

Special Effort in "Now" Goods

That is the theme of our July Catalogue which is just in the mails.

We have merchandised with a view to helping you sell the goods you want to sell THIS month, and we will not talk winter and holiday goods until YOU are ready.

No other catalogue we ever sent out contained so many interesting offerings in popular priced specialties, which sell when other goods appeal in vain.

Buying for five houses it has been possible for us to get values that are out of reach of sellers whose outlet is smaller and selling expense larger.

Our buyers, stationed in every original market and along all the high-ways of commerce, bring into our line the cream in the way of GOODS WHICH SELL OTHER GOODS when trade is under par.

The extraordinary number and character of the special values shown in this book are proof that WE at least propose to be busy this summer.

To that end we are willing to do an important share of July's business at very little profit.

You can do the same if you will. Your business this summer is apt to be just about what YOU decide to make it.

If you don't get a copy send right away for No. F. F. 897.

BUTLER BROTHERS

Exclusive Wholesalers of General Merchandise

NEW YORK

CHICAGO

ST. LOUIS

MINNEAPOLIS

DALLAS

Sample Houses: Baltimore, Cincinnati, Kansas City, Milwaukee, Omaha, San Francisco, Seattle

Klingman's Sample Furniture Co.

The Largest Exclusive Retailers of
Furniture in America

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

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

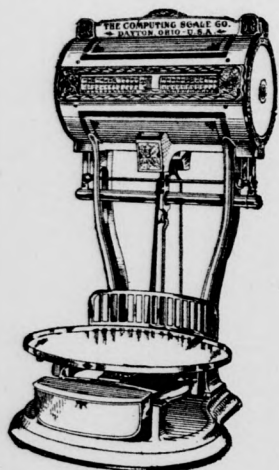
Corner Ionia, Fountain and Division Sts.
Opposite Morton House Grand Rapids, Mich.

Experience has taught thousands that there

is no economy in cheap, inferior YEAST.

Use FLEISCHMANN'S — it is the

best—hence the cheapest.



Dayton Scales

Are the only true representatives of the Moneyweight System of weighing merchandise into money value, quickly, accurately and automatically. Your goods don't have to lift a "heavy weight" on the END of a PENDULUM as in some so-called automatic scales. There are no parts of our scales subject to heavy strain which wear down the knife-edge bearings and make the scale sluggish in action. Our automatic scales actuated by two perfectly controlled spiral springs are the quickest, most accurate and sensitive scales known to modern scale construction.

ELECTRIC FLASH

This device is one of the most remarkable of modern scale construction. When the merchandise is placed on the platform, the cylinder is brilliantly illuminated from the inside. This light penetrates the chart and makes the weight indications and values appear with striking clearness. A cleverly arranged apparatus at the top of the scale and on the customers side permits the use of signs such as "COME AGAIN," "SUGAR 5 CENTS LB., etc. With each action of the scale the sign flashes its message to your trade creating astonishment and interest by its novelty and perfection of action.

MADE IN DAYTON

DAYTON, OHIO is the home of the computing scale. Beginning in an humble and small way The Computing Scale Company has in twenty years expanded until today its immense, new, modern, fire-proof building is one of the models of that wonderful manufacturing city, DAYTON, OHIO. They built the first computing scales; they introduced them to the trade; they created the demand; they made the improvements which have brought their scales to the present high state of perfection; their scale has done more to protect the merchant against loss by error than any other known device; they deserve your first consideration.

THE MONEYWEIGHT SCALE CO., distributors of DAYTON SCALES have sales offices in all large cities. They will be pleased to assist you in your investigation and selection of your weighing system.

If you have computing scales of any make which are out of date or not giving satisfaction ask for our EXCHANGE FIGURES. Our allowance for your old scale will surely interest you. WRITE FOR PARTICULARS TODAY.

The Computing
Scale Co.
Dayton, Ohio

Moneyweight Scale Co.
58 N. State St.
MASONIC TEMPLE, CHICAGO
Grand Rapids Office, 74 So. Ionia St.
Detroit Sales Office, 148 Jefferson St.

Please mention Michigan Tradesman when writing

Direct Sales
Offices in All
Prominent Cities

INSURANCE:



PACKED SECURELY IN TIN CANS SEALED BY THE LABEL, this superb coffee IS REALLY INSURED against Dirt, Deterioration and Disappointment—the 3 "Ds" modern sanitary requirements, and people paying good money for coffee don't want and WON'T HAVE—they'll go somewhere else first. See?

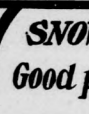
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SNOWBOY
Won't hurt
your hands



SNOWBOY
Weighs more



SNOWBOY
Good profits



SNOWBOY
Washing powder

We are telling YOUR customers about SNOW BOY
Washing Powder every day.

How much SNOW BOY have you in stock?

Lautz Bros. & Co.

Quick Profits

Buffalo, N. Y.

MICHIGAN TRADESMAN

Twenty-Eighth Year

GRAND RAPIDS, WEDNESDAY, JUNE 21, 1911

Number 1448

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Recent Business Changes in Indiana.

Newcastle—The grocery of J. C. Williams, on Grand avenue, has been closed by the proprietor and a receiver will wind up the affairs. Poor business and bad collections are said to have caused the closing. Grocery stores to the number of five, which have done business in the same store, have all failed, and it is doubtful if another attempt is made.

Decatur—F. B. Tague, formerly a shoe merchant of this city, who several months ago opened a shoe store on Calhoun street, Fort Wayne, will quit business there. He has sold the lease, furniture and fixtures to Miss Lillith Gaskill for a millinery establishment.

Berne—The new egg law is working fine in Berne. Almost every day some kind hearted and conscientious farmer or farmer's wife has the privilege of taking back home with him or her a lot of incubator eggs to be fed to their own children, on which they will no doubt grow fat. The law is a good one. After while the farmers will learn to candle their own eggs before bringing them to market to save themselves the trouble of having to haul eggs both ways, to and from town.

Indianapolis—H. E. Barnard, State Food and Drug Commissioner, has indorsed a plan advanced by a Vincennes produce dealer for educating the housewives of that city in the matter of the purchase of good eggs. The dealer was among the first to see the advantage of the new law regulating the sale of eggs, and has prepared specially made cartons, each to contain a dozen eggs. He guarantees that every egg sold in one of the boxes has been candled and found good and the carton is kept in a refrigerator until taken for delivery direct to the housewife. When the carton is packed for storage and delivery, it is sealed with the seal of the dealer, and the seal is left unbroken until the carton is opened by the house-

wife. Under such a plan, Mr. Barnard says, the housewife may be assured that she is getting good eggs. Two or three firms in some of the larger cities in the north central part of the state has refused to join the movement to buy eggs on the "loss off" plan, the plan by which the farmer is to be made to stand the loss on all bad eggs he sells. The dealers say they will continue to buy all eggs offered to their hucksters. Mr. Barnard has sent an inspector to the establishments of these firms, with instructions to prosecute in the event bad eggs are found in their shipments.

Aggressive Campaign Against Bad Eggs.

Indianapolis, June 20—Field inspectors in the employ of the Food and Drug department of the State Board of Health have armed themselves with apparatus for candling eggs, and, quitting this city, where they have been engaged in sanitary inspections for a month, have gone to their regular districts to give virtually all their attention through the hot weather to the bad egg question. Among the specific instructions received by the inspectors was one urging them to prosecute grocers and produce dealers who are found with bad eggs in their possession.

"The small grocer is the person who is giving us the most trouble in handling the bad egg question," said H. E. Barnard, head of the Department. "Many of the small grocers buy eggs from farmers' wives, and they will not candle the eggs in the presence of the women, because they fear they will lose customers. Some of them candle the eggs later and throw out the bad ones, but most of them sell the eggs to shippers just as they are bought.

"The field men are instructed to test eggs found in grocery stores and to prosecute where bad eggs are found. It will be no excuse for the grocer to say that he intended to candle the eggs, or to sell them 'loss off.' The egg situation is so bad that stringent measures must be adopted to insure good eggs on the market. We can not, at this time, go direct to the farmers, so we must get as close to them as possible. If the grocers can be induced not to buy eggs except 'loss off,' the farmers soon will learn to care for the eggs and not to offer bad ones for sale."

A dealer from the southwest part of the State spent some time in conference with Mr. Barnard on the egg question. He said that in a shipment of fifty-seven cases bought a few days ago, only seventeen cases were found to be all good. The percentage of bad eggs in the remainder, he said, was very large.

Letters are being received from all over the State, assuring the Department of co-operation in the campaign against bad eggs. Many of the letters contain information as to where bad eggs are being stored, or where they are being sold. This information is being placed in the hands of the field men as rapidly as it is received.

Abandonment of Dry Measures in Ohio.

Toledo, June 20—The new Thomas law, which provides for the sale of groceries, fruits, vegetables and other produce, except bread and berries, by weight or numerical count, which was passed by the legislature May 18, and signed by Governor Harmon, June 8, became effective Friday. In accordance with the law grocers, hucksters and other dealers in the stipulated commodities are required to cast aside all dry measures in favor of scales.

W. W. Kelchner, city sealer of weights and measures, who, with members of the Toledo Grocers and Butchers' Association, was among the most ardent supporters of the measure, says that the new law will greatly lessen the chances for short measure in the purchase of groceries or produce.

"I have been working since the first of the month," said Kelchner, "among farmers and hucksters educating them as to the provisions of the new law, and I find that nearly all of them take kindly to the new system. Most of these dealers threw away their measures a week or more ago and sell their wares exclusively by weight. Toledo grocers and commission men, with few exceptions, are also in favor of the new law."

The new law in full is as follows:

All articles hereinafter mentioned, when sold, shall be sold by avoirdupois weight or numerical count, unless by agreement of the contracting parties, viz.: apples, peaches, pears, plums, quinces, cranberries, prunes, raisins, dates, figs, dried apples, dried peaches, apricots, rice, beans, green beans, carrots, onions, parsnips, Irish potatoes, sweet potatoes, tomatoes, turnips, beets, sugar beets, peas, green peas, cabbage, cauliflower, endive, lettuce, spinach, barley, bran, buckwheat, rye, oats, pop corn in ear, shelled pop corn, bluegrass seed, broom corn, castor oil bean, pine tree products and vegetables, oils, clover seed, timothy seed, hemp seed, Hungarian grass seed, malt millet, onion sets, orchard grass seed, grape seed, red top seed, English walnuts, black walnuts, hickory nuts, Brazil nuts, pecans, almonds, filberts, coal, coke, lime, salt, sugar, tea, coffee, bulk spices, cheese, butter, oleomargarine, lard, fresh and salt meats, fish, game, fowls, flour, corn meal, chopped feed, pepper in bulk, and candy in bulk.

Nothing in this section shall apply to seed in packages. Whoever sells or offers for sale any article in this section enumerated, excluding car load lots, in any other manner than herein specified, shall be deemed guilty of a misdemeanor and upon conviction thereof, shall be fined no less than \$10.00 nor more than \$100 for the first offense, and not less than \$25 nor more than \$200 for the second offense, or imprisoned not more than three months or both.

Activities in Hoosier Cities.

Written for the Tradesman.

