most of a chance assent on the part of any of his hearers, dilating upon it until the man who has uttered a casual, "Yes, I suppose you're right," seems to have made some downright positive and original statement favoring the deal.

But in either case, whether he has an ally in the enterprising member of the firm or not, the salesman must watch the faces before him constantly for indications of the slightest

change of attitude, either favorable or unfavorable to his chance of a sale. He must make it a point not to address one or two of the individuals present to the comparative exclusion of the other or others.

He must have the appearance of deferring equally to each member present and of giving an equally careful answer to the questions or objections of each. But in doing this he must be a good economist, not allowing questions that are senseless or wide of the mark to usurp the time which should be given to the straight selling talk.

As a case in point, Brown may chip in with some objection which is trivial, irrelevant and easily disposed of. This may suggest to Black a more reasonable objection, in answering which the salesman has an opportunity to throw a flood of light upon his proposition, explaining technicalities, *modus operandi*, etc.

He would be a bad economist if, for the sake of flattering Brown, he gave a long-winded, non-essential discourse in disposing of the question, leaving his auditors less time and patience with which to follow his answer to Black. There are two courses open to him in framing his answer to Brown.

If the enquiry or objection has been preposterous, he can often turn it off with a quip, good-naturedly, and with seeming innocence, showing it to be ridiculous. Or he can please Brown with the seriousness with which he pretends to receive it, answering the objection simply and easily, but with a manner which credits Brown with a degree of acumen in propounding it.

For example: A has made good progress with the selling talk when Brown breaks in with this objection, "Your goods may be well enough, but I don't see any use in our spending the money for them. We have only one competitor in this town, and as he never does any advertising anyway, we are not afraid of his getting ahead of us on this particular proposition. We could easily come to an agreement with him, promising not to use your specialties if he did not, and in this way both firms would save money."

A may answer (if his man will stand being rallied), "My dear sir, you are on the right track. Why don't you go a step farther and agree with your competitor that neither house shall keep its doors open for business longer than an hour each day? Each of you would fare just as badly as the other—think of the saving in lights, clerk hire, etc."

Or, adopting the other course, A

may take pains to show Brown that he can hardly expect to increase his business by such a compromise with an antiquated competitor.

At any rate, let him dispose of Brown's question briefly and proceed with his selling talk, getting back on the main track of synthetic reasoning.

A moment later, let us say, he will encounter a sensible objection from Black.

In answering this objection he addresses Mr. Brown just as frequently as Mr. Black, allowing it to be understood that Brown had as much to do with originating the objection as Black had. This saves Brown the pique that an outsider in such a discussion usually feels, flatters the intelligence of his judgment, and at the same time turns the argument into the channel by which Black's assent is most quickly obtainable.

The man who sells collectively should do the talking, and it should not be all of the simply declarative variety. He should ask questions of his auditors—questions that call for an affirmative answer.

The body of men to whom he is talking hear themselves concurring first in one proposition, then another which he advances, and this fact gives them the impression that he is voicing their own preconceived opinions, as well as laying the foundation for new opinions.

He should ask each a question in turn, being sure, however, that the question will not start a controversy. Often it is a good plan, after having made the enquiry, to pass right on to the next man and to the next and next, giving none of them a chance to do more than nod and murmur an assent.

It is most important that the selling talk shall not slump into petty discussions, but shall proceed logically, with gathering animation on both sides, to the closing point.

The running fire of questions which the salesman intersperses in his selling talk serves a double purpose.

First, it discourages the impression that he is doing all the talking. Second, it gives each auditor the idea that all the others have acquiesced with what the salesman has advanced. If a salesman has managed cleverly, these questions have brought forth no negative replies, and each man present, not having heard a negative reply, is inclined to feel that somehow they all have been answered affirmatively.

A salesman should keep his auditors busy examining his samples, and it is a capital plan to see that each man has a sample of a different sort in his hands. If he likes it and makes some pleased comment about it, such comment will excite the curiosity of the others in the little coterie, and they will want to see it and compare it with the one which they have handled. This impulse to comparison is a most favorable indication. It shows that interest and curiosity have been fairly aroused.

A salesman, while he has need of acute sensibilities in order to know

what line of argument, what tone of voice, what look and gesture of his are producing the best effect, should at the same time be practically impervious to hints. He can afford upon occasion to be set down for a thick-skinned individual.

A salesman whom I knew entered the office of a great manufactory shortly after the employes were dismissed and found the President and Secretary of the company engaged in conversation with two strangers. Evidently something momentous was under discussion. It was the only time the salesman could see the President of the company without making that town on his return trip

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

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.



Ha, Ha, Ha, Ha,

O, how easy to stop that awful

FOOT ODOR

Simply rub **Q. T.**

on the feet when dressing and odor gone or money refunded. Perfectly harmless. No poison or grease. For sale at all drug stores 50 cents.

NATIONAL CHEMICAL CO.
GREENVILLE, MICH.

and going a night's ride out of his way to do so.

He walked boldly into the private office—introduced his business without preliminaries.

"Come around to-morrow," said the President; "you see I am busy now."

The salesman said that he could not call on the morrow, but requested the attention of the President without delay. He asked only a few minutes.

While making his request he was placing some particularly gorgeous samples around the room with a highly decorative effect.

"Take those down," thundered the President.

"I am not going to intrude but a moment, and I am sure you will not consider it an intrusion when you have examined my goods and will know what they will do for you," the salesman replied suavely.

One of the strangers laughed. The President decided to take the situation good-humoredly.

"Well, I will look at those infernal things, if you want me to, for the space of three minutes," he said, "but I promise you I won't buy. I have my opinion of your cheek."

The men glanced at the samples cursorily, and the Secretary, perhaps to curry favor with the chief, indulged in a few witticisms at the expense of the samples without really reflecting on their serious merit. That was a cue for the entire party to start mildly guying the salesman.

He showed no consciousness of it. He had converted himself into a pachyderm for this occasion, but he started a brief, vigorous and logical selling talk that very quickly silenced the humor of the others.

He had secured attention by the manner of his entrance, and in a moment he had the company deeply interested and respectful. The President himself was absorbed in the study of a particularly attractive sample and growled a question or two about it.

At the end of twenty minutes he said: "Well, well, these samples are worth looking at all right. Come around to-morrow and talk business."

"Impossible," said the salesman, firmly. "I must convince you now, Mr. Blank, or I hardly think I shall be able to do so at all. I know you are busy—I apologize for having used so much of your time. Don't let me waste any more of it. Let's come to a conclusion right away."

And the President, by the very force of suggestion, signed for an experimental order on the dotted line that seemed to find its way directly under his hand at the opportune moment.

Selling to a body of men is much the same as selling to an individual.

The difficulty to be overcome is not in the multiplicity of objections offered, but in keeping each man's attention riveted to the matter in hand and making each feel that the balance of power necessary for the successful issue of the sale lies with him.

Muskegon Convention From a Local Standpoint.

Grand Rapids, June 12—About two hundred traveling men from this city who are members of the local Council, No. 131, United Commercial Travelers, accompanied by their wives and daughters, left on a special G. R. & I. train last Friday morning to attend the annual Grand Council meeting of Michigan, which this year was held at Muskegon on Friday and Saturday. Upon the arrival of the Grand Rapids delegation, they proceeded at once to the general headquarters in the Occidental Hotel, where everyone registered. All of the ladies were presented with several very pretty souvenirs by the different business firms of the city.

The delegates from the different councils in Michigan opened the business session at the Armory promptly at 10 o'clock, which continued until 12:30, at which time they adjourned an hour for luncheon, then continued the session until 6:30. The election of State officers brought honor to two of the members of Grand Rapids Council: Walter S. Lawton was elected Grand Sentinel of Michigan and John D. Martin was re-elected on the executive staff.

While the delegates were attending the business sessions, the ladies and members were entertained by the Muskegon Council. The ladies enjoyed automobile rides around the city and visited various points of interest, and the Goodrich boat, Arizona, was also called into service to give those who desired a glimpse of Lake Michigan.

Friday evening a grand ball was given at Lake Michigan Park and all enjoyed themselves until a late hour, when special cars of the Muskegon Traction Company conveyed the visitors back to the hotels.

Saturday morning was given over to the parade of the travelers from the entire State and, with over 1,000 in line, it made a very pretty showing.

The members from Grand Rapids Council were dressed in linen dusters and wore "silk" plug hats to represent old-time traveling men. With nearly 1,000 members in line, headed by the Evening Press Newsboys' band, the local Council won both the cash prizes offered in this event, which was \$25 for the best percentage of membership in line and also for the best appearance.

The remainder of the day was taken up with the championship ball games, which are a feature of the Grand Council meetings every year.

The councils which contested for the base ball honors were Bay City, Kalamazoo, Jackson and Grand Rapids. Grand Rapids defeated Bay City 6 to 2 in a hard, well-played game. Church's pitching and McCall's batting, also Walter Ryder's fielding were the features of the game. Will Berner caught a foul fly.

Jackson and Kalamazoo played a seven inning game which was won handily by Kalamazoo by the score of 7 to 5. Grand Rapids then took on the Kalamazoo's and trimmed them to the tune of 9 to 0 in five inn-

ings, at which time the game was called to allow Kalamazoo to catch a train.

By winning from Bay City and Kalamazoo the Grand Rapids team won the State championship of Michigan, also a cash prize hung up by the Muskegon Council amounting to \$25, and also a silver loving cup valued at \$125.

By winning the baseball championship along with the other prizes in the parade, Grand Rapids Council captured all of the prizes which were offered during the event.

After the ball game was over the rooters proceeded downtown, where they made lots of noise over their victory. The chief rooter was our friend, John Kolb, and he seems to be quite a poet, as he suggested the following yell for Grand Rapids:

What did we do? What did we do?
We trimmed Bay City and Kalamazoo.

Bo-o-o-o-o-o. Grand Rapids.

The Grand Rapids delegation left for home Saturday evening at 10:30 on a special train over the G. R. & I. Every one declared that he had had a very fine time and also voted that Muskegon Council were the best scouts out.

The Grand Council meeting in 1912 will be held in Bay City.

F. R. May.

The Boys Behind the Counter.

Allegan—Will Anderson, with the Stein & Griswold Co. store, has during the past year written five times on problems that come up daily in the management of a store, in the Boss Puzzle contest conducted by the Dry Goods Reporter, and received two prizes, and honorable mention in two instances. He also received a diploma, which reads: "Will Anderson is entitled to this token of appreciation for the intelligent interest shown in the discussion of problems affecting the management of a retail store. Frank McEllwain."

Battle Creek—A. G. Hapgood, who has been with the L. W. Robinson Co. for the past seven years, has taken a position with Schroder Bros. Mr. Hapgood will have charge of the drapery, knit underwear and hosiery department.