Kendallville will install about sixty ornamental lamp poles, which with fixtures will cost upwards of \$3,000, for street lighting in the business district.

Ft. Wayne is looking into its system of garbage collection, in accordance with the campaign of the health department to bring about more sanitary conditions in the alleys. Many of the property owners claim that garbage cans purchased by them in accordance with the city ordinance are being destroyed by the collectors.

The manufacturers of Laporte are insisting that the city water supply be improved at once.

A traffic club, designed to bring shippers and traffic men into closer relations, will be formed at Evansville.

Following a fatal accident at South Bend the Common Council has passed an ordinance which provides that two persons may not ride on a motorcycle or other vehicle built for one in the future.

The Indianapolis Board of Health is sending letters to dairymen supplying milk there pointing out the danger from flies carrying disease. Dairymen are urged to screen stables and milk houses and to seal cans of milk shipped to the city.

Ft. Wayne has adopted an ordinance making it unlawful for dogs to run at large in the city, whether tagged or untagged.

The South Bend Chamber of Commerce has opened a membership campaign and expects to secure at least 600 members soon.

Almond Griffen.

Woman expects recompense for her work as much as man does and is equally disappointed if she does not receive it. The difference, however, is that man labors for money, while woman works for praise. It is a poor man who can not pay her her wages.

Naturally the merchant who does his best to secure the goods needed by his patrons is more worthy of support than he who seeks first of all to sell the goods which yield greatest profit.

RECREATION AND BUSINESS.

The Advantages of a Trip To Grip Grand.

Written for the Tradesman.

The ideal vacation is pretty much like the tariff. It's a local (or, to put it a bit more accurately, an individual) issue.

Perhaps my "ideal" vacation would be a trifle dull for you; for it would take me far away from the city, and, if possible, out of reach by telephone and F. R. D. service; and assuredly to the brink of some clear, cool, swift-flowing stream where the "fishing" is supposed to be excellent.

Such a vacation appeals to me because it provides for a complete change of scene; also incidentally providing for some indulgence in "the contemplative art," of which I am a devotee insofar as I have time and opportunity.

But the merchant of the small town or city who can not differentiate a yellow cat from a black bass, and does not know the difference between a hellgammite and a Dowagiac minnow, wouldn't relish my vacation a little bit. He would doubtless prefer the clangor of the cars and the sights and sounds of the city to the croaking of the frogs and the piping of the insects.

Thus each man's description of the ideal vacation is necessarily colored somewhat by his own likes and dislikes. Whether he means to or not, he writes himself into the ideal vacation that he describes.

But in general one may say that each man's vacation may very properly differ with his age, his environment and the nature of his work. The young man just bubbling over with life and youthful zest and the older man who has learned that he must conserve his strength; the merchant who owns and operates a store in the small town or village, and the one located in the center of a great city, in the midst of the rush and roar of its ceaseless traffic—will do well to start in different directions when seeking a sane and safe vacation.

From the busy merchant's point of view there are four things at least that would seem to enter into the ideal vacation: Change, recreation, rest and practical benefit accruing from observations of other stores, and recreation and rest are contingent upon a change. The merchant who is accustomed to the quiet, easy-going ways of the small town or village will find this change more certainly perhaps by going into the city; while the city man will secure the needed change by going into the country. After all, there is wisdom in the old saw to the effect that "variety is the spice of life." Every kind of labor, when intensely and continuously pursued, becomes monotonous; and monotony is wearing. Therefore change, rather than idleness, is the thing to be sought by the merchant in his summer vacation.

The large, prosperous city merchant, who can turn his business over to others for six weeks or two months during the summer, will doubtless treat himself to an elaborate and expensive vacation quite out of reach

to many of us who are not so favorably circumstanced. Some of them will travel in foreign lands, visiting incidentally the big stores in European cities, and picking up here and there pointers of practical benefit. Others will go on extensive trips North or West, exploring the wilder and less frequented regions of our own picturesque country. Either of these vacations is excellent for those who have the strength, means and leisure to meet the demands for such an outing.

Other merchants—and not necessarily merchants in the class that I have described above—will hanker for the tang of the sea; and although they can not leave their business for so long a time, will perhaps make it convenient to run away for a few days to some seaside resort, where they may inhale the salt air to their hearts' content, bathe in its exhilarating waters, listen to the thunder of its majestic waves and feel its sublimity and power. The Great Lakes of the North, with their pine forests, their

other forms of entertainment, is prepared and advertised months beforehand.

Special rates are made on all railroads leading into the city; and during the term of the Merchants' Outing the keys of the city are turned over to the visiting dealers.

Think of the vast practical benefits that may accrue to a wide-awake out-of-town merchant because of a few days sojourn in a large and progressive city such as Grand Rapids!

Only the other day I was reading somewhere how the business of a certain merchant was thoroughly revolutionized because of a single window display that appealed to him during his visit in a distant city.

This merchant it appears was a hardware dealer. Back somewhere in a small town he owned a hardware store of not special consequence. For years he had been going on in the same old hum-drum way, doing nothing out of the ordinary, although managing, by virtue of careful buy-

gave him a lease for a period of years of the building.

Being a sensible man, the landlord agreed to foot his share of the bill, and the improvements were made.

With large, light windows, built low and susceptible of being trimmed in a really telling manner, the hardware dealer got busy putting in new and telling displays of his wares from week to week.

It was a new stunt in his community—and the effects of it immediately appeared in the way of increased trade. Brushing up in this one particular opened that hardware dealer's eyes to the possibilities of improvements in other directions, and the first thing the citizens of that little town knew, they had a real, live, up to date merchant in their midst.

It all grew out of an idea that the hardware dealer got on a visit to a certain city during vacation days.

For the out-of-town merchant, then, a visit to the city for a few days or a week during the summer is a real vacation, in that it provides for a complete change of scene; and it is of practical benefit furthermore just for the reason that it gives the country merchant an excellent opportunity to look about and see what city dealers are doing.

Now the moral to this little skit (if you really insist upon it) is: By all means plan to come to Grand Rapids this summer. The change of scene will provide the recreative element, while your sojourn in our midst will assuredly provide you with many suggestive and helpful methods of going after business in your own town.

Chas. L. Philips.

Had a Wise Husband.

It is a fortunate wife whose husband not only knows more than she does, but has the grace to enlighten her ignorance without putting on airs.

"I see that a post-mortem examination is often made in murder cases. What does a post-mortem examination mean?" asked a young wife of her better half.

"A post-mortem examination, my dear, is intended to allow the victim to state, verbally, his own testimony against his assailant, and is taken down in writing."

"Thanks, darling; you won't look down on me, will you, because I haven't your education?"

He said he wouldn't.

How About Roofing Paint?

Does Your Roof Need Painting?



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 BOOK-LET TELLS WHY. ASK FOR IT.

It is sold by leading jobbing houses in Michigan. It is used by the large railroad systems and by the largest manufacturing, mining and business firms throughout Michigan and adjoining states.

Guaranteed by the manufacturers. Does not settle in barrel, does not require mixing, and does not get dry and chalky.

Always remains the same pliable texture in cold weather or extreme heat. Anyone can apply it. Guaranteed not to crack, peel or blister, and guaranteed to stay. Write for full particulars.

Manufactured by

E. J. KNAPP & CO. BELDING, MICH.

On the Cut-Rate Route.

I have purchased drugs of a cut-rate kind, for I'm sick from a cut-rate cold;
I've a cut-rate style and a cut-rate mind and I spend but cut-rate gold;
I've a cut-rate suit which doesn't fit such a cut-rate form as mine,
And a cut-rate hat to go with it, and I pay for a cut-rate shine.

On cut-rate meals I always dine, and I fumble a cut-rate tip,
And I pay cut-rates for cut-rate wine, and a cut-rate sherry flip;
At night I hike to a cut-rate show in a cut-rate taxicab,
And I sit 'way back in a cut-rate row and a cut-rate programme grab.

I travel, too, on a cut-rate road in cut-rate tourist cars,
And I wire ahead by a cut-rate code, and I smoke cut-rate cigars.
I always wear a cut-rate smile, and I garner cut-rate wealth;
I have lived my life in a cut-rate style until I have cut-rate health.

L'ENVOI.

When Father Time has cut the rates; when I must amble hence;
When I must pause and cut my dates and hustle to the whence,
Let me dodge the medal man who saves, a day ere my last breath,
So I can sink beneath the waves and die a cut-rate death.

Miles Overhalt.

sand dunes, their shaded and leaf-paved canyons and their cool and delightful breezes, will appeal to others.

Thus it appears that mountains and streams, timbered regions and prairie lands, lakeside and seashore, quiet country and the teeming city—will one and all be looked upon by differently circumstanced people as the external settings of ideal summer vacations.

To the out-of-town merchant it would seem that his near-by city would appeal as a good place for a few days' recreation some time during the summer.

The manufacturers and jobbers of the city should give at least once a year a grand Merchants' Outing for the benefit of their out-of-town friends and patrons. For a number of years this has been done by the jobbers and manufacturers of Cincinnati; and the merchants of the towns and villages for hundreds of miles out of Cincinnati (principally in the South) have come to look forward with the liveliest interest to these annual outings.

The outing occupies several days, and an interesting schedule, comprising river trips, banquets, concerts and

ing, to keep up the stock and get a living out of the business.

But this window appealed to him.

It opened his eyes to the possibility of a window as a means for displaying goods and creating in the mind of the passer-by an interest in the store's merchandise.

As a result of this interest he began to study other windows. He went up and down the principal streets of this city making a careful inspection of every good window he saw—not merely in the hardware line but in other lines as well.

Going back home he paused in front of his own store to look, with growing discontent, upon his own antiquated wooden front.

As a result of his studies in store window architecture, window fittings and window displays he roughly sketched out a plan for a new front to be made out of ornamental iron and large pieces of plate glass—a bang up modern window with an oak paneled top and back.

He got an estimate on this improvement and then went to his landlord with a proposition. He proposed to stand half the expense of the improvement, provided the landlord

MODEL LANDLORD.

Brief History of the Life of J. Boyd Pantlind.

Written for the Tradesman.

J. Boyd Pantlind is old enough to be a grandfather. Two little kiddies bear his name and another the name of a warm friend. With this bare statement before him, the reader is advised to figure out at his leisure how old Mr. Pantlind is. He is the proprietor of three hotels and manages the same more easily than he, you or I could watch the performances of a three ring circus. He is also some farmer, more banker, an owner of much good inside real estate and a member of several secret fraternities. He serves his guests with pure water from springs on his own farm, as well as the finest brands of wines, champagne, cordials, brews and distillations when they need them. The various lines of business under his management move on steadily without halt or friction, and the slightest detail never escapes his all-comprehending mind. The Bible commends the business of lodging and feeding humanity, therefore Mr. Pantlind's principal occupation has the approval of divinity. Mr. Pantlind commenced the study of domestic science and the cultivation of the smile that pleases about forty years ago or immediately after he had effected his escape from the paternal roof in the State of Ohio. An uncle, the late A. V. Pantlind, owned a restaurant located in the railroad depot in Marshall, Michigan, and it was at this place the youthful Pantlind entered upon an apprenticeship. In that seemingly distant day the dining car was unknown and the traveling public fed itself from lunch baskets it carried or at the restaurants located at intervals on the routes traveled. After taking the full course in the Marshall scientific feedery, and receiving the diploma of that institution, Mr. Pantlind accompanied his uncle to Saginaw, where the management of the Bancroft House was undertaken, with the nephew in the office. From the Bancroft House the pair journeyed in the course of time to Jackson, where old "Dan" Hibbard needed competent men to proprietorate the Hibbard House. Both of these enterprises were successful. About 1869 mineral springs were discovered at Eaton Rapids and the residents of that little village imagined that their town was destined to become as famous as a health and pleasure resort as Saratoga. A local capitalist named Vaughan erected a large hotel and painted his name over the doors. He needed a landlord and A. V. Pantlind thought he saw hundreds of weary and ill people traveling toward Eaton Rapids and so he leased the plant and furnished it. To complete his preparations for satisfying the public he installed young J. Boyd Pantlind in the office. The springs were widely advertised in the newspapers, but the expected crowds did not appear. Probably the people were "alarmingly healthy," to employ an expression that is said to have been used by doctors and undertakers when busi-

ness was dull, in those years. One night in the fall of 1871 the writer and several reporters for the newspapers of Grand Rapids dropped off a train at Eaton Rapids and made their way to the Vaughan House. All had witnessed the laying of the corner stone of the new State Capitol at Lansing and were tired, hungry and disgusted with the doings of the day. Lansing had been overcrowded. The town had not been able to care for the people decently, and grumbling, denunciation and fault-finding was heard in every quarter. The militia, the secret fraternities, the statesmen, the politicians and the would-be politicians of the State and a vast number of sight seekers thronged the city. The hotel accommodations had been assigned in advance to the politicians, the fraternities to the churches, the militia to the old State Capitol and the school-houses, while the great army of the unidentified was allowed to shift for itself. Before noon the food supply of the town was exhausted and when the exercises of the day commenced the spirit of "unrest" that prevailed could not be described nor expressed. Company B, of Grand Rapids, quartered in the State Capitol, received one-third rations of half cooked beans and sour bread. Hermann Idema, who was present, declared that writing ink was served with the beans. After such an unhappy experience the reader can imagine the effect of the Pantlind hand-grasp, the Pantlind smile, the Pantlind words of sympathy and the especially prepared Pantlind dinner, served in the Pantlind style upon the much abused newspaper writers. But to dismiss Lansing and the occasion that caused so much discomfort for the people upon that eventful day and return to the consideration of our friend and his affairs:

Before the anticipated thousands had fairly begun their journey toward Eaton Rapids, the Vaughan House was consumed by fire and a few weeks later the Pantlinds moved to Saginaw and resumed the management of the Bancroft House. In 1873 they came to Grand Rapids, leased the Morton House and commenced a business that was destined to continue many years. Upon the death of A. V. Pantlind, nearly a decade ago, J. Boyd Pantlind became the sole proprietor of the Morton House and in later years the Hotel Pantlind and the Ottawa, at Ottawa Beach, were added to his cares and responsibilities.

Mr. Pantlind takes a lively interest in public affairs and is a generous giver to charity. He is a member of the Park and Cemetery Commission, a Director of the Grand Rapids National City Bank and the Grand Rapids Railway Company and has been a useful member of the Managing Board of Butterworth Hospital. He is fortunately and happily married and his beautiful and accomplished "Jessie," as he tenderly calls her, is his safest and best counselor. Very wisely Mr. Pantlind defers to the "intuition" whatever one may call that indefinable sense of women that makes them the superior of men

in many things possessed so strongly by his wife. Mrs. Pantlind is the daughter of the late Hon. Moses V. Aldrich, a man remembered for his strength of character and kindly heart. The unerring judgment of the alert and keen mentality, the spirit of gentle courtesy and unaffected loyalty to high ideals of the father is the heritage in a large measure of the daughter, and J. Boyd Pantlind is happy in its enjoyment.

Arthur S. White.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, June 19—Spot coffee is steady, with the actual volume of business rather light, as has been the case for some time. It has been pointed out that the holdings of country dealers must be running very light; and that in all reason there ought to be a wave of coffee activity coming in. But the wave does not wave a bit. At the close Rio No. 7 is worth in an invoice way 12½¢ @ 12¾¢. In store and afloat there are 2,338,552 bags, against 2,827,590 bags at the same time last year. Rather impressive coffee figures are those showing the receipts of coffee at primary points—Rio and Santos—from July 1, 1910, to June 16, 1911, 10,370,000 bags, as compared with 14,723,000 bags at the same time last year. Milds are quiet with good Cucuta quoted at 13½¢ @ 13¾¢.

Some interest among tea men has been shown by the arrival of samples of first crop Congous. Prices are regarded as pretty steep, but the quality shows excellently as to cup quality. Quotations along the general line of teas, however, show little, if any, change.

Sugar has taken a turn toward activity as the canning season progresses. Buyers are taking more liberal supplies and there is really a "market." The general rate for granulated is 5c less 2 per cent. This is

about twenty points under a year ago.

Buyers of rice are making out with the smallest possible quantities, and the general situation shows absolutely no change. Prime to choice domestic is quoted at 4¼¢ @ 5c.

The hot weather has taken what little life there was in the molasses market and the week shows so few transactions that the article might be eliminated from the list. The few sales made show a steady range of values—25¢ @ 32c for good to prime open-kettle. Syrups are quiet.

Spices show little, if any, animation and matters in general move along in the same rut they have occupied for a long time. Supplies of spices are not overabundant, but there is plenty to get along with for the present.

Canned goods have had a little turn for the better and especially is this true of peas. The cheaper grades are most active, but the whole line seems to attract more attention than other articles. The dry weather up-State has doubtless had some deteriorating influence, but there will probably be a fair pack after all. Standard 3's tomatoes are quite generally quoted at 82½¢, with some asking 85c. Other goods are selling in about the usual manner, with little, if any, change.

Butter is doing some better, especially for better grades. Creamery specials, 24c; extras, 23c; firsts, 21¢ @ 22c; process, 19¢ @ 20c; factory, 17¢ @ 17½¢; packing stock, 15½¢ @ 16½¢.

Cheese is well held at 11¾¢ for best new stock; old, 12½¢ @ 13½¢.

Eggs are steady, with best Western quoted at 17¢ @ 19c. The hot weather has a depressing influence in this market.

Where Words Count.

"It is deeds, not words, that count."

"Oh, I don't know. Ever send a telegram?"



We have the output of 30 factories.

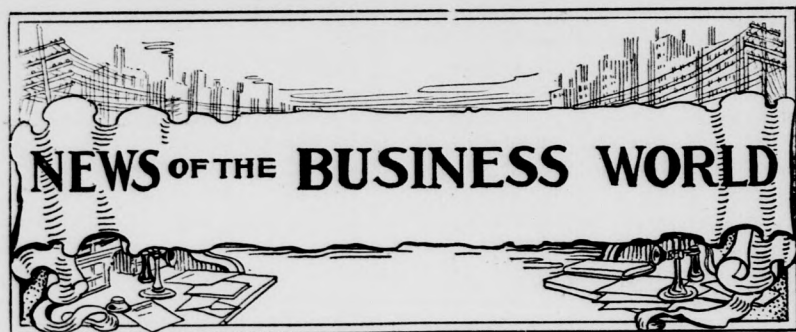
Brick, Limburger in 1 lb. Bricks, Block Swiss. Write for prices.

Milwaukee, Wis.

WORDEN GROCER COMPANY

The Prompt Shippers

Grand Rapids, Mich.



Movements of Merchants.

Detroit—The Kinsey Motor Car Co. has changed its name to the Jefferson Motor Car Co.

Eaton Rapids—A. L. Boice has opened a machine shop in connection with the Eaton Rapids foundry.

Detroit—The capital stock of the Renfro Speed-O-Meter Co. has been increased from \$50,000 to \$75,000.

Saginaw—The Duryea Automobile company has been capitalized at \$300,000. The concern will move here from Reading, Pa., and make hard tire machines.

Shelldrake—The Shelldrake Lumber Co. has engaged in business with an authorized capital stock of \$100,000, all of which has been subscribed and paid in in cash.

Jackson—The Jackson Coal Co., Ltd., has engaged in business with an authorized capitalization of \$50,000, all of which has been subscribed and paid in in property.

Detroit—The Detroit Machinery Supply Co. has engaged in business with an authorized capital stock of \$8,000, of which \$4,400 has been subscribed and paid in in cash.

Port Huron—The Port Huron Paper Co. has been incorporated with an authorized capital stock of \$80,000, of which \$40,000 has been subscribed and paid in in cash.

Cadillac—A new company has been organized under the style of the Cadillac Chair Co., with an authorized capital stock of \$100,000, of which \$50,100 has been subscribed and \$10,020 paid in in cash.

Detroit—The Commercial Body Co. has engaged in business to manufacture auto bodies, etc., with an authorized capital stock of \$30,000, of which \$20,000 has been subscribed, \$200 paid in in cash and \$3,800 in property.

Lansing—The Whitaker Switch Throw Co. has been incorporated to manufacture switch operating devices and other railway accessories, etc., with an authorized capital stock of \$75,000, of which \$45,000 has been subscribed and paid in in property.

Kalamazoo—A \$5,000 loss was sustained by the Inman Paper Box Co. as the result of a fire. The factory would have been a total loss if it had not been for the timely discovery of the flames by a little girl named Helen Barrett. She immediately called the fire department, and the greater portion of the building was saved.

Saginaw—The Michigan Sugar Co. is installing at its Carrollton factory the Steffens reduction process at a cost of several thousands of dollars. It is the same process that is in use at the Crowell and Caro factories. By

its use 20 per cent. more output can be obtained. It involves, however, the use of more lime, coal and workmen.

Munising—A woodenware concern capitalized at \$50,000 has been established here with the aid of the Cleveland Cliffs Co., which has taken a block of the stock. The company has acquired the patents, good will and business of the Freeman Manufacturing Co., of Kalkaska, and will commence work with a force of 50 men as soon as the plant can be erected.

Shelby—The Shelby Milling Co. has been purchased by Richard Harrison and R. O. Hamill, who will continue the business as a copartnership under the style of Harrison & Hamill. For twenty years George B. Getty has been the controlling stockholder and had the active management of the business, his associates being D. H. Rankin and George E. Dewey, and since the death of Mr. Rankin, his heirs have retained their several interests. Mr. Getty has been anxious to retire from business activities for several years, he feeling that the work was too great a demand on his health and strength. The mill is the pioneer industry of the town, it being established about thirty years ago by Wm. Banks, the veteran miller, passing through several hands before coming into the ownership of those who have now disposed of it.

Manufacturing Matters.

Bangor—Fred Hahn, baker, recently died as the result of pneumonia.

St. Clair—W. A. Shaw succeeds Mrs. G. W. Jones in the grocery business.

South Boardman—Clarence Scott has closed out his jewelry stock and removed to Maple City.