Holland—Benj. Mulder, of Grand Rapids, has taken a position in the grocery store of Albert Hidding, taking the place of Gerrit Van Zanten, who has been with that firm for the past seven years. Mr. Mulder is a man of considerable experience in that line of work. For several years he was employed as a book-keeper in the dry goods and grocery firm of Boone & Co., in Zeeland, and for the past few years he has been employed in the store of H. Leonard & Sons, in Grand Rapids.

W. C. Schoolcraft, for the last twenty years proprietor of the Stag Hotel in Adrian, familiarly known to all traveling men as "Doc," has given over his place of business to S. Torrey, of Cheboygan. Mr. Schoolcraft is now interested in the automobile business.

Concerning Suggestions By the Salesman.

Many an excellent suggestion remains unheeded, to the loss of the firm and discouragement of the employe who made it, simply because it was made orally. It was possibly none too clear in its delivery, and, made at a time when the recipient could not give it his entire mind so as to thoroughly understand it, was rejected.

Every employe should be encouraged to make his suggestions in writing and that for several reasons.

It is good practice for an employe to write out his ideas as they occur to him, as it permits him to make them clearly and to the point, and he often finds that when in writing an idea has a weak spot which might have escaped him if made orally. Many an idea dies still born in the writing.

The matter is then in shape to be leisurely considered in all its points by the manager. He does not as in an oral suggestion have to turn his mind from its chain of thought and bend his faculties to its reception and digestion. On the contrary, it can be read and every point considered carefully before being accepted or rejected. There is, moreover, no opportunity when an idea is in writing, for any misunderstandings. It is all in purple and white, from which there is no escape.

Packed away in the head of every employe worth having is many a bright idea which never gets any farther than the mind because he has not been asked for it and is afraid to offer it.

Every employer, large or small, should encourage his employes to make any suggestions which would in their opinion aid in the betterment of the business in any of its branches, and then have a box in which such ideas can be deposited. Of course, it goes without saying that there should be a financial reward for all accepted suggestions according to their value, and that reward should not be niggardly.

Nothing encourages an employe worth having around like permitting him to feel that he is helping to build up the business; that a certain improvement in the methods of the firm came from him.

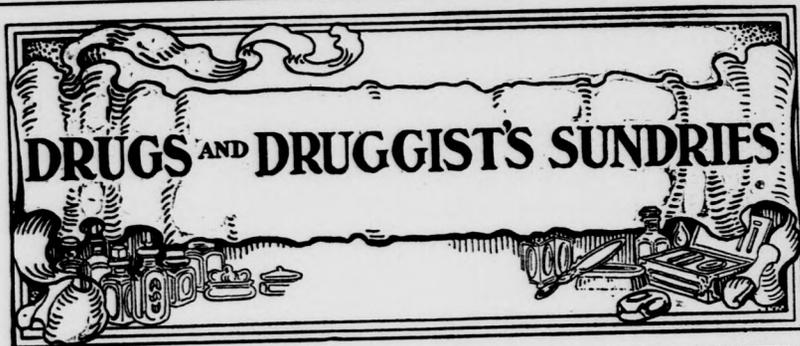
The box should be emptied weekly, the contents discussed by the firm and the awards made as promptly as possible, for an employe full of his suggestions wishes no delay in a decision of the matter. His enthusiasm should be encouraged by every means. The awards can be displayed on bulletin boards beside the suggestion box.

Spencer Macque.

How rich does a man have to be before he's rich enough to be presented to King George?

There's always some joy in the world. Michigan strawberries are on the market at last.

Some people are so industrious that when they have nothing else to do they worry.



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.

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—Robt. W. Cochrane, Kalamazoo.
 Treasurer—Henry Riechel, Grand Rapids.

Executive Committee—W. C. Kirchgessner, Grand Rapids; R. A. Abbott, Muskegon; D. D. Alton, Fremont; S. T. Collins, Hart; Geo. L. Davis, Hamilton.

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.

Grand Rapids Drug Club.
 President—Wm. C. Kirchgessner.
 Vice-President—O. A. Fancboner.
 Secretary—Wm. H. Tibbs.
 Treasurer—Rolland Clark.
 Executive Committee—Wm. Qutley, Chairman; Henry Riechel, Theron Forbes.

Concluding Sessions of Battle Creek Convention.

Battle Creek, June 7—Bringing the forenoon session to a close at 12 o'clock to-day, the twenty-ninth annual convention of the Michigan State Pharmaceutical Association elected officers as follows:

President—E. W. Austin, Midland.
 First Vice-President—E. P. Varnum, Jonesville.

Second Vice-President—C. P. Baker, Battle Creek.

Third Vice-President—J. P. Lipp, Blissfield.

Secretary—M. H. Goodale, Battle Creek.

Treasurer—J. J. Wells, Athens.

Executive Committee—E. J. Rodgers, Port Huron; L. A. Seltzer, Detroit; S. C. Bull, Hillsdale, and H. G. Spring, Unionville.

Trustees of Prescott Memorial Scholarship fund—Charles F. Mann, Detroit, for five years. The other trustees are:

A. H. Webber, Cadillac; F. W. R. Perry, Detroit; J. O. Schlotterbeck, Ann Arbor; J. W. T. Knox, Detroit.

Trade Interests Committee—C. H. Frantz, Bay City, and C. C. Jones, Battle Creek.

Receiving a unanimous vote, M. H. Goodale, of the Helmer-Goodale Drug Co., of this city, was re-elected Secretary of the Association, while as may be noted above, C. C. Jones, of this city, was named as a trade interests committeeman, and C. R. Baker, of the Baker Drug Co., as Second Vice-President.

This morning's programme opened at 9 o'clock, with the reading of a report of the Pittsburg convention of Retail

Druggists by Secretary Goodale, who, with J. J. Wells, of Athens, were Michigan delegates to the gathering. The report comprised the business in which the Michigan delegates took part during the convention which was held last October.

The report of the Committee on President's Address, which was read by Charles Mann, of Detroit, upheld the words of President Calkins in nearly every respect, several matters, however, being criticised.

Speaking upon the topic of "Any New Process for Preparing the N. F. or U. S. P. Preparations," L. A. Seltzer, of Detroit, urged that the practice of manufacturing drugs and medicines be taken up by the druggists instead of giving the big wholesale medical institutions a monopoly.

"If the physicians could be shown that our remedies are as valuable as the ones being manufactured by the big wholesale concerns," he said, "the entire business of remedy manufacturing would be turned over to the druggists, and the expense would be lessened for both doctor and patient."

Regarding the stamp tax which is threatened to be passed upon proprietary medicines, E. E. Calkins, of Ann Arbor, said: "The Michigan Association of Retail Druggists is moving to prevent the passage of such a tax law, but I believe that the surest way to control the vote of our representatives in Congress is to let them hear from home. If every Michigan druggist will write a personal letter to his representative and to both State senators, pointing out that the individual proprietor will not pay his 3 per cent. tax but will instead increase it to 5 per cent. and add it to the wholesale price and that it becomes an unjust tax upon the retail druggist, I am sure that we can secure the opposition of the Michigan congressmen."

Directly after dinner to-day the pharmacists and their wives journeyed to Lake Gogua, where a big social time was enjoyed. During the business meeting of the druggists this morning the members of the fair sex made sight-seeing trips through the Sanitarium and Postum Cereal factory.

This afternoon's programme at Gogua is as follows: Sack race (open to all); fat man's race (50 yards); gum chewing contest (ladies only); cracker eating contest (druggists only); potato race; shop-put contest; tug-of-war; ladies' running race (25 yards); needle-threading contest (for traveling men only); three-legged race (100 yards); ball throw contest. Prizes will also be awarded to the delegates coming from the long-

est distance, most popular visiting lady, most popular Battle Creek lady in attendance, most popular visiting druggist, the homeliest druggist in attendance, the jolliest druggist, the grouchiest druggist present and the largest druggist in attendance.

The Michigan State Pharmaceutical Association believes in the parcels post. At least President E. E. Calkins' annual address, voicing this sentiment, is meeting with approval in the discussions. Mr. Calkins' idea, expressed at the opening meeting of the druggists yesterday afternoon, is that the express companies get most of their business from the retailer and the retailer would be the greatest user of the parcels post, at a financial saving. The President thinks that the sentiment against the parcels post is largely incited by the express companies and retail merchants are making a great mistake to oppose it.

President Calkins paid a high tribute to the trade, saying:

"The position of the druggist in the business and professional world is a peculiar one. Doing work which demands education and skill and required by law to prepare himself for it, he is still not recognized by the public as a professional man. No druggist is ever publicly called in consultation by another because of his greater professional ability. Neither does the public willingly pay him a professional fee. He is looked upon by physicians and the public as a skilled tradesman who is in a position to overcharge the public for his services. And yet he must employ men who have had like training to assist him in his dispensing and must pay them as much per year as a physician, lawyer or dentist would be paid were he hired by the year to work in the office of another. On the other hand, we have a feeling that we are more than tradesmen, and in the majority of cases the feeling is so strong that we neglect to get the training that is required, and most of us are small tradesmen."

"In some cases propaganda movements will succeed in bettering these conditions, especially in our relations with the physicians, but it is also true that the amount of pure pharmaceutical work in many places is very small, and other stores are allowed to sell so much merchandise that ought to belong to the drug store alone that drug stores are compelled to compete with other stores on a purely commercial basis without the commercial training of their competitors, and yet are compelled to employ a high priced clerk."

Speaking on the subject of "Trade Interests," H. G. Spring, of Unionville, urged an organized opposition on the part of the druggists to the effort of Congress to impose a stamp tax on proprietary medicines for Government revenue. Mr. Spring went rather close to the point of suggesting a druggists' union.

C. A. Weaver, of Detroit, made a report on "Pharmacy and Queries," in which he recommended that every druggist make a line of his own specialties and put them in competition with remedies that yield the retailer

a meagre profit. He also scored druggists who have special sales, with cut prices.

Harry B. Mason, of Detroit, read a paper on "The Druggist and Profits," which appeared in full in the Tradesman of June 7.

A. L. Walker, of Detroit, insisted that the State had put one over on the druggists by requiring a special aerated cork in all bottles containing poison. The druggists insist it places too much responsibility on them. In case of an accident, if they can not prove they used this special cork, they might be prosecuted for criminal negligence, they fear.

Representative James Henry's bill prohibiting certain classes of immoral advertising was read in full to the druggists last evening. It was not generally discussed.

During the evening the State Pharmaceutical Travelers' Association elected officers as follows:

President—Charles H. Spencer, Battle Creek.

First Vice-President—H. T. Bump, Detroit.

Third Vice-President—George P. Lawton, Grand Rapids.

The Executive Committee, which will have charge of the convention of next year, is as follows: C. E. Jamison, Detroit; G. H. Halpin, Detroit; F. W. Kerr, Detroit; C. C. Creedon, Detroit; F. B. Kramer, Detroit; W. J. Springsted, Adrian; A. L. Walker, Three Rivers; A. H. Ludwig, Detroit.