R. W. Swayze, of Lowell, has purchased and will operate the I. C. Shipman coal yards in this city.

Quincy—C. E. Wise has sold his dry goods stock to E. C. Clark, who has been engaged in the dry goods business at Tekonska for the past ten years.

Kalamazoo—L. Isenberg, proprietor of the Bell shoe store, has purchased the C. A. Peck store building at the corner of Main street and Farmers' avenue.

Detroit—The A. Shanbrom Co. has engaged in the general metal business, with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in cash.

Battle Creek—C. Muir has sold his interest in the Kendall Street Grocery Co. to Elbert Neice. The business will be conducted by Mr. Neice

and Raymond Thompson under the style of Thompson & Neice.

Ann Arbor—Every grocery and meat market in the city will be closed Wednesday afternoons during July and August, beginning July 12. Every firm except one were in favor of the plan, and several were in favor of closing all day.

Detroit—The department store of Albert M. Barnes, 215 and 217 Gratiot avenue, was badly damaged by fire early Sunday morning. It is not known just what caused the blaze, but before it could be put out considerable damage was done. Mr. Barnes estimates his loss at over \$30,000.

What Other Michigan Cities Are Doing.

Written for the Tradesman.

The Kalamazoo Commercial Club has issued a directory of that organization, containing constitution and by-laws, also the names of officers from the date of its organization in 1904 to the present time.

Bay City will entertain the tenth annual convention of the Michigan Rural Letter Carriers July 25 and 26.

The industrial situation in Jackson, barring possibly the strike of boilermakers at the Michigan Central shops, is the best in years, with all factories running full time and some of them over time.

The Pere Marquette Railroad offers to contribute \$250 for advertising Ludington if the Board of Trade or business men will raise a like amount.

There will be big doings in Cadillac the week of Sept. 11. The Northern District Fair is on during four days and the West Michigan Press Club will also meet there during the week.

The Reed City Board of Trade has the largest membership in its history and is square with the world, financially.

Reports from Petoskey, Traverse City and other Northern points show that the rush of summer resort business is on earlier than usual and the season promises to be a record breaker.

The Lansing Business Men's Association is discussing the advisability of holding a county fair in Lansing next fall. It is proposed to form a stock company, known as the Central Michigan Fair Association, and to hold annual fairs on the race track grounds, East Michigan avenue.

Detroit will entertain five conventions this week, the largest being the Christian Endeavors of the State, which it is estimated will draw 5,000 visitors.

Battle Creek reports show that 240 houses have been erected there in the past year. Suburban homes are not included. Almond Griffen.

The Self Made.

"What you see in that creature to admire I can't see," said Mrs. Dubleigh. "Why, she's all made up. Her hair, her figure, her complexion—every bit of her is artificial."

"Well, what of it?" retorted Dubleigh. "If the world admires self-made men, why shouldn't it admire a self-made woman?"

The Sturgis Retail Merchants Join Hands.

Port Huron, June 20—Last Thursday evening I organized a Retail Merchants' Association at Sturgis, with almost every merchant in the city as a member. They will take up the matter of a reporting and collection department in their Association and have a paid Secretary to look after their interests. Early closing and the half holiday will be discussed at their next meeting. The officers are:

President—Louis Loetz.

Vice-President—Wm. Brokaw.

Secretary—W. C. Rehm.

Treasurer—S. E. Williams.

The Traverse City Business Men's Association will hold their annual picnic on June 30. They expect to have about 8,000 in attendance, as almost every one takes that picnic in.

Battle Creek grocers close every Thursday afternoon during June, July, August and September.

Port Huron grocers and butchers held their first afternoon off last Wednesday and every one closed but three, which is doing finely out of eighty grocers and butchers.

I would like to hear from the live ones who believe in organization, with a view of getting together in the following towns, as I wish to have more towns in the Western part of the State organized and to be well represented at our next convention at Traverse City next February, Howard City, Cedar Springs, Greenville, Big Rapids, Hersey, Reed City and Evart.

J. T. Percival, Sec'y.

Preserving Eggs.

The logical time to put eggs away is in March, April, or May, when they are cheap. It is advisable to do it as early as possible, before the temperature is high. They must be unquestionably fresh. The ideal way is to drop them in the solution as soon as they are brought from the nest. When this can not be done one should secure them not more than three days after they are laid. Soiled eggs, cracked ones, or those that have been washed, can not be used.

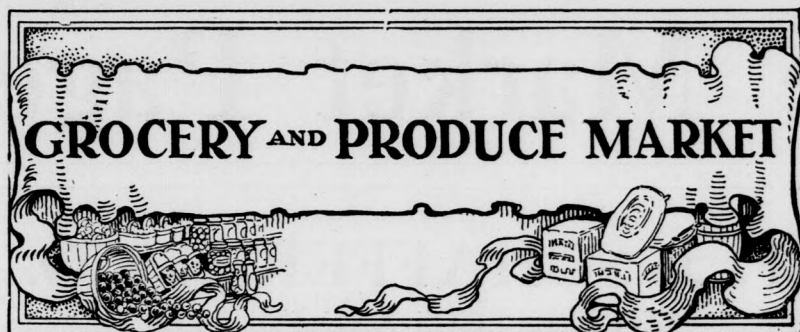
Silicate of soda is a thick, syrupy liquid sold by the pound at drug stores. In ten-pound lots the price is usually 10 cents per pound for the best grade. Ten pounds will make enough solution to cover fifty dozen eggs, making the cost 2 cents per dozen. There are three grades of silicate of soda on the market. An inferior quality costs a trifle less than the best, but the saving may result in loss of eggs.

To prepare the solution stir one part of silicate of soda into sixteen parts of water that has been boiled, cooled and measured.—Harper's Bazar.

Stopping His Impudence.

"Was the grocer's boy impudent to you again when you telephoned your order this morning?"

"Yes, Mrs. Cobb, he was that; but I fxit him this time. I sez, 'who the hell do you think you're talkin' to? This is Mrs. Cobb.'"



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, 40c per doz.
 Butter—The market has been very active during the week at an advance of 1c per pound. There is a very good demand for all grades for consumption and also a considerable demand for speculation, and the receipts have therefore been cleaning up every day. The quality of the current arrivals is running very good, and the make is about normal for the season. The outlook is for a continued good demand and well maintained prices. Local dealers hold fancy creamery at 23c in tubs and 23½c in prints. They pay 17c for No. 1 dairy and 14½c for packing stock.
 Butter Beans—\$3 per bu. box.
 Cabbage—New commands \$2.75 per crate.
 Celery—\$1.35 per doz. for California.
 Cherries—\$1 per crate for sour and \$1 per crate for sweet—16 quart crate.
 Coconuts—60c per doz. or \$4.50 per sack.
 Cucumbers—85c per doz. for hot house.
 Eggs—The market has remained stationary during the past week. The quality is good, considering the warm weather, and the consumptive demand is absorbing the receipts. The market is in a fairly healthy condition, and no radical change seems in sight in the immediate future. All the eggs coming in are going into consumption; the speculators have gotten about all they want. Local dealers pay 13c 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—50c per doz.
 Onions—Egyptian, \$3.75 per sack of 112 lbs.
 Oranges—Washington navels, \$3.25@3.75; Mediterranean Sweets, \$3@3.50; Late Valencias, \$3.75@4.
 Musk Melons—Rockyforbs command \$3 for 54s and \$3.50 for stand-ards.
 Pieplant—75c per box of about 45 lbs.

Pineapples—Cubans are out of the market. Floridas command \$2.75 per crate for all sizes.

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

Potatoes—Old stock, \$1 per bu.; new, \$6.25 per bbl.

Poultry—Local dealers pay 10c for fowls; 6c for old roosters; 10c for old ducks and 13c for young; 13c for turkeys; broilers, 1¼@2 lbs., 20c.

Radishes—12c per doz.

Spinach—60c per bu.

Strawberries—Home grown fetch 75c@\$1 per 16 quart case.

Tomatoes—Home grown hot house, \$1.25 per 8 lb. basket.

Veal—Dealers pay 6@10c.

The Grocery Market.

Sugar—The market is unchanged. Raws are steady to firm, but show no change for the week. Refined sugar is likewise steady at the last-quoted advance and is in very fair demand.

Tea—Prices throughout are held steady to firm, on account of the comparatively small available supply. News reached this market from China during the week that the first new crop low grade green teas, which have always been artificially colored, were again artificially colored by the Chinese this year, through some inexplicable misunderstanding of the order that such teas would not be admitted to this country after May 1. This will probably affect the early supply of these teas in the United States. Low grade Ceylon-Indias are ruling very high, to the wonderment of the trade. Teas which not long ago brought only 8c are today commanding 16½c.

Coffee—Prices show a slight advance on some grades in the Eastern markets. The demand is only normal for the time of year. The advices received have been very bullish of late from Brazil, but it is only a guess as to what may happen before the new crop arrives.

Canned Fruits—Wholesale grocers have been having some trouble in getting sufficient supplies for their trade in blueberries, raspberries and strawberries. Prices on nearly the entire line are the same as quoted a month ago. Gallon apples hold firm and the demand is very good considering the price at which they are sold, this however is the reason for them and some consumers will buy them regardless of price. So far none of the California fruit canners have come out definitely with opening prices on the new pack, but prices are looked for any day, and from present conditions they are expected to be a little higher than a year ago.

Canned Vegetables—The market on tomatoes shows considerable strength and prices have been advanced in some markets. The demand is heavy, which is also true of corn and peas. Pea picking in the South and in Maryland is reported to be very unsatisfactory on account of the drouth, some canners reporting that not over 50 to 60 per cent. as many will be canned this year as last. Prices on asparagus this year is much below those of last year, and most wholesalers are looking for an increase in the demand. The market is unchanged on either spot or future corn and the demand is of a fair size.

Dried Fruits—Peaches on spot are unchanged, quiet and steady to firm. Spot apricots are about cleaned up, and future cots are ruling very high. Raisins are unchanged and steady; demand quiet. Currants are unchanged, the future price being a shade below spot. Spot prunes are hard to find, the market being decidedly bare. Prices are very high. Future prunes are a little easier, if anything, for shipment late in the fall the assorted price is as low as 4c per pound. The demand for future prunes has not been heavy.

Syrup and Molasses—Glucose is unchanged. Compound syrup is quiet at ruling prices. Sugar syrup is dull and unchanged. Molasses is unchanged in price and in quiet demand except from bakers.

Cheese—The recent low prices have stimulated the consumptive demand to a large degree and this with the speculative demand has made the market very firm. The quality of the cheese arriving is very good. The outlook is for a continued good consumptive demand, as well as some demand for speculation.

Provisions—Everything in the smoked meat line is very firm at an advance of ½c during the week. This is due to increase in the consumptive demand, usual for the season. Pure lard shows much better consumptive demand and the market is firm. Compound lard is in very low sale, but is firm. Barrel pork is steady and in moderate demand at unchanged prices. Dried beef shows good demand and an advance of ½c. Canned meats are steady and unchanged, with a fair demand.

Fish—Cod, hake and haddock are unchanged and in light demand. Salmon on spot shows no special activity, the chief demand being for pink Alaska, which are ruling at \$1.32½@1.37½ in a large way. Alaska pink salmon is the wonder of the trade this year. Within a comparatively short time it was going begging at 60c. Domestic sardines are unchanged and in fair demand. Imported sardines in fair demand at unchanged prices. Mackerel shows some signs of firmness, but a very light demand. The trade are beginning to take some interest in new mackerel.

The Drug Market.

Opium, Morphine and Quinine—Are steady.

Goldenseal Root—Is higher.

Camphor—Is slightly lower.

Balsam Peru—Has advanced.

Canadian Balsam Fir—Is lower.

Too True.

Senator Jones, of Washington, was one of a congressional party that looked into the Government's reclamation plans last summer. The party was headed by Carter, of Montana, and traveled extensively and worked hard.

They came to a little hamlet in Arizona, perched on a sandhill, which was dry, hot, dusty and miserable. The inhabitants wanted to hear a speech.

"Talk to them, Jones," said Carter.

"But what can I say to such a God-forsaken community as this?" asked Jones.

"Oh, cheer them up. Tell them something cheerful," replied Carter.

Whereupon Jones, wiping the sand out of his eyes, stepped out on the end of the car and began: "My fellow citizens: Most of your future is before you."

Profitable Merchandising.

"Happy is the man that findeth wisdom, and the man that getteth understanding. For the merchandise of it is better than the merchandise of silver, and the gain thereof than fine gold. She is more precious than rubies; and all the things thou canst desire are not to be compared unto her. Length of days is in her right hand; and in her left hand riches and honor."

Not a Musical Critic.

Eight or nine women, assembled at luncheon, were discussing ailments and operations as eight or nine, or one or two, or sixty or seventy women will. The talk ran through angina pectoris, torpid liver, tuberculosis and kindred happy topics.

"I thought," commented the guest of honor, "that I had been invited to a luncheon and not to an organ recital."

A new company has been organized under the style of the Consumers Mills Co., for the purpose of manufacturing and dealing in knit goods, etc., with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and \$1,120 paid in in cash. Those interested are Joseph W. Putnam, Martin D. Verdier and Robert Y. Speir.

Walter Winchester and C. C. Follmer, accompanied by their wives, sail for Liverpool on the Arabic the middle of July. Mr. Follmer will take his automobile with him and the party will make a tour of the principal cities of England and Scotland, covering a period of four weeks.

Virtue is not expensive. Probably it is for that reason that virtue is less fashionable than it would otherwise be.

The Yuille-Miller Co., wholesale fruit and produce dealer, has changed its name to the Yuille-Carroll Co.

The Grand Rapids Cigar Box Co. has increased its capitalization from \$20,000 to \$30,000.

The greatness of a man's sorrows is known by his sighs.

Detroit Produce Market Page

Detroit Butter and Egg Board.

Detroit, June 16—Butter receipts, 290 packages.

Extra creamery, 22c.

First creamery, 20c.

Dairy, 16c.

Packing stock, 15c.

Eggs—Receipts, 779 cases.

Current receipts, 13c.

Creamery butter and packing stock are in good demand.

Eggs—The quality continues poor. Some receipts are selling as low as 10@12c. Shippers should move their stock promptly during hot weather.

New York.

Butter—Receipts, 7,130 packages.

The tone is firm.

Extra creamery, 23c.

Renovated, 17½@18½@19½c.

Packing stock, 16@16½c.

Eggs—Receipts, 14,951 cases.

The tone is steady.

Extra fresh, 16@17c.

First fresh, 14½@15c.

Chicago.

Butter—Receipts, 18,941 packages.

The tone is strong.

Extra creamery, 22c.

Packing stock, 15½c.

Eggs—Receipts, 17,212 cases.

The tone is strong.

Prime first fresh, 14c.

First fresh, 13c.

F. J. Schaffer, Secretary.

Butter and Eggs In Special Depots.

Special depots to handle cream, butter and eggs, and nothing else, may be the ultimate solution of this produce problem, which is now one of the most perplexing which confronts the grocers, the farmers and the pure food officials.

The present arrangement is generally unsatisfactory. It is unsatisfactory to the grocers, because there is not much profit in butter and eggs anyway. It annoys the farmers because they often want pay from the grocer promptly, and can't wait to have the eggs candled, as the law now requires. It annoys the pure food officials because the present situation is difficult to handle and generally unsatisfactory.

It may be assumed, in this bad egg business, that everybody concerned is anxious to find a fair and equitable solution.

Farmers who bring the eggs to market are honest. They are not generally trying to palm off bad eggs on the merchant. If bad eggs get into their cases, it is generally the fault of the way they collect and handle eggs, not because of an intent to deceive.

The grocer, too, is honest; he wants to sell good eggs; he can't afford to sell anything else.

The problem is to get a practical plan of operation.

One of the state food inspectors says, "In my judgment, the best way out is to be found in the establishment of butter, cream and egg depots. These establishments could have time and facilities for testing the cream, grading the butter, and candling the eggs. The average grocer is too busy to candle eggs, especially on Saturday, when the big rush occurs. It is not very satisfactory to tell a customer to leave the eggs and wait for a report to be made the next week.

"Furthermore, a grocer does not care especially about buying butter and eggs. He realizes that unless he buys the butter and eggs of his customers, they will not trade with him. Often he buys eggs and butter which he does not need, and which is possibly inferior in quality, simply because if he does not buy, the farmer will take his trade elsewhere, and the grocer will lose the business.

"It would be more satisfactory to the farmer to take his eggs somewhere where he could have them candled at once and get his money; to take his butter where it could be graded at once, and paid for. Then the farmer would be in position to go to the grocer and pay cash for what he wants. It would be a relief to both grocer and farmer to have the butter and egg business handled by someone else. Cream might also be handled through the same depot with profit, as much of the cream which is now shipped to the creameries reaches them in bad shape. It is not collected quickly enough, or handled carefully enough. The depot devoting itself to cream, butter and eggs would be able to give better service.

"The only places where this system would not apply very well would be in the very small country town, where the business is not large enough to justify the establishment of a special depot for handling butter, cream and eggs. In these communities the best solution I can see would be either for the farmers to arrange to send their eggs to the nearest depot, or else to have the local merchant buy the butter and eggs under more strict rules than at present. The chances are that the eggs and butter could be collected with the cream, and taken to the nearest depot."

Why They Miss It.

Some people never find the road to happiness because they keep looking for a highway where everybody else will turn out and let them "hog" the middle.

ESTABLISHED 1891

F. J. SCHAFFER & CO.

BUTTER, EGGS AND POULTRY

396 and 398 East High Street, Opposite Eastern Market

Associate Houses { Ionia Egg & Poultry Co., Ionia, Mich.
Dundee Produce Co., Dundee, Mich. Detroit, Mich.

L. B. Spencer, Pres.

F. L. Howell, Vice-Pres.

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

SPENCER & HOWES

Wholesale and Commission Dealers in Butter, Eggs and Cheese

26-28 Market Street, Eastern Market

Branch Store, 494 18th St., Western Market

TELEPHONES { Main 4922
City 4922

Detroit, Mich.

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

::

Eaton Rapids, Mich

BUTTER, EGGS
CHEESE, FRUITS
PRODUCE OF ALL KINDS

Office and Salesrooms, 34 and 36 Market St.

COLD STORAGE
AND FREEZING
ROOMS

435-437-439 Winder St.

R. HIRT, JR.

WHOLESALE FRUITS AND PRODUCE

PHONES { Main 1218
Main 5826

DETROIT, MICH.

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

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

DETROIT, MICH.

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.

WORDS THAT RING.

To Benefit Yourself You Must Benefit Humanity.

Written for the Tradesman.

He who creates, generates and manufactures the thought of his time, creates, generates and manufactures the thought of all the times that follow. If your brain is creating, generating and manufacturing the necessary thoughts in this progressive age, it will not live in the times to follow, but the product of its labor will go on forever. No man nor thing will ever be able to stop it.

James Oliver was one of our greatest business men. His brain created, generated and manufactured thousands of thoughts that will never die, yet Oliver's brain is gone. Every business man to-day is influenced by the same thoughts that controlled Oliver and many others. The reason James Oliver's thoughts will continue to live is because he had a beautiful and great talent, which was unique and simple. His greatest talent was fed with thoughts that made him say, "To benefit yourself you must benefit humanity."

When the business world realizes this principle it will live forever. When an individual who is doing business for himself realizes this great thought of Oliver's, he will live forever.

I wonder how many of you retailers are trying to live. If the truth is known most of you are trying to create and manufacture a bigger business and a larger bank account. Well, I guess that's right. Your business should progress with the times, but who must get credit for the thoughts of progression? Is your name being mentioned as an original business thinker? Is your name going down in history as a man who worked as hard for humanity as he did for himself? "To benefit yourself you must benefit humanity." These few words are going to ring in your ears for all time to come. You will never get so busy that they are not going to make you stop and take notice. If you want a better business get into a line of better thoughts. Philip D. Armour said, "Anybody can cut prices, but it takes brains to make a better article." Here are a few more words that will never die, while Armour is dead and gone. It is the better article we want and there is only one way to get it—work with better thoughts.

John Jacob Astor said, "The man who makes it the habit of his life to go to bed at 9 o'clock usually gets rich and is always reliable. Of course, going to bed does not make him rich—I merely mean that such a man will, in all probability, be up early in the morning and do a big day's work, so his weary bones put him to bed early. Rogues do their work at night. Honest men work by day. It is all a matter of habit and

good habits in America make any man rich. Wealth is a result of habit."

This is creating and generating the right stuff. It is the truth which makes us free. It is the natural way which makes us rich. It is the honest way which makes us happy, wise and successful. It is the desire to be useful which helps us along in this world.

If you want "civic beauty" be beautiful, mentally as well as otherwise. The article on Civic Beauty, published in the Tradesman on December 7, was a very fine article. Those words will never die. This is another example of creating, generating and manufacturing good thoughts which will help us to live forever.

"The true phase of beauty is in the life of the people." "Letting things go helter skelter is a losing business." The brain that created, generated and manufactured the above words is very much alive—the editor of the Tradesman will not be forgotten. Every retail merchant who reads good things for the purpose of developing his brain will not be forgotten. The time has arrived when we need brains more than money.

Get out of that helter skelter habit. Be beautiful mentally. Purity, honor, cleanliness, decency, order and quietness all are born in the brain that is developed by honest efforts. Our cities will grow beautiful in accordance with the education of the people. If your town is filled with weak, feeble and cranky people who do not really know how to make a city beautiful—that it may be remembered—try to do something yourself—if you must stand alone.

Show the people of your city that you are working for them. Help poor humanity along. It needs you and every other man. Say something good if it kills you. Stop talking about bad things. The only way to kill bad things is to be indifferent towards them and do all the good you can. The blunt, impoverished, deprived and powerless people of your city need a great brain to help them. They have too many people pushing them down, down, down.

What we need is a court of justice in every retail merchant's mind. It is true that it takes a genius to be good and useful to humanity, but every man ought to have intelligence enough to take into consideration the environments of each individual and govern himself accordingly. When you meet a poor fellow in the street speak to him. Don't pass him by as if he were not a human being. Help your city and your own life by showing your willingness to be friendly.