Forget Them.

Do not dwell on your troubles. A wound which is constantly probed never heals.

Many people hang on to their old troubles; they cling to their old sorrows and misfortunes, and their failures, their past sufferings, until they become a terrible drag, a clog, a fearful handicap to their progress.

The only thing to do with a bad piece of work, with an unfortunate mistake, with a sad experience, is to let it go, wipe it out, get rid of it forever. Never allow the hideous image to come into your presence again to mar your happiness or sap your strength. Every time you rehearse these unfortunate experiences you only revive the sad memories and make them so much more real to you, and so much harder to get rid of and to forget.

The Drug Market.

Opium—Is steady.

Codeine—Has advanced 20c an ounce.

Morphine—Has advanced 15c an ounce.

Pyrogallic Acid—Is higher.

Cocoa Butter—Has advanced.

Menthol—Is higher.

Celery Seed—Has declined.

Good News.

"My dear, our landlord says he's going to raise our rent."

"Glad to hear he can do it. I can't."

His Chance.

Mrs. Henpeck—Henry, who was the best man at our wedding?

Mr. Henpeck—A bachelor, I think.

WHOLESALE DRUG PRICE CURRENT

Table listing various drugs and their prices, categorized by type (Acidum, Ammonia, Aniline, Baccae, Balsamum, Cortex, Extractum, Ferru, Flora, Folia, Gummi, Herba, Magnesia, Oleum, Potassium, Radix, Semina, Spiritus, Syrupus, Tinctures, and Miscellaneous). Includes a 'MISCELLANEOUS' section with items like Aether, Alumina, and various salts.



Our New Home

Corner Oakes and Commerce

Only 300 feet from Union Depot

We have now in stock a complete line of all the 50 cent Popular Copyright Books for the Summer and Fall trade. We would be pleased to mail you printed list.

Hazeltine & Perkins Drug Co. Grand Rapids, Mich.



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.



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.

Table with columns: ADVANCED, DECLINED. Items include Boiled Ham, Rolled Oats, Hides, Compound Lard.

Index to Markets

By Columns

Index to Markets table listing various goods and their corresponding column numbers (A through Y).

1

Table 1: Arctic Ammonia, Axle Grease, Baked Beans, Brooms, Brushes, Butter Color, Canned Goods, Cereals, etc.

2

Table 2: Oysters, Plums, Peas, Peaches, Pineapple, Pumpkin, Raspberries, Salmon, Sardines, Shrimps, Succotash, Strawberries, Tomatoes, Carbon Oils, Catsup, Cereals, etc.

3

Table 3: CHEWING GUM, Adams Pepsin, American Flag Spruce, Beaman's Pepsin, Best Pepsin, etc.

CHICORY

Table 3: CHICORY, Bulk, Red, Eagle, Franck's, etc.

CHOCOLATE

Table 3: CHOCOLATE, Walter Baker & Co's, Germain's Sweet, etc.

CIDER, SWEET

Table 3: CIDER, SWEET, Regular barrel 50 gal, etc.

CLOTHES LINES

Table 3: CLOTHES LINES, No. 40 Twisted Cotton, etc.

COCOA

Table 3: COCOA, Baker's, Cleveland, Colonial, etc.

COCOANUT

Table 3: COCOANUT, Dunham's, 1/2s, 5lb. case, etc.

COFFEES, ROASTED

Table 3: COFFEES, ROASTED, Common, Fair, Choice, etc.

Santos

Table 3: Santos, Common, Fair, Choice, etc.

Maracalbo

Table 3: Maracalbo, Fair, Choice, etc.

Mexican

Table 3: Mexican, Choice, Fancy, etc.

Guatemala

Table 3: Guatemala, Fair, Fancy, etc.

Java

Table 3: Java, Private Growth, Mandling, etc.

Mocha

Table 3: Mocha, Short Bean, Long Bean, etc.

Bogota

Table 3: Bogota, Fair, Fancy, etc.

Exchange Market, Steady

Table 3: Exchange Market, Spot Market, Strong Package

New York Basis

Table 3: New York Basis, Arbuckle, Lion, etc.

McLaughlin's XXXX

Table 3: McLaughlin's XXXX, sold to retailers only, etc.

Extract

Table 3: Extract, Holland, 1/2 gro boxes, etc.

4

Table 4: CONFECTIONS, Stick Candy, Standard, etc.

Cases

Table 4: Cases, Jumbo, 32 lb., etc.

Mixed Candy

Table 4: Mixed Candy, Grocers, Competition, etc.

Fancy—in Pails

Table 4: Fancy—in Pails, Gypsy Hearts, Coco Bon Bons, etc.

Fancy—in 5lb. Boxes

Table 4: Fancy—in 5lb. Boxes, Old Fashioned Molasses Kisses, etc.

Pop Corn

Table 4: Pop Corn, Cracker Jack, Giggles, etc.

Cough Drops

Table 4: Cough Drops, Putnam Mental, Smith Bros, etc.

NUTS—Whole

Table 4: NUTS—Whole, Almonds, Tarragona, etc.

Shelled

Table 4: Shelled, Spanish Peanuts, Pecan Halves, etc.

CRACKERS

Table 4: CRACKERS, National Biscuit Company, etc.

Oyster

Table 4: Oyster, N. B. C. Rd. boxes, Gen. boxes, etc.

5

Sweet Goods

Table 5: Sweet Goods, Animals, Apricot Gems, etc.

Animals

Table 5: Animals, Bumble Bee, Cadets, etc.

Cartwheels Assorted

Table 5: Cartwheels Assorted, Chocolate Drops, etc.

Chocolate Drops

Table 5: Chocolate Drops, Chocolate Drp Centers, etc.

Cracknels

Table 5: Cracknels, Cocanut Taffy Bar, etc.

Cocanut

Table 5: Cocanut, Cocanut Bar, Cocanut Drops, etc.

Coffee Cakes

Table 5: Coffee Cakes, Coffee Cakes, Iced, etc.

Crumplets

Table 5: Crumplets, Dinner Biscuit, etc.

Dinner Biscuit

Table 5: Dinner Biscuit, Dixie Sugar Cookies, etc.

Dixie Sugar Cookies

Table 5: Dixie Sugar Cookies, Domestic Cakes, etc.

Domestic Cakes

Table 5: Domestic Cakes, Domino Dots, etc.

Domino Dots

Table 5: Domino Dots, Eventide Fingers, etc.

Eventide Fingers

Table 5: Eventide Fingers, Family Cookies, etc.

Family Cookies

Table 5: Family Cookies, Fig Cake Assorted, etc.

Fig Cake Assorted

Table 5: Fig Cake Assorted, Fig Newtons, etc.

Fig Newtons

Table 5: Fig Newtons, Florabel Cakes, etc.

Florabel Cakes

Table 5: Florabel Cakes, Fluted Cocanut Bar, etc.

Fluted Cocanut Bar

Table 5: Fluted Cocanut Bar, Frosted Creams, etc.

Frosted Creams

Table 5: Frosted Creams, Frosted Ginger Cookie, etc.

Frosted Ginger Cookie

Table 5: Frosted Ginger Cookie, Fruit Lunch Iced, etc.

Fruit Lunch Iced

Table 5: Fruit Lunch Iced, Gala Sugar Cakes, etc.

Gala Sugar Cakes

Table 5: Gala Sugar Cakes, Ginger Gems, etc.

Ginger Gems

Table 5: Ginger Gems, Ginger Gems, Iced, etc.

Ginger Gems, Iced

Table 5: Ginger Gems, Iced, Graham Crackers, etc.

Graham Crackers

Table 5: Graham Crackers, Ginger Snaps Family, etc.

Ginger Snaps Family

Table 5: Ginger Snaps Family, Ginger Snaps N. B. C., etc.

Ginger Snaps N. B. C.

Table 5: Ginger Snaps N. B. C., Hippodrome Bar, etc.

Hippodrome Bar

Table 5: Hippodrome Bar, Honey Cake, N. B. C., etc.

Honey Cake, N. B. C.

Table 5: Honey Cake, N. B. C., Honey Fingers As. Ice, etc.

Honey Fingers As. Ice

Table 5: Honey Fingers As. Ice, Honey Jumbles, Iced, etc.

Honey Jumbles, Iced

6

Royal Toast 1.00
 Saltine Biscuit 1.00
 Saratoga Flakes 1.50
 Social Tea Biscuit 1.00
 Soda Crackers N. B. C. 1.00
 Soda Crackers Select 1.00
 S. S. Butter Crackers 1.50
 Uneeda Biscuit 50
 Uneeda Jinjer Wayfer 1.00
 Uneeda Lunch Biscuit 50
 Vanilla Wafers 1.00
 Water Thin Biscuit 1.00
 Zu Zu Ginger Snaps 50
 Zwieback 1.00
In Special Tin Packages.
 Festino 2.50
 Nabisco, 25c 2.50
 Nabisco, 10c 1.00
 Champagne wafer 2.50
Per tin in bulk
 Sorbetto 1.00
 Nabisco 1.75
 Festino 1.50
 Bent's Water Crackers 1.40

CREAM TARTAR
 Barrels or drums 33
 Boxes 34
 Square cans 36
 Fancy caddies 41

DRIED FRUITS
Apples
 Sundried
 Evaporated 12@13
 California 14@16
Citron @15
Currants @10
 Imp'd 1 lb. pkg. @9 1/2
 Imported bulk @9 1/2
Peel
 Lemon American 13
 Orange American 13

Raisins
 Connosiar Cluster 3 25
 Dessert Cluster 4 00
 Loose Muscatels 3 Cr
 Loose Muscatels 4 Cr
 L. M. Seeded 1 lb. 8 1/2 @ 9
California Prunes
 L. M. Seeded, bulk 7 1/2
 Sultanas, Bleached 12
 100-125 25lb. boxes 11 1/2
 90-100 25lb. boxes 12
 80-90 25lb. boxes 12 1/2
 70-80 25lb. boxes 13
 60-70 25lb. boxes 13 1/2
 50-60 25lb. boxes 14
 40-50 25lb. boxes 14 1/2
 1/4c less in 50lb. cases

FARINACEOUS GOODS
Beans
 Dried Lima 8
 Med. Hand Picked 2 25
 Brown Holland 2 85
Farina
 25 1 lb. packages 1.50
 Bulk, per 100 lbs. 4 00
Original Holland Rusk
 Packed 12 rolls to container
 3 containers (36 rolls) 2 85
 5 containers (60 rolls) 4 75
Hominy
 Pearl, 100 lb. sack 1 75
 Maccaroni and Vermicelli
 Domestic, 10 lb. box 60
 Imported, 25 lb. box 2 50
Pearl Barley
 Chester 3 75
 Empire 4 75

Peas
 Green, Wisconsin, bu. 2 90
 Split, lb. 04
Sage
 East India 5
 German, sacks 5
 German, broken pkg.
Tapoca
 Flake, 100 lb. sacks 6
 Pearl, 30 lb. sacks 2 25
 Minute, 36 pkgs. 2 75

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

FLAVORING EXTRACTS
Foote & Jenks
 Coleman Vanilla
 No. 2 size 14 00
 No. 4 size 24 00
 No. 3 size 36 00
 No. 8 size 48 00
 Coleman Terp. Lemon
 No. 2 size 9 60
 No. 4 size 18 00
 No. 3 size 21 00
 No. 8 size 36 00

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Jaxon Mexican Vanilla
 1 oz. oval 15 00
 2 oz. oval 28 20
 4 oz. flat 55 20
 8 oz. flat 108 00
 Jaxon Terp. Lemon
 1 oz. oval 10 20
 2 oz. oval 16 80
 4 oz. flat 33 00
 8 oz. flat 63 00
Jennings (D. C. Brand)
 Terpeneless Extract Lemon
 No. 2 Panel, per doz. 75
 No. 4 Panel, per doz. 1 50
 No. 6 Panel, per doz. 2 00
 No. 3 Taper, per doz. 1 50
 2 oz. Full Measure doz. 1 25
 4 oz. Full Measure doz. 2 40
Jennings (D. C. Brand)
Extract Vanilla
 No. 2 Panel, per doz. 1 25
 No. 4 Panel, per doz. 2 00
 No. 6 Panel, per doz. 3 50
 No. 3 Taper, per doz. 2 00
 1 oz. Full Measure doz. 90
 2 oz. Full Measure doz. 2 00
 4 oz. Full Measure doz. 4 00
 No. 2 Panel assorted 1 00
Crescer* Mfg. Co.
 Mapleine
 2 oz. per doz. 3 00
 Michigan Maple Syrup Co.
 Kalkaska Brand
 Maple, 2 oz., per doz. 2 25

GELATINE
 Cox's, 1 doz. large 1 75
 Cox's, 1 doz. small 1 00
 Knox's Sparkling, doz. 1 25
 Knox's Sparkling, gr. 14 00
 Nelson's 1 50
 Knox's Acidu'd. doz. 1 25
 Oxford 75
 Plymouth Rock Phos. 1 25
 Plymouth Rock, Plain 90
GRAIN BAGS
 Amoskeag, 100 in bale 19
 Amoskeag, less than bl 19 1/2

GRAIN AND FLOUR
Wheat
 Red 85
 White 84
Winter Wheat Flour
Local Brands
 Patents 5 00
 Second Patents 4 80
 Straight 4 40
 Second Straight 4 00
 Clear 3 70
 Flour in barrels, 25c per barrel additional.

Lemon & Wheeler Co.
 Big Wonder 1/8 cloth 4 30
 Big Wonder 1/4 cloth 4 30
Worden Grocer Co.'s Brand
 Quaker, paper 4 40
 Quaker, cloth 4 50
Wykes & Co.
 Eclipse 4 40
Lemon & Wheeler Co.
 White Star, 1/8 cloth 5 40
 White Star, 1/4 cloth 5 30
 White Star, 1/2 cloth 5 20
Worden Grocer Co.
 American Eagle, 1/2 cl 5 40
Grand Rapids Grain & Milling Co. Brands
 Purity, Patent 4 80
 Seal of Minnesota 5 50
 Wizard Flour 4 40
 Wizard Graham 4 40
 Wizard Gran. Meal 3 40
 Wizard Buckwheat 6 00
 Rye 4 40

Spring Wheat Flour
Roy Baker's Brand
 Golden Horn, family 5 25
 Golden Horn, bakers 5 15
 Wisconsin Rye
Judson Grocer Co.'s Brand
 Ceresota, 1/4s 5 90
 Ceresota, 3/8s 6 00
 Ceresota, 1/2s 5 80
Lemon & Wheeler's Brand
 Wingold, 1/8s 5 80
 Wingold, 1/4s 5 70
 Wingold, 1/2s 5 60
Worden Grocer Co.'s Brand
 Laurel, 1/8 cloth 5 75
 Laurel, 1/4 cloth 5 65
 Laurel, 1/2 & 1/8 paper 5 55
 Laurel, 1/2 cloth 5 55
Voigt Milling Co.'s Brand
 Voigt's Crescent 4 90
 Voigt's Flourloigt 4 90
 Voigt's Hygienic
 Graham 5 00
 Voigt's Royal 5 30

Wykes & Co.
 Sleepy Eye, 1/8 cloth 5 55
 Sleepy Eye, 1/4 cloth 5 45
 Sleepy Eye, 1/2 cloth 5 35
 Sleepy Eye, 1/8 paper 5 35
 Sleepy Eye, 1/4 paper 5 35

Watson-Higgins Milling Co.
 Perfection Flour 4 50
 Tip Top Flour 4 10
 Golden Sheaf Flour 3 80
 Marshall's Best Flour 5 50
 Perfection Buckwheat 3 00
 Tip Top Buckwheat 2 80
 Radger Dairy Feed 24 00
 Alfalfa Horse Feed 26 00
 Kafir Corn 1 35
 Hoyle Scratch Feed 1 45

Meat
 Bolted 3 20
 Golden Granulated 3 40
 St. Car Feed screened 24 00
 No. 1 Corn and Oats 24 00
 Corn, cracked 23 00
 Corn Meal, coarse 23 00
 Winter Wheat Bran 27 00
 Buffalo Gluten Feed 30 00
Dairy Feeds
 Wykes & Co.
 O P Linseed Meal 36 00
 O P Laxo-Cake-Meal 33 50
 Cottonseed Meal 29 00
 Gluten Feed 26 00
 Brewers' Grains 25 00
 Hammond Dairy Feed 23 50
 Alfalfa Meal 26 00

Oats
 Michigan carlots 38
 Less than carlots 40
Corn
 Carlots 57
 Less than carlots 59
Hay
 Carlots 21 00
 Less than carlots 23 00
HERBS
 Sage 15
 Cloves 15
 Laurel Leaves 15
 Senna Leaves 25
HIDES AND PELTS
Hides
 Green, No. 1 9
 Green, No. 2 8
 Cured, No. 1 10 1/2
 Cured, No. 2 9 1/2
 Calfskin, green, No. 1 13
 Calfskin, green, No. 2 11 1/2
 Calfskin, cured No. 1 14
 Calfskin, cured No. 2 12 1/2
Pelts
 Old Wool @ 30
 Lambs 15 @ 25
 Shearlings 10 @ 20
Tallow
 No. 1 @ 5
 No. 2 @ 4
Wool
 Unwashed, med. @ 18
 Unwashed, fine @ 13
HORSE RADISH
 Per doz. 90
JELLY
 5lb. pails, per doz. 2 25
 15lb. pails, per pail 50
 50lb. pails, per pail 90
MAPLEINE
 2 oz. bottles, per doz. 3 00
MINCE MEAT
 Per case 2 85
MOLASSES
New Orleans
 Fancy Open Kettle 42
 Choice 35
 Good 22
 Fair 20
 Half barrels 2c extra
MUSTARD
 1/4 lb. 6 lb. box 18
OLIVES
 Bulk, 1 gal. kegs 1 10 @ 1 20
 Bulk, 2 gal. kegs 95 @ 1 10
 Bulk, 5 gal. kegs 90 @ 1 05
 Stuffed, 5 oz. 1 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
PICKLES
 Beutel's Bottled Pickles
 8 oz., per doz. 90
 10 oz., per doz. 95
 16 oz., per doz. 1 45
 24 oz., per doz. 1 90
 32 oz., per doz. 2 35
Medium
 Barrels, 1,200 count 7 75
 Half bbls., 600 count 4 50
 5 gallon kegs 2 25
Small
 Barrels 9 00
 Half barrels 5 25
 5 gallon kegs 1 90
Gherkins
 Barrels 11 00
 Half barrels 5 00
 5 gallon kegs 2 75
Sweet Small
 Barrels 13 50
 Half barrels 7 50
 5 gallon kegs 3 00
PIPES
 Clay, No. 216, per box 1 75
 Clay, T. D., full count 60
 Cob 90
PLAYING CARDS
 No. 90 Steamboat 85
 No. 15, Rival, assorted 1 75
 No. 20, Rover, enam'd 2 00
 No. 572, Special 1 75
 No. 98 Golf, satin fin. 2 00
 No. 908 Bicycle 2 00
 No. 622 Tourn't whist 2 25

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POTASH
 Babbitt's 4 00
PROVISIONS
Barreled Pork
 Clear Back 16 50
 Short Cut 15 75
 Short Cut Clear 15 75
 Bean 14 00
 Brisket, Clear 23 00
 Pig 23 00
 Clear Family 26 00
Dry Salt Meats
 S P Bellies 14
Lard
 Pure in tierces 9 @ 9 1/2
 Compound lard 8 @ 8 1/2
 80 lb. tubs advance 7/8
 60 lb. tubs advance 7/8
 50 lb. tins advance 3/4
 20 lb. pails advance 3/4
 10 lb. pails advance 7/8
 8 lb. pails advance 1

Smoked Meats
 Hams, 12 lb. aver. 14 @ 14 1/2
 Hams, 14 lb. av. 14 1/2 @ 15
 Hams, 16 lb. aver. 13 @ 13 1/2
 Hams, 18 lb. aver. 12 1/2 @ 13
 Skinned Hams 14 1/2 @ 15
 Ham, dried beef sets 17
 California Hams 9 @ 9 1/2
 Picnic Boiled Hams 15
 Boiled Hams 22 @ 23
 Berlin Ham, pressed 11 1/2
 Minced Ham 12
 Bacon 14 1/2 @ 15
Sausages
 Bologna 7 1/2
 Liver 7 1/2 @ 8
 Frankfort 8 1/2 @ 9
 Pork 11
 Veal 11
 Tongue 11
 Headcheese 9

Beef
 Boneless 14 00
 Rump, new 14 00
Pig's Feet
 1/2 bbls. 1 00
 1/4 bbls., 40 lbs. 1 90
 1/4 bbls. 4 00
 1 bbl. 8 00
Tripe
 Kits, 15 lbs. 90
 1/4 bbls., 40 lbs. 1 60
 1/2 bbls., 80 lbs. 3 00
Casings
 Hogs, per lb. 35
 Beef, rounds, set 17
 Beef, middles, set 65
 Sheep, per bundle 80
Uncolored Butterine
 Solid dairy 10 @ 12
 Country Rolls 11 @ 18
Canned Meats
 Corned beef, 2 lb. 3 60
 Corned beef, 1 lb. 1 95
 Roast beef, 2 lb. 3 60
 Roast beef, 1 lb. 1 95
 Potted Ham, 1/2s 90
 Potted Ham, 1/4s 90
 Deviled Ham, 1/2s 50
 Deviled Ham, 1/4s 90
 Potted tongue, 1/2s 50
 Potted tongue, 1/4s 90