Too many of you merchants are the cause of your own troubles. You are overloaded with "that superior air" that Alfred B. Tozer wrote about a few weeks ago.

Plato's plan for an ideal republic

provided rules and laws for the guidance of the individual. That is to say, the individual should learn how to study himself before he should have a right to force things upon the people.

Let us look the truth in the face concerning our own lives with courage and calmness. The will of man is in bondage. We still fail to see that when we wrong another the result reflects upon ourselves.

Sooner or later we will realize that self-sacrifice and universal benevolence is our only salvation for everlasting life and beauty.

You are what you see. You can not be anything else. If you want beautiful things, a grand, successful business, a beautiful city, lots of beautiful smiles as you pass people on the street, begin to see these things in your own life; that is to say, attract such thoughts to your mind and you will be a benefit to your community.

Emerson said, "There is no privacy that can not be penetrated. No secret can be kept in the civilized world." If you do not do right you will not be right and the minds that are honest will know you.

Nature created a police of many ranks. God has delegated himself to a million deputies.—Emerson.

It is our intellectual system that counts. The world knows us by the language we use. The real victory we have won is a verdict rendered according to the amount of honest labor we have performed.

Create, generate and manufacture thoughts that will go to others in their silent moments and inspire them to do right. Then, and not until then, can you say that you are going to live forever.

Edward Miller, Jr.

How Grapes Are Turned Into Raisins.

All grapes dried into raisins are of the color known as white grapes. The Muscat is the real raisin grape, though the table Malaga and Fazerzago wine grape are often dried into raisins.

Quite a few packers buy up these two latter varieties (at a much lower price than Muscates can be bought for) and blend them in with the Muscates. The quality of the pack is not so good, but it enables the packer to quote a lower price and yet make more profit than the packer who packs only Muscates.

Drying the Grapes.

The grapes are tested for saccharine when they appear to have ripened sufficiently and if the percentage of sugar is 24 per cent. the grapes are cut from the vines, placed on clean wooden trays and allowed to dry in the open field, thus gaining the gleam of California sunshine.

When sufficiently dried on one side they are turned, allowed to remain a week longer in the field, then the

trays are stacked, allowing the raisins to finish curing in this way.

Raisins are much better, and lighter in color when cured largely "in the stack." The sun turns the drying grape the brown-blue color it is when it reaches the consumer.

This year there will be few if any Malaga and Fazerzago grapes dried, the frost having injured them so severely. The former will be in strong demand for table grapes and the latter will be required by the wineries at a good price.

Short Crop Predicted.

Practically all the new growth on the Muscat vines have been killed. However, an intermediate crop will come out—making usually, under favorable conditions, from 55 to 70 per cent. of a normal crop. This crop will mature from ten days to three weeks later than the first crop would have been ready to harvest.

This delay makes damage by early fall rains more probable. This is another menace to growers, and the supply of raisins is already probably insufficient to meet the demand. The large Eastern cities are buying freely at the advance prices.

Nineteen hundred and ten raisins will probably advance to about 8c fancy seeded basis coast before the new crop is ready to ship. Prices on new raisins will range from 7 to 7½c, possibly advancing to 7¾c fancy seeded basis f. o. b. coast. Even these prices will scarcely offset the difference in tonnage to growers.—Vivia A. Mowat, in Interstate Grocer.

What Is a Millionaire?

An old black mammy in a Southern town was condoling with her young mistress about living in a large house.

"An' you here all alone. Why don't you sell it, Miss Mary?"

The answer was that her mother would not part with her homestead.

The darkey was silent for some moments and then with reassuring enthusiasm: "Now, I knows a way out, jes' take my advice, you get married."

The mistress replied sadly that it would be the same if she had a chance to marry a millionaire.

The darkey looked at her with a shrewdness born of experience. "Now, Miss, I ain't lived all my life for nuthing. If you can ketch one of them millionaires, and he is a good, steady, sober, industrious man, and saves his wages, jes' take him on the spot, honey."

Had His Nerve.

"I'm afraid," the father replied, "you would not be able to support my daughter in the style to which she has become accustomed."

"Well, the young man said after he had thought the matter over briefly, 'I am not proud. I'll let you help.'"

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E. A. STOWE, Editor.

June 21, 1911

ECHOES OF THE STRIKE.

One of the most amusing features of the great furniture strike in this city has been the comment made thereon by newspapers and periodicals published at a distance from Grand Rapids. The Outlook is a publication of which all good men and good women are justly proud because of its aim to be fair and reasonable, but the editorial comment on the strike in the Outlook has been little short of ridiculous. In its last issue it editorially commended the action of labor unionists in applying for positions as special policemen to preserve order. As a matter of fact, the men who made applications were selected by the union to play the roles of intimidators and spys. Their appointments were due to a conspiracy evidently entered into by the Mayor and the labor union leaders to place union spies and intimidators at the entrance of every furniture factory in Grand Rapids. Some of the men so appointed have been removed for cause and if the Fire and Police Commission was not a servile tool in the hands of the Mayor such men would all be dismissed from the force, because their conduct has been a reproach to the police force of Grand Rapids and has reflected no credit on union labor.

Readers and admirers of the Outlook were very much pained to find in the last issue a communication from Theodore Roosevelt, condemning and assailing General Otis, coupled with a slobbering reference to Gompers, who has long defied every industrial situation, and stands today before the country as the embodiment of all that is unfair and indecent and unjust. The courts have held that the closed shop is criminal and that men who enter into closed shop agreements are criminals, yet, in spite of this, Gompers boldly champions the cause of the closed shop, thus placing himself beyond the pale of decent men and decent women. Mr. Roosevelt's assault on General Otis will make him no friends among decent people. On the other hand, it will alienate thousands of friends who have stood by

him through thick and thin and believed in him, despite his many mistakes. When a man has suffered what General Otis has suffered for the sake of principle and uprightness and given what he has of time and money to social service and civic righteousness, it ill becomes an arrogant writer like Theodore Roosevelt to hold him up to public scorn. In so doing Mr. Roosevelt places himself in an unenviable position before the world. The Tradesman is surprised that Mr. Roosevelt should permit his malice to run away with his good judgment in this respect, and it is more surprised that a sane publication like the Outlook should defile its columns by admitting there to such a flood of misrepresentation and abuse. To do so is neither good newspaper sense nor in line with Christian doctrines and Christian practices, on which the Outlook has long been an able exponent and authority.

The Tradesman has worshipped at the shrine of the Outlook for many years and has held it up as a model to its friends and patrons because of its fairness and impartiality, but if the wild ravings of an irresponsible man are to be given free rein, as Mr. Roosevelt was in the last issue, the good opinion so long entertained of the Outlook will have to be revised.

SUCCESS OR FAILURE.

The dividing line between success and failure may be the merest hair, and yet the opinion of the world is as full of approbation on the one hand as of scorn and derision on the other. The history of the heavier-than-air flying machine had its tragedy in the finer feelings of men long before the Wrights circled about at will. For many years the Secretary of the Smithsonian Institution, S. P. Langley, was experimenting. Had he been less a level-headed scientist in other departments, he would have been discharged as a fanatic; for the world looked upon his schemes for navigating the upper air with as much feasibility as they did the telegraph or were destined to greet the wireless. Yet he kept at work, fully confident that the plan would work sometime. Military men who believed finally turned over to him an appropriation of \$50,000 designed for the Board of Fortifications. And when his last experiment was made, and one which would have been successful but for a trifle, he met defeat with the calmness that he would have received the victory which to the end he believed was almost his. He passed from among us with the reputation of being purely visionary in this, but we now know that it was he who gave us the first flying machine.

Some one has said that it is no disgrace to fall if we rise again. Certain it is that he gave up temporarily only when funds failed; and had life been prolonged only a little the name of Langley would have stood at the head of aerial navigation. Faith, persistence, energy and devotion were his; and the world which laughed is now bowing a reverend head in honor to the man who failed!

THE MILK IN THE COCOANUT.

The furniture strike is a great graft and, strange as it may seem, this city does not tumble to the fact. How big a graft it is and has been can not be stated positively, for those who are working it naturally will not tell, but that there has been good picking in it for the professional friends of labor can not be doubted and that the strike will continue just as long as the picking remains good can be set down as a foregone conclusion.

If the Salvation Army solicits old newspapers or scrap iron around town, there is at once a demand to know what is done with the proceeds. If a colored church sends its sisters out with the hat, there is no lack of enquiries as to whether the cause is deserving. If a poor duck with a game leg asks for a backdoor handout, the police are telephoned for; but the cause of organized labor seems to be regarded as something sacred and above question and the labor leaders work their graft without interference and the victims are the laborers of the city—the class least able to stand the "touch."

When the strike began Organizer MacFarlane repeatedly declared the Brotherhood had \$2,500,000 at its back and that there would be no lack of financial aid for the strikers, no matter how long the trouble continued. He promised a strike benefit of \$8 or \$10 a week and said that, as the strike progressed, the benefit would be increased. When the first remittance from the \$2,500,000 fund reached Grand Rapids it was only \$12,000, only about enough to allow a distribution of \$4 a week to the union men on strike. This continued two or three weeks and then the \$12,000 received from the Indiana headquarters was enough to allow \$5 a week to married strikers, whose number had begun to grow less, some leaving home, some finding other work and some returning to their old jobs. Then the contribution from Indiana, it is stated, ceased coming. The National headquarters knew the strike could not succeed and let it be known that pouring money into a rat hole was not their game. The cessation of supplies from Indiana did not worry the local leaders. They had succeeded in interesting other unions in the strike and a nice flow of cash into the strike treasury had been developed. When the strike began there were about 3,000 strikers on the roll for the weekly benefit. To-day there are less than 1,000 on the list. How much less can not be ascertained. The strike leaders are not telling how many they have left but they are drumming for contributions on the original 3,000 basis and there is reason to believe there is a fair response. Less than \$4,000 a week is being passed out; how much more than \$4,000 a week is being received in strike dues, benevolences from other unions and free will offerings from various sources is known only to the strike managers—and they are not telling. It is certain, however, that there is a fine lot of graft in the game for the MacFarlane crowd to divide and nobody

seems to have the nerve or the disposition to ask for an accounting. This city played the sucker in permitting MacFarlane and his associates, professional agitators and trouble-makers to start the strike. Now it is playing the sucker in contributing to their blind pool and letting them take as much for their share as they may think they need.

CONTEMPT OF COURT.

There is a common notion that contempt of court can only be committed in the precincts of the court room and in the presence of the court, unless it be done by a newspaper printing some court matter that was forbidden, but the power of a judicial tribunal to protect its royal prerogative is great and far-reaching.

Any loud and strident noise on the outside, even if it be made in the course of regular business, if it disturbs the quiet and orderly course of a court, can be ordered to cease, and if the order be disregarded, the parties responsible can be held in contempt and duly punished.