RICE
 Fancy 6 @ 6 1/2
 Japan Style 4 1/2 @ 5 1/2
 Broken 2 1/2 @ 3 1/4
SALAD DRESSING
 Columbia, 1/2 pint 2 25
 Columbia, 1 pint 4 00
 Durkee's, large, 1 doz. 4 50
 Durkee's, small, 2 doz. 5 25
 Snider's, large, 1 doz. 2 35
 Snider's, small, 2 doz. 1 35
SALERATUS
 Packed 60 lbs. in box.
 Arm and Hammer 3 00
 Deland's 3 00
 Dwight's Cow 3 00
 L. P. 3 00
 Standard 1 80
 Wyandotte, 100 3/4s 3 00
SAL SODA
 Granulated, bbls. 80
 Granulated, 100 lbs. cs. 90
 Granulated, 36 pkgs. 1 20
SALT
 Common Grades 2 40
 100 3 lb. sacks 2 25
 60 5 lb. sacks 2 25
 28 10 1/2 lb. sacks 2 10
 56 lb. sacks 32
 28 lb. sacks 17
Warsaw
 56 lb. dairy in drill bags 40
 28 lb. dairy in drill bags 20
Solar Rock
 56 lb. sacks 24
Common
 Granulated, fine 95
 Medium, fine 1 00
SALT FISH
Cod
 Large whole @ 7 1/2
 Small, whole @ 7
 Strips or bricks 7 1/2 @ 10 1/2
 Pollock @ 5
Halibut
 Strips 15
 Chunks 16
Holland Herring
 Y. M. wh. hoop, bbls. 11 00
 Y. M. wh. hoop, 1/2 bbl. 6 00
 Y. M. wh. hoops, kegs 75
 Y. M. wh. hoop Milchers
 kegs 85
 Queen, bbls. 10 50
 Queen, 1/2 bbls. 5 75
 Queen, kegs 65

Trout
 No. 1, 100 lbs. 7 50
 No. 1, 40 lbs. 3 25
 No. 1, 10 lbs. 90
 No. 1, 8 lbs. 75
Mackerel
 Mess, 100 lbs. 16 50
 Mess, 40 lbs. 7 00
 Mess, 10 lbs. 1 85
 Mess, 8 lbs. 1 50
 No. 1, 100 lbs. 15 50
 No. 1, 40 lbs. 6 60
 No. 1, 10 lbs. 1 70
 No. 1, 8 lbs. 1 40
Whitefish
 100 lbs. 9 75
 50 lbs. 5 25
 10 lbs. 1 12
 8 lbs. 92
 100 lbs. 4 65
 40 lbs. 2 10
 10 lbs. 75
 8 lbs. 65

SEEDS
 Anise 10
 Canary, Smyrna 4 1/2
 Caraway 10
 Cardamom, Malabar 1 00
 Celery 15
 Hemp, Russian 4 1/2
 Mixed Bird 4
 Mustard, white 10
 Poppy 9
 Rape 6
SHOE BLACKING
 Handy Box, large 3 dz 2 50
 Handy Box, small 1 25
 Bixby's Royal Polish 85
 Miller's Crown Polish 85
SNUFF
 Scotch, in bladders 37
 Maccaboy, in jars 35
 French Rappie in jars 43
SOAP
 J. S. Kirk & Co. 4 00
 American Family 4 00
 Dusky Diamond 50 8 oz 2 80
 Dusky D'nd 100 6 oz 3 80
 Jap Rose, 50 bars 3 60
 Savon Imperial 3 00
 White Russian 3 60
 Lome, oval bars 3 00
 Satinet, oval 2 70
 Snowberry, 100 cakes 4 00
 Proctor & Gamble Co.
 Lenox 3 25
 Ivory, 6 oz. 4 00
 Ivory, 10 oz. 6 75
 Star 3 85
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 25
 Big Master, 72 blocks 2 85
 German Mottled 3 50
 German Mottled, 3 oxs 3 45
 German Mottled, 10 bx 3 40
 German Mottled, 25 bx 3 35
 Marseilles, 100 cakes 6 00
 Marseilles, 100 cks 5c 4 00
 Marseilles, 100 ck toil 4 00
 Marseilles, 1/2 bx toilet 2 10
A. B. Wrisley
 Good Cheer 4 00
 Old Country 3 40
Soap Powders
 Snow Boy, 24s family
 size 3 75
 Snow Boy, 60 5c 2 40
 Snow Boy, 30 10c 2 40
 Gold Dust, 24 large 4 50
 Gold Dust, 100-5c 4 00
 Kirkoline, 24 4lb. 3 80
 Pearlina 3 75
 Soapine 4 10
 Babbitt's 1776 3 75
 Robbinet 3 50
 Armour's 3 70
 Wisdom 3 80
Soap Compounds
 Johnson's Fine 5 10
 Johnson's XXX 4 25
 Nine O'clock 3 30
 Rub-No-More 3 85

Scouring
 Enoch Morgan's Sons
 Sapollo, gross lots 9 00
 Sapollo, half gro. lots 4 50
 Sapollo, single boxes 2 25
 Sapollo, hand 2 25
 Scourine Manufacturing Co.
 Scourine, 50 cakes 1 80
 Scourine, 100 cakes 3 50
SODA
 Boxes 5 1/2
 Kegs, English 4 1/4
SPICES
Whole Spices
 Allspice, Jamaica 13
 Allspice, large Garden 11
 Cloves, Zanzibar 20
 Cassia, Canton 14
 Cassia, 5c pkg. doz. 25
 Ginger, African 9 1/2
 Ginger, Cochín 14 1/2
 Mace, Penang 70
 Mixed, No. 1 16 1/2
 Mixed, No. 2 10
 Mixed, 5c pkgs. doz. 45
 Nutmegs, 75-80 30
 Nutmegs, 105-110 20
 Pepper, Black 14
 Pepper, White 25
 Pepper, Cayenne 22
 Paprika, Hungarian
 Pure Ground in Bulk
 Allspice, Jamaica 12
 Cloves, Zanzibar 23
 Cassia, Canton 12
 Ginger, African 12
 Mace, Penang 75
 Nutmegs, 75-80 35

Pepper, Black 11 1/2
Pepper, White 18
Pepper, Cayenne 16
Paprika, Hungarian 45
STARCH
Corn
 Kingsford, 40 lbs. 7 1/4
 Muzzy, 20 1lb. pkgs. 5 1/2
 Muzzy, 40 1lb. pkgs. 5
Kingsford
 Silver Gloss, 49 lbs. 7 1/2
 Silver Gloss, 16 3lbs. 6 1/2
 Silver Gloss, 12 6lbs. 8 1/2
Muzzy
 48 1lb. packages 5
 16 5lb. packages 4 1/2
 12 6lb. packages 6
 50lb. boxes 2 1/2
SYRUPS
Corn
 Barrels 27
 Half barrels 23
 20lb. cans 1/2 dz. in cs. 1 55
 10lb. cans, 1/2 dz. in cs. 1 50
 5lb. cans 2 doz. in cs. 1 60
 2 1/2 lb. cans 2 dz. in cs. 1 65
Pure Cane
 Fair 16
 Good 20
 Choice 25
Michigan Maple Syrup Co.
Brand
 Kalkaska, per doz. 3 25
TABLE SAUCES
 Halford, large 3 75
 Halford, small 2 25
TEA
Japan
 Sundried, medium 24 @ 26
 Sundried, fancy 30 @ 33
 Sundried, fine 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 @ 3
 Nibs 26 @ 30
 Siftings 10 @ 12
 Fannings 14 @ 15
Gunpowder
 Moyune, medium 28
 Moyune, choice 32
 Moyune, fancy 40 @ 45
 Pingsuey, medium 25 @ 28
 Pingsuey, choice 30
 Pingsuey, fancy 40 @ 45
Young Hyson
 Choice 30
 Fancy 40 @ 50
Oolong
 Formosa, fancy 45 @ 60
 Amoy, medium 25
 Amoy, choice 32
English Breakfast
 Medium 25
 Choice 30
 Fancy 40 @ 45
India
 Ceylon, choice 30 @ 35
 Fancy 45 @ 5

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Trout
 No. 1, 100 lbs. 7 50
 No. 1, 40 lbs. 3 25
 No. 1, 10 lbs. 90
 No. 1, 8 lbs. 75
Mackerel
 Mess, 100 lbs. 16 50
 Mess, 40 lbs. 7 00
 Mess, 10 lbs. 1 85
 Mess, 8 lbs. 1 50
 No. 1, 100 lbs. 15 50
 No. 1, 40 lbs. 6 60
 No. 1, 10 lbs. 1 70
 No. 1, 8 lbs. 1 40
Whitefish
 100 lbs. 9 75
 50 lbs. 5 25
 10 lbs. 1 12
 8 lbs. 92
 100 lbs. 4 65
 40 lbs. 2 10
 10 lbs. 75
 8 lbs. 65

SEEDS
 Anise 10
 Canary, Smyrna 4 1/2
 Caraway 10
 Cardamom, Malabar 1 00
 Celery 15
 Hemp, Russian 4 1/2
 Mixed Bird 4
 Mustard, white 10
 Poppy 9
 Rape 6
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 Handy Box, small 1 25
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 Miller's Crown Polish 85
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 Scotch, in bladders 37
 Maccaboy, in jars 35
 French Rappie in jars 43
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 American Family 4 00
 Dusky Diamond 50 8 oz 2 80
 Dusky D'nd 100 6 oz 3 80
 Jap Rose, 50 bars 3 60
 Savon Imperial 3 00
 White Russian 3 60
 Lome, oval bars 3 00
 Satinet, oval 2 70
 Snowberry, 100 cakes 4 00
 Proctor & Gamble Co.
 Lenox 3 25
 Ivory, 6 oz. 4 00
 Ivory, 10 oz. 6 75
 Star 3 85
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 25
 Big Master, 72 blocks 2 85
 German Mottled 3 50
 German Mottled, 3 oxs 3 45
 German Mottled

Special Price Current

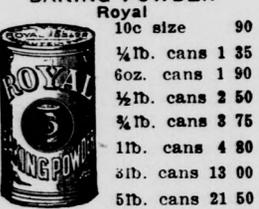
12	13	14
Square Deal 25	Washboards	Cotton Braided
Star 34	Bronze Globe 2 50	50ft. 1 35
Standard Navy 34	Lewey 1 75	40ft. 95
Ten Penny 28	Double Acme 3 75	60ft. 1 65
Town Talk 14 oz. 30	Single Acme 3 15	Galvanized Wire
Yankee Girl 32	Double Peerless 3 75	No. 20, each 100ft. long 1 90
Smoking	Single Peerless 3 25	No. 19, each 100ft. long 2 10
Sweet Core 34	Northern Queen 3 25	COFFEE
Flat Car 32	Double Duplex 3 00	Roasted
Warpath 26	Good Luck 2 75	Dwinell-Wright Co.'s B'ds
Bamboo, 16 oz. 25	Universal 3 00	
1 X L, 5lb. 27	Window Cleaners	
1 X L, 16 oz. palls 31	12 in. 1 65	
Honey Dew 40	14 in. 1 85	
Gold Block 40	16 in. 2 30	
Flagman 40	Wood Bowls	
Chips 33	13 in. Butter 1 60	
Kiln Dried 21	15 in. Butter 2 25	
Duke's Mixture 40	17 in. Butter 4 15	
Duke's Cameo 43	19 in. Butter 6 10	
Myrtle Navy 44	Assorted, 13-15-17 3 00	
Yum Yum, 5c per gro 5 85	Assorted, 15-17-19 4 25	
Yum Yum 10c per gro 11 50	WRAPPING PAPER	
Yum, Yum, 1lb. palls 39	Common Straw 2	
Cream 26	Fibre Manila, white 3	
Corn Cake, 2 1/2 oz. 21	Fibre, Manila, colored 4	
Corn Cake, 1lb. 39	No. 1 Manila 4	
Plow Boy, 1 1/2 oz. 39	Cream Manila 3	
Plow Boy, 3 1/2 oz. 35	Butchers' Manila 2 3/4	
Peerless, 1 1/2 oz. 39	Wax Butter, short c't 13	
Peerless, 1 1/2 oz. 39	Wax Butter, full count 20	
Air Brake 36	Wax Butter, rolls 19	
Cant Hook 30	YEAST CAKE	
Country Club 32-34	Magic, 3 doz. 1 15	
Forex-XXX 30	Sunlight, 3 doz. 1 00	
Good Indian 26	Sunlight, 1 1/2 doz. 50	
Self Binder, 16oz. 8oz. 20-23	Yeast Foam, 3 doz. 1 15	
Silver Foam 24	Yeast Cream, 3 doz. 1 00	
Sweet Marie 32	Yeast Foam, 1 1/2 doz. 58	
Royal Smoke 42	AXLE GREASE	
TWINE		
Cotton, 3 ply 25		
Cotton, 4 ply 15		
Jute, 2 ply 24		
Hemp, 6 ply 13		
Flax, medium 24		
Wool, 1 lb. bales 8		
VINEGAR		
Highland apple cider 22		
Oakland apple cider 17		
Robertson's Compound 13 1/2		
State Seal sugar 13		
40 grain pure white 10		
Barrels free.		
WICKING		
No. 0 per gross 30		
No. 1 per gross 40		
No. 2 per gross 50		
No. 3 per gross 75		
WOODENWARE		
Baskets		
Bushels 1 00		
Bushels, wide band 1 15		
Market 40		
Splint, large 3 50		
Splint, medium 3 00		
Splint, small 2 75		
Willow, Clothes, large 8 25		
Willow, Clothes, small 6 25		
Willow, Clothes, me'm 7 25		
Butter Plates		
Wire End or Ovals.		
1/4 lb., 250 in crate 30		
1/2 lb., 250 in crate 30		
1 lb., 250 in crate 30		
2 lb., 250 in crate 35		
3 lb., 250 in crate 40		
5 lb., 250 in crate 50		
Churns		
Barrel, 5 gal., each 2 40		
Barrel, 10 gal., each 2 55		
Clothes Pins		
Round Head.		
4 inch, 5 gross 45		
4 1/2 inch, 5 gross 50		
Cartons, 20 2 1/2 doz. bxs. 55		
Egg Crates and Fillers		
Humpty Dumpty, 12 dz. 20		
No. 1 complete 40		
No. 2 complete 28		
Case No. 2 fillers, 15 sets 1 85		
Case, medium, 12 sets 1 15		
Faucets		
Cork lined, 8 in. 70		
Cork lined, 9 in. 80		
Cork lined, 10 in. 90		
Mop Sticks		
Trojan spring 90		
Eclipse patent spring 85		
No. 1 common 80		
No. 2 pat. brush holder 85		
Ideal No. 7 85		
12lb. cotton mop heads 1 45		
Pails		
2-hoop Standard 2 00		
3-hoop Standard 2 35		
2-wire Cable 2 10		
Cedar all red brass 1 25		
3-wire Cable 2 30		
Paper Eureka 2 25		
Fibre 2 70		
Toothpicks		
Birch, 100 packages 2 00		
Ideal 85		
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		
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		



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.



Mica, tin boxes .75 9 00
 Paragon 55 6 00



BAKING POWDER
 Royal
 10c size 90
 1/4 lb. cans 1 35
 6oz. cans 1 90
 1/2 lb. cans 2 50
 3/4 lb. cans 3 75
 1lb. cans 4 80
 5lb. cans 21 50



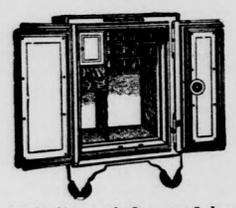
Small size, doz. 40
 Large size, doz. 75



CIGARS
 Johnson Cigar Co.'s Brand

S. C. W., 1,000 lots 31
 El Portana 33
 Evening Press 32
 Exemplar 32
 Worden Grocer Co. Brand
 Ben Hur

Perfection 35
 Perfection Extras 35
 Londres 35
 Londres Grand 35
 Standard 35
 Puritanos 35
 Panatellas, Finas 35
 Panatellas, Bock 35
 Jockey Club 35



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.



COCOANUT
 Baker's Brazil Shredded

10 5c pkgs., per case 2 60
 36 10c pkgs., per case 2 60
 16 10c and 38 5c pkgs., per case 2 60



SOAP
 Reaver 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
 Atlas soap 3 25

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

Tradesman Co.'s Brand

Black Hawk, one box 2 50
 Black Hawk, five bxs 2 40
 Black Hawk, ten bxs 2 25

Lowest

Our catalogue is "the world's lowest market" because we are the largest buyers of general merchandise in America.

And because our comparatively inexpensive method of selling, through a catalogue, reduces costs.

We sell to merchants only.

Ask for current catalogue.

Butler Brothers

New York

Chicago St. Louis

Minneapolis



Tanglefoot

The Original Fly Paper

For 25 years the Standard in Quality

All Others Are Imitations

Mica Axle Grease

Reduces friction to a minimum. It saves wear and tear of wagon and harness. It increases 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.

Roofing Troubles Ended

Reynolds Flexible Asphalt Slate Shingles end roofing troubles. They are practically indestructible. Frost, air, wind, water and sun have no appreciable effect on them. We know this fact thoroughly by long years of testing, and are willing to back

Reynolds Flexible Asphalt Slate Shingles

with a ten year guarantee. Actually this perfect roofing material lasts much longer than ten years and with neither painting nor repairs.

Reynolds Flexible Asphalt Slate Shingles resemble slate in appearance and add much to the looks of a building. They lay as easily as wooden shingles—do not color rain water and are fire resisting. With the use of Reynolds Flexible Asphalt Slate Shingles the most durable part of the building will be the roof.

Send for trade prices and agency proposition.

H. M. Reynolds Roofing Co.

Established 1868

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—The drug store formerly conducted by C. D. Cooley, at Kalamo, Michigan. No other drug store in village. Splendid opening for druggist with small capital. L. Z. Slosson, Administrator. 472

I buy and sell stores and assist young men to acquire partnerships in going businesses. This specialty is operated in conjunction with my duties as traveling salesman. Correspondence solicited. Robt. G. Palmer, 396 Third St., Brooklyn, N. Y. 468

\$6,000 cash will buy long established dry goods business small Ohio town. Average sales \$17,000; rent \$360 annum. Robt. G. Palmer, 396 Third St., Brooklyn, N. Y. 469

Have \$5,000 as part payment to buy men's furnishing or dry goods business in town 5,000 or over; Middle western state preferred. Robt. G. Palmer, 396 Third St., Brooklyn, N. Y. 470

Cracker jack clothing store, 35 miles from Cleveland. Rent \$300 annum. Long lease; sales \$20,000; good reason for selling; about \$7,500 required. Robt. G. Palmer, 396 Third St., Brooklyn N. Y. 471

For Sale—Soda fountain, confectionery, groceries, tobaccos, etc., Michigan fruit belt town with good summer resort trade. Price \$1,800; present owner netted \$1,200 last year. Address No. 467, care Tradesman. 467

For Sale—A restaurant and rooming house; all furnished; a fine location, good business the year round; lot 66x132; good barn and chicken houses. Address 546 Williams St., South Haven, Mich. 466

For Sale—Delivery July 10, complete set fine Cuban mahogany and oak department store fixtures; plate glass show cases, plate glass clothing cases, pneumatic tube cash system, etc. For full particulars address P. O. Box 686, Marion, Indiana. 465

LISTEN, MR. MERCHANT

We are ready, right now, to conduct a business building, profit producing advertising campaign, that will increase your cash sales from three to six times, dispose of old goods, and leave your business in a stronger, healthier condition than before.

Comstock-Grisler Advertising & Sales Co.
907 Ohio Building Toledo, Ohio

For Sale—Several good stocks hardware; \$11,000 Montana; \$6,000 Minn.; \$12,000 Colorado; one in North Dakota. If interested write me. No trade. O. K. Peterson, Appleton, Minnesota. 464

For Sale or Exchange—Bakery and restaurant. Will sell for cash or exchange for stock of merchandise. Located in Southern Michigan. Address No. 462, care Tradesman. 462

Hardware store doing good business, invoices \$3,000. Will sell for cash or exchange for small farm. Located in Southern Michigan. Address No. 463, care Tradesman. 463

Andrews—County seat Andrews county, growing rapidly, new railroad soon; good opening for all kinds new business. Write for information how to secure free lot within four blocks court house. Advertising proposition; no fake. Many Northern parties have invested here. Address Andrews Townsite Co., Andrews, Texas. 461

For Sale—A first-class drug, book and grocery store, in the best city of its size in Wisconsin. Address Box 446, Richland Center, Wis. 460

For Sale—A fine stock of hardware with or without building, store large and handy. Sales \$20,000. Stock about \$6,000. Live town of 900, fine country in Eastern Wisconsin. Reason for selling, am deeply interested in manufacturing plant. Address No. 474, care Tradesman. 474

For Sale—Drug store, clean, up-to-date, modern in all respects. Enjoys good business. Expenses very light. Population 3,000. Address G. W. F. Hesse, Midland, Mich. 458

For Sale—A stock of merchandise about \$4,500, paying a fine yearly income. For particulars address James A. Doane, Augusta, Ill. 457