Some days ago the judicial calm of the Supreme Court in New York City was disturbed by the nerve-racking noises made by the riveting machines in operation in the construction of a building near at hand. The din was so overpowering that Justice Page, who was presiding in the court, summoned the superintendent of the new construction and said to him: "Get your lawyer, I want you to show cause why you should not be committed to the Tombs for five days. Sir, you are guilty of contempt of court." The result was that the riveting was stopped during court hours. It is not commonly known that the courts possess the prerogative of the government, whether it be royal or republican. In ancient times the king possessed the power to hear and judge all causes, and in many instances exercised it. Finally, however, the burden became so great that the courts were organized, and in all matters pertaining to their authority and functions they were invested with the royal prerogative and authority, and to enforce their orders and to defend their power and dignity from all unconstitutional invasion and attack are a part of that authority, therefore it is dangerous to attempt to bully a court.

It Is Good For Them.

For nearly a year past the American people have been eating mutton in unprecedented quantities. Killers and retailers have reaped their harvest, and the grower is entitled to sufficient profit to put his business on a paying basis. Five years hence the winter supply of the past season will prove far short of public requirements and the need of the hour is for a set of prices calculated to expand, not repress, production.

The milkman's pump is a well spring of pleasure, but not a fountain of honor.

Cremation is the burn from which no traveler ever returns.

LIMITATIONS OF THE BLIND.

Athletic Field Day in the Western Institution for the Blind, held a few days ago, again evinces that loss of sight is no barrier, and among the sightless athletes new records were made. The world knows of Helen Keller and her wonderful work, but comparatively few know that there are many working in the dark, although few are in her silent world.

It was a blind woman who some years ago astounded the students and faculty of the Union College of Law, Chicago, by gaining the record of having answered in the six months after matriculating every question asked of her—a feat never before accomplished. She prided herself upon wanting to do anything that any one could do, and she accomplished in her brief life much that few could imitate. It was a part of the creed of Blanche Fearing to make the most of herself and to try to help every one around her. She proved that a blind woman can not only excel in industrial work but in brain work.

"They can who think they can" is ever the motto of those who live in darkness. We have in mind one man who keeps a well assorted stock of newspapers and magazines in a small city. He always knows what he has in stock and just where to put his fingers upon it. Just how he gets along so nicely is a mystery to the seeing folk, but it is certain that order and system explain, in a measure, his success. He walks about the streets unattended, but it is needless to say that his other faculties are intensely acute, to make amends for the one defect.

While not one of us would regard approaching blindness as anything short of a calamity, with the present educative methods many worse things might happen. It is certain that in no other way will the memory become so thoroughly trained and developed or the ability to read character through voice and deeds so pronounced. True, blindness has its limitations, but it also leads to heights not ventured by those who are susceptible to dizziness. Be it vocation or avocation chosen, the persistent may win, even although under seemingly unsurmountable difficulties.

CARRIE NATION.

In the death of Carrie Nation the multitude will see only the passing of a fanatic who adopted ways for which her sex will not stand. That she was unfeminine no one will deny; that she was unreasonable is equally certain; but that she was conscientious many who were by no means admirers will not question. It may be that her name will pass down linked with that of Joan of Arc; for like the Maid of Orleans she declared that "hers was the right hand of God."

A glance into her earlier life may render us more charitable to the methods which were evidently the result of indignities in early married life which rendered her so rabid on the prohibition question. Her first husband died of delirium tremens, and this fact should, in a measure,

excuse the intensity of feeling which went beyond reason.

She believed that according to the laws of Kansas it was not only the right but the duty of every temperance man or woman to smash the saloons in that state, and only once did she ever molest a lawfully licensed saloon. Despite the means which no woman of refinement would employ, it must be admitted that a wave of prohibition has surely crept into the trail blazed by her hatchet.

That she was kind hearted is evinced by the fact that she tenderly cared for the mother of the husband who filled a drunkards grave until her death at the advanced age of 90 years. While Carrie Nation will never be enshrined in the memory with Frances Willard, after the prejudices occasioned by her rabid ways have died out she may rank in temperance circles with Ben Hogan and Billy Sunday in religious work, as having touched a phase which responded when it would have been affected only by the vehemence of emotions. Just how much she accomplished only the Higher Power can measure. Had her methods been in keeping with her desires the curse might have received a powerful blow.

MOST DANGEROUS ANIMAL.

Despite the repeated and emphatic warnings which have been sounded regarding the habits of the common house fly, there are dealers in food products who seem totally to disregard them; who take no precaution, or at least very little, in stamping out the evil.

There are some who take hold of a reform for the reform's sake, while others seem to keep the even tenor of their way along the old channel so long as it is lucrative. But the time is near when public sentiment will shun the fly as it shuns a snake. The housewife that discovers laxity in her baker or grocer in this respect will as speedily quit his store as though she found a lion at large.

Once we regarded the fly as an inevitable nuisance, but as it is a neat looking insect we did not realize that the feet so frequently washed were groomed by a tongue equally steeped in the filth of the neighborhood. The microscope had not then revealed the millions of microbes which may be clinging to this six-footed combination. All this is now changed. The cry of danger is heard on every side.

A well-screened store room means not only comparative freedom from flies, but the price of the screens is saved many times in a single season through the freedom from damage to goods such as would be regarded unpardonable, even if the sanitary aspect of the matter were entirely omitted. The fly swat speedily finishes each morning the stragglers that slipped in during the previous day. Absolute cleanliness about the premises will reduce the numbers of hangers on and attention to this detail will be a money-getter, even if you have no higher aim in life. More, if you choose to ignore the warning public opinion will soon consign you

and your goods to oblivion. Public progress is irresistible and the more determined when the question of health is involved.

HUNTING OUT THE NEEDS.

A commercial man recently found need of a dictionary and was as much entertained as inconvenienced to find that the town of a thousand inhabitants in which he chanced to land contained not a single dictionary worthy of the name on its shelves.

On first enquiry he was sent to a department store, said to contain a few books. These proved to be only for juveniles. Next he was advised to try the drug store, where "a few books were kept." Here it was that he encountered the 25 cent dictionary, which he decided was worse than none. Yet in relating the incident to a fellow traveler, he was met with the guarantee of a bigger story, which ran as follows:

"Once I was in Erie, Pa., and enquired for a book store, to receive the startling intelligence that 'Erie has no book store.' Further search only confirmed the first assertion. While citizens were not willing to admit that they did not use books, that the city did not contain a single book store was soon beyond question."

Surely it is up to the enterprising tradesman to look for the deficits in his own community. Here is an opening for the book store man or the manager of an up-to-date department store. In your own town the lack may be a hardware store or a shoe shop. If you can supplement this lack by a selected stock of material, the patronage of an appreciative people will be your reward. It is not always what you see people buying which gets the greatest returns. What they would like to buy if it were brought within their reach or to their notice may prove equally acceptable. The addition to your stock will score you a vote of thanks for enterprise and people will fall into the way of looking to you for goods which they think should be in the town but which have not been.

TREE-TOP NEIGHBORS.

Tree-top neighbors are constantly changing with the seasons, and happy is he who can boast of one such from which to view a little world of its own, with its comedy and its tragedy, its choruses and its threnody.

But a few minutes ago there came a call from one of the young folks of the household to see the funny visitor. And there on the porch, directly in front of the open door, stood a young robin, not yet the proud owner of a tail rudder, and with a helpless attitude that would be pitiful did we not know that its trouble is of short duration. While with a peculiar squeak it fluttered to an adjoining tree and perched quite ill at ease, we know that in a week or two it will be at work among the ripe cherries with all the ease and agility of the parent bird.

Again comes a suppressed shout of admiration and the bright hues of the scarlet tanager flit before us. It is rarely a resident of the yard, the deep

woods being more to its liking. Yet the appearance of its smaller, olive-mantled mate is evidence that it is at home, and we have but the pleasure of locating this nesting place. Cat-bird and oriole vie with each other in the melody of their snatches of song, the former being almost sure to terminate its music with the characteristic "me-ow" just when we were about to grant its superiority in the musical way. But this is very much like some people we have known, who are continually spoiling the effect of their good deeds by some selfish or disagreeable act.

We may shun gossip and despise those who pry into other people's affairs and yet our tree-top neighbors are wonderfully entertaining, and in the out-door life so universal they seem specially fitted for a more than pleasing part.

ACROSS THE SEA.

It is said that 300,000 go to Europe annually, averaging \$1,000 each in expenses. While for those who have special reasons for wanting a salt water trip there is no substitute, so far as seeing sights is concerned, we sometimes forget that we have greater mountains and glaciers than the Alps can offer in our own land.

It is a bit humiliating to go abroad and when asked as to certain well known points of interest in our own land be forced to confess that we know them only at second hand. For natural scenery America need take second place in the presence of no one. If a study of sociology is desired, there are several of our great cities which offer most interesting problems for study. If we would study art, there are numerous galleries which offer at least a preliminary study to the old masters. If we would go into ancient history or ethnology, the cliff dwellers of Arizona prove worthy of research. If we would learn the story of the rocks, the mountains of the Rocky and Appalachian systems were in process of uplifting in the most remote ages. What has Europe to place in comparison with our Yellowstone Park, our Niagara or our Mammoth Cave? What natural resources to cope with our corn and cotton? What industries that will surpass our manufacturing plants or our steel mills?

Without wishing to detract in the least from the advantages of travel, we would first impress the pleasure and the advantages of home travel. Once we learned geography by studying first the map of the hemispheres. Now we commence with our own school yard. The plan is a logical one, equally well adapted to our wanderings.

Nature has provided vegetation for the lungs as well as vegetables for the stomach; swallow the breath of trees and grass.

The easiest and cheapest way to obtain a change of climate is by opening the windows.

The most sanitary house has the four winds for walls and the sky for a roof.

Banking

Distribution of Bank Dividends on July 1.

The bank dividends have been declared in most instances and it is known what those that have not declared will do. The distribution to be made to the stockholders on July 1 will total \$118,625 in cash and \$30,000 in taxes. The April 1 dividends by those that pay quarterly amounted to \$24,625, making a total of \$143,250 for the half year. This represents a return at the rate of 8.8 per cent. per annum on the banking capital at par of \$3,325,000. The Old National pays 4 per cent. and taxes, the Grand Rapids National City and Grand Rapids National each 4. The Fourth National, Peoples and South Grand Rapids pay 2½ per cent. quarterly, the Kent State 2 per cent. quarterly and taxes, the Commercial 2 per cent. and the Michigan Trust 5 per cent. semi-annual regular and 2 per cent. extra, which will help pay the taxes. The Grand Rapids Savings' 4 per cent. will call for \$8,000, instead of \$6,000 as under the old capitalization of \$150,000. The extra dividend of 2 per cent. by the Michigan Trust compares with 1 per cent. extra last year. From the way the company's surplus and undivided profits have been growing it could do even better and still have something left.

The little South Grand Rapids Bank has been making a handsome showing: With a capital of \$25,000 it has deposits of about \$400,000, which speaks well for the thrift and prosperity of its suburban and farmer constituency. The Bank last fall bought the property it occupies at a cost of \$8,000. This property is at the corner of South Division street and Burton avenue, and this promises to be the business center of the growing Burton Heights district for many years.