A Farm To Exchange For Merchandise—I have 237-acre stock farm located a short distance from Plainwell and want to get a stock of merchandise. Land valued at \$80 per acre, will take a stock up to \$12,000 and pay 100c on the dollar. I mean business, what have you got? Address No. 456, care Tradesman. 456

For Sale—Good stock and dairy farm of 112 acres in Manistee county, Michigan. Only one-half mile from Copemish, a town with three railroads. Established milk route. Would exchange for desirable Grand Rapids property. Address Ella M. Rogers, Copemish, Mich. 455

For Sale—Finest, best located grocery stock and fixtures, city 5,000, Central Michigan county seat, if taken at once. Other business cause for selling. Act quick. No agents need apply. Address 453, care Tradesman. 453

For Sale—Control of prosperous state bank, well located in Northern Michigan carrying the cashiership. Address No. 451, care Tradesman. 451

For Sale—Drugs and fixtures and soda fountain, in storage. Will sell cheap for cash. W. C. P., care Tradesman. 163

For Sale—Clean shoe stock in a neat live manufacturing town in Michigan. Population 10,000. Stock invoices about \$4,500, can be reduced. Elegant location, rent reasonable. Must be seen to be appreciated. Good reasons for selling. My residence for sale. No agents. Address No. 450, care Tradesman. 450

For Sale—A stock of up-to-date dry goods, located in Shelby, Oceana county. All new goods, bought since store started in October 1, 1910. Address Geo. H. Nelson, Trustee, Whitehall, Mich. 449

For Sale—Up-to-date grocery business, good county seat town 5,000 population. Cash deal, \$4,000 to \$4,500 stock and fixtures. Best location in the city and largest summer resort in Northern Michigan. If sold must be sold before July 1st. Too busy after that to take inventory. Address E. L. Rose, Petoskey, Mich. 448

For Sale—At a bargain, a fifteen room brick hotel in a good town, or will exchange for farm. Address Box 86, Grant, Mich. 448

For Sale—Timber, coal and iron lands in the timber and coal belt of Tennessee and Kentucky. Tracts any size to suit the purchaser. Mines in operation. Tell us what you want and we will find it for you. The U. S. Realty Co., Harrison, Tenn. 446

For Sale—Grocery store situated in center of business district in Sturgis. Established business of over forty years. Present owner wishes to retire. Will give lease on store. Address No. 445, care Tradesman. 445

Free—"Investing for Profit" magazine. Send me your name and I will mail you this magazine absolutely free. Before you invest a dollar anywhere, get this magazine. It is worth \$10 a copy to any man who intends to invest \$5 per month. Tells how \$1,000 can grow to \$22,000. How to judge different classes of investments, the real power of your money. This magazine six months free if you write to-day. H. L. Barber, Publisher, 433, 28 W. Jackson Blvd., Chicago. 444

For Sale—My interest in first-class general merchandise and farm implement business in good farming country. Expenses very light. Address No. 442, care Tradesman. 442

Clerks Attention—Agents wanted every county, solicit accounts for collection from merchants, physicians, newspapers, etc., on commission. Fairest terms to subscribers. Easy to get business. Give references. Universal Rating Assn., Chicago. 438

For Sale—Stock of hardware and general merchandise in Southern Wisconsin. Address A. W. English, Wycocena, Wis. 436

For Sale—A \$7,500 stock of general merchandise located in town of 1,200, Eastern Michigan. Good proposition. Serious sickness. Hurry. Address No. 435, care Tradesman. 435

For Sale—Two first-class general stores. Best location and business north of Bay City. Come and see me. M. A. Vogel, Sterling, Mich. 433

For sale or rent. Store building in Manton, Michigan, fitted up and used for general merchandise stock. Country settling up fast. Address Good, care Tradesman. 428

Want to buy, spot cash, stock merchandise, shoes, clothing and dry goods. Ralph W. Johnson, 616 Third St., Peoria, Ill. 426

For Sale—Chair factory at St. Marys, Elk county. Best location in northwestern Pennsylvania. Good railroad facilities. Raw material available without long freight haul. Full particulars on application. Kaul & Hall Lbr. Co., St. Marys, Pa. 424

For Sale—Boat house and lease of land on resort lake. Would make fine boat livery. W. L. S., 190 Ann St., Grand Rapids, Michigan. 452

For Sale or Exchange—A two-story store brick building at Colby, Wisconsin; will trade for clean stock of merchandise or automobile and part cash; a bargain. Address S. A. Konz, Rib Lake, Wis. 423

For Sale—A first-class grocery and meat market, doing good business. \$17,500 last year, invoices \$3,000. Town of 1,500 inhabitants. A bargain for someone. Will sell at invoice price. Reason for selling, going west. Address No. 351, care Michigan Tradesman. 351

Write us for plans and prices on a rousing ten-days' sale. Address Western Sales Company, Homer, La. 411

MERCHANTS—If you wish to sell your stock for cash, write W. D. Hamilton, Galesburg, Ill. 404

General store for sale. Stock inventories \$12,000. Sales last year \$26,000. Store building 22x120 feet with good living rooms above. Country settling up fast with good prospects for increased business. Mio is county seat of Oscoda county and railroad will reach here this year. Reason for selling, too much other business to look after this. Address C. B. Oakes, Mio, Michigan. 379

Safes Opened—W. L. Slocum, safe expert and locksmith. 62 Ottawa street, Grand Rapids, Mich. 104

For Sale—Up-to-date grocery business, good county seat town 3,500. Cash deal, \$2,500 to \$3,000 stock and fixtures. Address No. 281, care Tradesman. 281

For Sale—Soda fountain complete, including two tanks, counters, marble slabs, stools, bowls and work board. Good condition. A bargain for cash. Address Bellaire Drug Co., Grand Rapids, Mich. 244

For Sale—\$1,500 stock groceries and hardware in new farming country Central Michigan. Last year's store sales \$10,000. Produce business connected, 40 cars potatoes shipped this season. Sell at invoice. Wish to go into auto business. Address No. 263, care Tradesman. 263

For Sale—One 300 account McCaskey register cheap. Address A. B., care Michigan Tradesman. 548

Will pay cash for stock of shoes and rubbers. Address M. J. O., care Tradesman. 221

There has been millions of money made in the mercantile business. You can do as well. We have the location, the building and the business for you. We have all we wish and want to get out. Write us for full information. Address No. 220, care Tradesman. 220

I pay cash for stocks or part stocks of merchandise. Must be cheap. H. Kauffer, Milwaukee, Wis. 92

Cash for your business or real estate. I bring buyer and seller together. No matter where located if you want to buy, sell or exchange any kind of business or property anywhere at any price, address Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Building, Chicago, Illinois. 984

HELP WANTED.

Partner Wanted—In a gasoline gas machine business, a machine for lighting and cooking. Good demand for same, and has stood the test for 5 years. A partner wanted with several thousand dollars, and mechanical experience. Good reference, others need not apply for more information. Address G. W. Grupe, Hilbert, Wis. 473

Wanted—Registered pharmacist to take charge and run drug store for share of the profits. References required. Address X, care Tradesman. 454

Local Representative Wanted—Splendid income assured right man to act as our representative after learning our business thoroughly by mail. Former experience unnecessary. All we require is honesty, ability, ambition and willingness to learn a lucrative business. No soliciting or traveling. This is an exceptional opportunity for a man in your section to get into a big paying business without capital and become independent for life. Write at once for particulars. Address E. R. Marden, Pres. The National Co-operative Real Estate Company, L 371 Marden Bldg., Washington, D. C. 443

Wanted—Salesmen with established trade in Michigan, Indiana and Northwestern states to carry complete line of hats and caps for a well established house on a commission basis. State territory, amount of sales and references. A fine opportunity for the right man. The Miller-Allaire Co., 623 Broadway, New York. 330

Wanted—Clerk for general store. Must be sober and industrious and have some previous experience. References required. Address Store, care Tradesman. 242

SITUATIONS WANTED.

Wanted—Situation as manager of retail hardware store or house furnishing section of department store in Michigan or Wisconsin. Twenty-three years' experience in the business. Commercial and bank references furnished. A. B. C., Lock Box 115, Munising, Mich. 459

Want ads. continued on next page.

Here is a Pointer

Your advertisement, if placed on this page, would be seen and read by eight thousand of the most progressive merchants in Michigan, Ohio and Indiana. We have testimonial letters from thousands of people who have bought, sold or exchanged properties as the direct result of advertising in this paper.

Michigan Tradesman

LOOKING BACKWARD.

Review of the Results of Merchants Week.

The wholesalers and jobbers held a dinner meeting at the Kent Country Club Monday night to exchange felicitations upon the results of the recent Merchants Week entertainment, with about sixty in attendance. Chairman Wm. B. Holden spoke briefly of the success of the entertainment, and then called on the chairmen of the various sub-committees for their reports.

R. J. Prendergast, of the Finance Committee, said the ready responses to the call for funds explains the city's growth as a jobbing center.

Frank E. Leonard, of the Committee on Arrangements, said the two day entertainment was a success, that everybody seemed to enjoy the ball game and attractions at the lake Thursday afternoon, and the banquet Friday afternoon was a great success. More goods were sold than at any former festival. A more representative class of visitors came and more of them dropped in on the way to the trains to express their appreciation. For the banquet 1,849 tickets were issued and 1,120 tickets were presented at the Coliseum door; about 700 who received tickets were apparently kept at home by the threatening weather. Of the lady tickets 748 were issued and 339 were used. The merchants came this year instead of sending their clerks. The festival was a great improvement over former occasions, but there is room to make it still better as experience points the way. He believed the festival was a positive force as a trade builder.

Walter K. Plumb, in charge of the entertainment at the lake, said plenty of fun was furnished, and all of it was clean and wholesome. The ball game was a popular feature and the tickets taken up showed that 1,200 attended, while 568 tickets were taken at the theater. The concessions were well patronized, 1,104 taking the joy wheel, 422 the miniature railroad, 919 the merry-go-round, 719 the flying swing, 1,053 the laughing gallery, 964 the chute and 764 the steamboat. The great success of the festival was due to the excellent plans, the harmony among the wholesalers in carrying them out and the effective hard work at every stage of the game. It was all for Grand Rapids and the retailers did their share to make the visits of the merchants profitable and enjoyable.

A. B. Merritt explained the publicity campaign and said Merchants Week is no longer an experiment, neither for the wholesalers nor for the visiting merchants.

Heber A. Knott, of the Programme Committee, said the effort was made to secure high grade speakers but at the late day this was taken up it was found the speakers most desired had other engagements. Those who were secured, however, seemed to give satisfaction. He suggested that the planning for the next festival begin early. The entertainment of the ladies at the St. Cecilia was an experiment that worked very satisfactorily.

Secretary Breedenstein reported on the finances. So liberal were the responses to the call for funds that after the payment of all bills a balance of \$1,764.00 remains on hand. The banquet alone cost \$1,669.34, and the shows at the lake \$904.57. The total expense was \$4,244.40. The balance on hand will be had for next year's Merchants Week.

When the reports had been made Heber A. Knott was asked to preside over an informal talk fest, and as a preliminary he recalled how hard it was eight years ago to secure a guarantee of \$100 to the railroads that 100 visitors would attend the first Merchants Week festival, and now \$1,700 more than is needed is cheerfully contributed; this illustrates the spirit of harmony and co-operation that has been developed among the Grand Rapids wholesalers and jobbers, and it is this spirit that will make Grand Rapids the jobbing center of Western Michigan.

President E. A. Clements, of the Grand Rapids Board of Trade, complimented the Committee on the success of its enterprise. Guy W. Rouse expressed the appreciation of the wholesalers of what Chairman Holden and the "big six" sub-chairmen had done to make the entertainment a success. The function was a good advertisement for the city, and it will promote its growth and advancement.

Chas. E. Belknap spoke of the fiftieth anniversary of the old Third Michigan infantry leaving Grand Rapids for the front and said the business men had overlooked an opportunity to make a demonstration that would have been worth while. In closing he said there is as much need to-day for genuine patriotism as there was fifty years ago; that the enemies of industry, good government and good order were everywhere and must be met courageously. The leaders of these public enemies to-day hold their sessions and plan their campaigns in saloons and road houses, and in the execution of their plans make use of the passions of the ignorant and awoken class hatred. Had the business men of the city stood firmly and loyally by the city's best interests and had proper consideration for the welfare of the people, those who have been inciting recent troubles would have been driven from town two months ago.

W. H. Junkins, of the Coronet Corset Co., John S. Noel, S. A. Krause, Sherwood Hall, Walter K. Plumb, Clarence A. Cotton, C. J. Litschner, Henry J. Vinkemulder, Wm. Logie, R. J. Prendergast and others spoke briefly on different phases of Merchants Week. L. J. Rindge believed special effort should be made to bring in the merchants in the outskirts of the Grand Rapids territory, and on his notion a committee was appointed, with Frank E. Leonard as chairman, to suggest plans by which the distant merchants may be reached and brought in. The importance of an early start on next year's plans was urged.

A resolution was adopted inviting the merchants of Howell to visit Grand Rapids some day in July or

August as the guests of the wholesalers. Two years ago the Howell business men very handsomely entertained the Grand Rapids Trade Extension Excursion and this will be in the nature of a return visit.

Resolutions were adopted expressing regret upon the resignation of C. A. Disbrow, for many years Secretary of the Wholesalers' Committee, and wishing him good luck in his new field of labor in Hastings, Neb.

A telegram was ordered sent to Lee M. Hutchins, at Minneapolis, regretting his absence from the meeting and cordially endorsing his candidacy for the vice-presidency of the National Association of Credit Men.

The matter of holding monthly meetings was discussed, and it is probable a meeting will be held in July to start the plans for the Trade Extension Excursion.

Manufacturing Matters.

Chelsea—A new company has been organized under the style of the Michigan Portland Cement Co., with an authorized capital stock of \$400,000 common and \$100,000 preferred, of which \$500,000 has been subscribed and \$100,000 paid in cash.

Detroit—The Fruchy Manufacturing Co. has engaged in business to manufacture tools, dies, models, patterns and special machinery, with an authorized capital stock of \$5,000, all of which has been subscribed, \$2,500 being paid in cash and \$1,500 in property.

Detroit—A new company has engaged in business under the style of the Coleridge Commercial Car Co. to manufacture and deal in motor boats and vehicles, with an authorized capitalization of \$50,000, of which \$27,600 has been subscribed and \$5,000 paid in cash.

Grayling — The Grayling Wood Products Co. has been incorporated to manufacture and deal in turpentine, wood alcohol, oils and other products of wood. The company has an authorized capital stock of \$25,000, all of which has been subscribed and paid in cash.

Three Rivers—Edward L. Ott has purchased the manufacturing and retail cigar business of Sheriff G. W. Watkins. He will carry on the wholesale and retail manufacturing business as it has previously been carried on, continuing the same brands of cigars made by Watkins.

Detroit—A new company has been organized under the style of the Breed Manufacturing Co., for the purpose of manufacturing motor cycles and carrying on a general machine shop business, with an authorized capital stock of \$100,000, of which \$60,000 has been subscribed, \$550 being paid in cash and \$59,450 in property.

Battle Creek—Members of labor unions and sympathizers have declared a boycott on Joseph Seereiter, the cigar manufacturer, because his goods are not union made. They also have threatened to boycott all saloonists who handle his cigars and have caused three of them, it is reported, to throw out his products entirely. Mr. Seereiter's troubles with the union meddlers began two years ago

when they made unreasonable demands on him and caused him to declare an open shop at his cigar factory which he has maintained ever since. The boycott is not worrying him and he is entirely satisfied with the situation, because the only place a union man has any influence is the one he most frequently visits—the saloon.

Spicy Business Talks.

Among the most popular and valuable features now appearing in any newspaper are the pungent business sermons of Herbert Kaufman in the Chicago Record-Herald. These breezy articles, printed each Sunday in big, distinctive type, have a National reputation. They are eagerly read by men, young and old, in every line of business, and we believe they are doing more practical good than anything else of the kind now appearing in print.

Mr. Kaufman's way of saying things is all his own. Somebody has called his business talks "inspired common sense, seasoned with dynamite." He hits a nail on the head in every sentence—often with a sledgehammer. He knows life and human nature, he knows every pitfall that spells failure, he knows the highway to success, and, best of all, he knows how to speak the fiery word that starts men out on that highway with beating hearts and shining eyes. His ideas are a moral tonic. With all his italics and whiplash metaphors, his advice is always sound, sane and deep rooted in the eternal principles of right action.

It would be a National blessing if every young man in the land could be led to read these magnetic articles every Sunday. It would mean fewer failures in life. The Sunday Record-Herald has many entertaining features, but we know of none that can be read with more real zest or more lasting benefit than Mr. Kaufman's peppery morsels of live common sense.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, June 14—Creamery, 19@23½c; dairy, 16@20c; poor, all kinds, 12@15c.

Eggs—Fancy, 18@19c; choice, 15@16c.

Live Poultry — Fowls, 13@14c; ducks, 15@17c; turkeys, 14@16c; broilers, 25@30c.

Beans — Marrow, \$2.35@2.40; medium, \$2.10; pea, \$2.10; red kidney, \$3.25; white kidney, \$2.50.

Potatoes—80@85c per bu.

Rea & Witzig.

If every one was as great as he thinks he is what a splendid race of

BUSINESS CHANCES.

For Sale—Good clean stock of general merchandise in hustling town of 900. Good farming country. Biggest store and biggest trade in south half of county. stock of about \$10,000. Can be reduced to desired amount. Good reason for selling. Address Cook Bros. & Co., Wolverine, Michigan. 475

For Sale—Grocery, best town and stock in Michigan. James S. Bicknell, Clare, Mich. 476

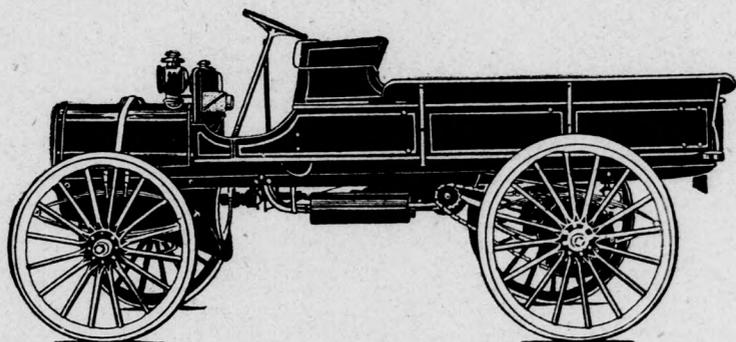
Wanted—A contract to take charge of good mill, 50,000 or up in capacity, logging included and manufacture and ship by order of owner at so much per thousand, board measure. Would consider leasing mill, pay for timber as cut. Can furnish good references as to ability. Address L. Sparkman, Lester, Ark. 477

Visiting Merchants:

Those of you who are interested in improving your delivery service—doing the work more cheaply and more expeditiously are invited to drop in during Merchants Week and look at our line of

Chase Motor Wagons

built in several sizes and body styles—capacity 750 lbs. to two tons—prices ranging from \$750 up to \$2,200.



Chase Wagon Model D. 1,500 lbs. Capacity. \$900

Over 2,500 Chase Motor Trucks and Delivery Wagons are in use. Nothing experimental about them. Catalogue on application.

ADAMS & HART

47-49 No. Division St. :: Grand Rapids, Mich.

We also have a nice line of new and second hand pleasure cars to show you.



Mistake Insurance

Under the **AMERICAN** plan pays you the premiums plus the par value of the capital involved.

Mr. Merchant, this is indited to YOU:

An over-worked body and a weary brain make errors natural. You can remember just so much, and you can achieve only a given amount in results.

The American Account Register and System for Merchants is based on minimizing errors, adjusting credits, insuring settlements, and safeguarding yourself and your clerks against mistakes.

This is a system that is so nearly automatic it requires only the most casual observation on your part to make it save you time, money, worry, book-keeping and arbitration. It is simplified accounting with only

ONE WRITING

and every hour of every day you have the complete condition of every feature of your business at your finger-tips. In case of fire, you have the entire story of your enterprise in documentary form to hand to the adjuster.

We're simply asking you to inquire about this system, because investigation costs you nothing—and it is worth while. Won't you sign the attached blank and mail it to us? You promise nothing, are held to nothing, but we know that you are interested and shall be pleased to send all the facts for your consideration. Address:

The American Case & Register Co.
Salem, Ohio

The American Case & Register Company, Salem, Ohio.

Dear Sirs:—Without cost to me, or obligation on my part, send me full particulars of your Account Register and System for merchants.

Name Address



**WORDS OF
The Wise Merchants**

Getting in the "Cheap Class"

B. H. ALBEE

In the "Grocers' Review"

"Shun price-cutting as you would the plague. Let your customers understand that everybody is always treated just the same in your place; that you are selling a good grade of goods for a fair price, which yields you a reasonable profit. No man or woman wants you to do business for nothing. They don't themselves. But if you are foolish enough to offer them something lower than they can obtain the same thing elsewhere, then you have established the fact that you are more or less cheap."

Mr. Grocer, the *only* flaked food sold in America which does *not* go to the price-cutter at a *lower* price than to the average buyer, is

Kellogg's

**"Won its FAVOR
through its FLAVOR"**



**TRADESMAN
COMPANY**
ENGRAVERS
PRINTERS
FURNITURE CATALOGUES
COMPLETE

**STEEL STAMPING
FOR STATIONERY**

**TRADESMAN
BUILDING**

**GRAND RAPIDS
MICHIGAN**