When farmer bankers are mentioned J. Boyd Pantlind should not be overlooked. He has a fine farm out on Kalamazoo avenue, and he gets a lot of fun out of it, and it isn't very expensive fun either. He raises chickens, ducks and guinea hens, has a flock of sheep, several hogs and a herd of cows and grows garden sass and fruit. He has an advantage over the other banker farmers in that he has a market for all he can produce, and can fix the prices to suit himself. The hotels, Pantlind and Morton, take all he can bring in, and Mr. Pantlind can make the farm show a heavy loss or a wide margin of profit, according as it may be the tax assessor or an admiring city friend he is talking to.

The Michigan Bankers' Association met in annual convention in Detroit last week and after the session took the steamer, Western States, for an excursion to Buffalo. In midlake the cylinder head blew out, and the steamer was disabled. A sister ship

was near by, the passengers were transferred to her with but little delay and the trip continued. In the old days of sailing craft, when disaster occurred, the tales of the sea tell us that the barrels were broached for one last grand hurrah before going down. The Grand Rapids contingent in peril on Lake Erie, however, insist that nothing of the kind occurred on board their ship; that not a keg was tapped nor a bottle broken until everybody was safely aboard the other steamer. What happened afterward they do not say.

The Grand Rapids bank stocks have good quotations in the market. The lowest is 1.60, and from this level they run up to 2.50, at which figure the Kent State is held. The Michigan Trust has a nominal quotation of 325, but it is known that a few weeks ago a small block changed hands at something over 500. The stocks are all closely held, with plenty of bidders but few offerings. At current quotations the stocks do not net more than 3 or 4 per cent. return on the investment, but what gives them value is that they are safe and in need can be easily converted.

The report of the Postmaster General as to the operations of the postal savings banks indicate that this latest governmental enterprise is a success. As a starter postal banks were opened in forty-eight cities in different parts of the country, and these banks in five months have accumulated deposits to a total of \$390,666, an average of \$1,627 per month per bank. The total of all the forty-eight offices would not be considered a remarkable showing for an ordinary state or National bank in an average live town, but the record is nevertheless very good when it is recalled that the patrons of the postal banks are mostly of an ignorant class which, distrusting the banks, has been depositing its small surplus in old stockings and teapots. To persuade these people, mostly foreigners and very limited in means, to dig up \$390,666 and put it into circulation through the postal banks is certainly considerable of an achievement. A second installment of forty-five banks opened for business on May 1, and these will be followed by others until every postoffice in the country is a receiver of deposits. This city, with its large foreign element, ought to be a good place for a postal bank and no doubt it will come in time. The local banks have been very successful in winning the confidence and the deposits of the foreigners, but a certain proportion can not be reached. The deposits draw 2 per cent., but on July 1 can be exchanged for 2½ per cent. bonds in small denominations.

Lee M. Hutchins was elected First Vice-President of the National Credit

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Look for our advertisement next week.

GRAND RAPIDS SAVINGS BANK

Only bank on North side of Monroe street.

Child, Hulswit & Company
BANKERS

Municipal and Corporation
Bonds

City, County, Township, School
and Irrigation Issues

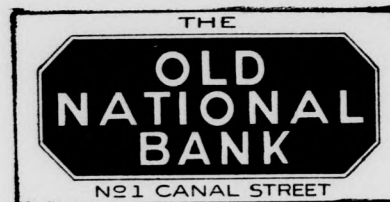
Special Department

Dealing in Bank Stocks and
Industrial Securities of Western
Michigan.

Long Distance Telephones:
Citizens 4367 Bell Main 424
Ground Floor Ottawa Street Entrance

Michigan Trust Building
Grand Rapids

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. 3½ % if left one year.

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
JOHN W. BLODGETT, Vice Pres.

L. Z. CAUKIN, Cashier
J. CLINTON BISHOP, Asst. Cashier

This bank pays 3 per cent. on Savings Certificates if left 6 months, and 3½ 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.

Men's Association at the convention in Minneapolis last week, and the honor was bestowed upon him unanimously. Mr. Hutchins is one of this city's best known and most respected business men and in honoring him the National Association has honored Grand Rapids. Mr. Hutchins has been a member of the National Board, and as such has been one of the most active, earnest and effective workers for wise credit legislation and sane credit methods. His election is a deserved recognition of the service he has rendered, and it will be followed next year by his election to the first place in the Association.

How the Automobile Is Utilized by Bandits.

Through the motor car modern outlawry has found a new field.

The fleetness of the automobile is luring the bandit into new fields of spoliation. It enables him to make lucrative raids into distant country places with reasonable safety from molestation by the police authorities.

Bands of burglars in automobiles have been preying recently upon the rich suburbs of New York City, stealing thousands of dollars' worth of valuables, and the police seem helpless to stop the depredations.

Pirate cars are being used in the Chicago labor war. Gun men in machines have committed murder, exploded bombs and intimidated, threatened and terrorized industrial Chicago, and the police have not been able to capture any of the Apaches.

Several South Side society women came to grief a few months ago after they had made a number of successful sallies into Indiana, upon which occasion they robbed poultry yards, stole butter, eggs, canned fruits, and vegetables.

Yeggmen in motor cars have looted one hundred country banks in Kansas, Oklahoma and Nebraska since last October, and in no instance has there been a capture of the robbers.

Booty amounting to a quarter million dollars has been the reward of the brigands, while execration by both bankers and officers has been the fate of the automobile.

Blame Placed on Auto.

Among the rural financiers in these states the automobile has come into such opprobrium that but few of them will now lend money to individuals for the purchase of machines.

This attitude appears to be a sequel of the wholesale robbery, as the automobile is blamed for much of the crime. Before the coming of the motor car criminals of the class could be commonly overtaken. They went on horseback, and there was little difficulty in heading them off by telephone.

But now it is practically impossible for pursuers to follow pirate cars, because the route taken is unknown, and the rapid progress of the bandits soon puts miles between them and the scene of robbery. With a high powered machine it is easy to travel 100 miles in three hours on prairie roads. Then a change of outer clothing gives the robbers the appearance of tourists, enabling them to motor

leisurely through the most populous cities without arousing suspicion. Besides, the country is alive with parties making cross state runs, and no more attention is paid to a strange car than to a freight train.

Then the unprotected nature of the country bank is a temptation to the yeggmen of the prairies. Generally it is located in a frame building on a dark street, and, consequently is easy of access and entrance. Most of the safes are small and are left unwatched through the night. The town constable may be abroad, but he is too wise to brave a well armed band of desperadoes. The chances are the constabulary is at the railway station swapping yarns with the night operator and not worrying about anything more serious than a hobo stealing a ride on the blind baggage. So the answer is that until too late he knows nothing more of the doings at the bank than the cashier who is sleeping soundly half a mile away.

How Modern Bandit Works.

Thus the 2,000 banks in the little towns and villages of the state named are virtually without police protection. Practically the same method has been followed in every depredation, this being the usual history:

Along about midnight the residents are awakened by one or two explosions. Those daring enough to investigate see an automobile standing in front of the bank and two men with guns threatening to shoot the first person attempting to interfere. Inside the bank are their companions filling sacks with money from the safe. After all the cash possible has been taken the marauders enter the car, fire a few promiscuous shots to intimidate the natives and race madly out of town.

Then comes the gathering of a posse, the cranking up of machines, and a desperate, unsuccessful attempt to follow and capture the raiders. Governors have issued proclamations, legislatures and banking associations have offered increased rewards for the robbers, but the robberies still continue. Sometimes several weeks go by without one; then there may be two or three in a single night.

Occasionally there is a reversion to the Jesse James methods. For instance, a few weeks ago a young man rode up to a Western Kansas bank on horseback in broad daylight. He dismounted, covered the cashier with a revolver, took \$2,500 from the safe and rode away. A wild chase followed, with the advantage of the motor car in the possession of officers.

Loot Still Remains Hidden.

Soon the lone bandit was discerned far in the level distance and the men in the motor car rapidly closed upon the flying horseman. When they came within gunshot their volleys began, but the robber was not taken alive. He shot himself and fell from the horse dead. No money was found when they searched him. Somewhere along the twenty mile course over which he had fled \$2,500 is still hidden.

Rewards now read "dead or alive." Sheriffs have been putting bloodhounds into training and traps into

readiness for the detection of the bank buccaneers.

One country banker contrived an elaborate trap, which, when the robber tampered with the safe, would seize and hold him for the officers. Needing some money to go to the city one night the banker went to the safe, forgetful of the trap. When the heavily armed constable peeked in at the windows he saw the cashier fast, apparently captured while trying to rob his own bank. The banker was able to explain, but he forthwith removed the trap, and now depends on burglary insurance.

How To Prevent Robberies.

From an old bank robber now doing a life sentence in the Kansas penitentiary a theory was procured that perhaps has prevented many robberies. The theory is that no attempt will be made to rob a bank when it is believed some one is on guard. The looters do not want to commit murder; that would be too dangerous. So in many country places plans are put into execution to give visitors an impression that some one sleeps in the bank at nights. A cot is kept in plain view during the day, and after banking hours it is pulled out and a dummy placed on it—as if the watchman were asleep. Burglars study conditions before venturing on their work and always pass up unfavorable situations.

When bank robbing becomes dull the postoffices come in for attention, but that pastime has been halted for the present. The country postoffice has little worth stealing except stamps. For two years the robbers did a thriving business and went uncaught. Then the federal officers got a clew.

Jonas Howard.

Quotations on Securities Handled By Local Brokers.

Last Sale, Asked.
American Gas & Electric,
common 55½ 56½

American Gas & Electric, preferred	43½	44½
American Light & Traction, common	295	297
American Light & Traction preferred	106½	107
Cities Service, common ..	68¾	69
Cities Service, preferred ..	78½	79
Commonwealth Pr. Ry. & Lt. common	60½	61
Commonwealth Pr. Ry. & Lt. preferred	90	90½
Empire District Electric, pre- ferred	80	81
General Motors, common	41	41½
General Motors, preferred	83	84
Grand Rapids Railways, pre- ferred	83	85
Lincoln Gas	23¾	24¾
Mich. Pacific Lumber	10½	12
Mich. State Telephone, pre- ferred	99	100
Bonds.		
Denver Gas & Electric 5's	94	94¼
Grand Rapids Railways 5's		100½ 102½
G. R. Gas Company, 5's ..	100½	101
Jackson Gas Co.	96½	100
Kalamazoo Gas Co.	97½	100
Saginaw City Gas	98	99
Empire District Electric 5's		79 80
Grand Rapids Bank Stocks.		
Commercial Savings Bank	159	161
Fourth National Bank ...	185	
Grand Rapids Savings Bank		160
Kent State Bank	250	
Michigan Trust Company	325	
G. R. National City Bank		159 160
Old National Bank	196	198
Peoples Savings Bank ...	215	
C. H. Corrigan & Co.		

June 20, 1911.

BONDS

Municipal and Corporation
Details upon Application

E. B. CADWELL & CO.

Bankers. Penobscot Bldg., Detroit, M.

We will Buy, Sell, Quote

Securities of BANKS, TELEPHONE, INDUSTRIAL AND
PUBLIC SERVICE CORPORATIONS

C. H. CORRIGAN & COMPANY

343 Michigan Trust Building

Grand Rapids, Michigan

Long Distance Telephones—Citizens 1122, Bell 229

BOND DEPT.

of the

Continental and Commercial Trust and Savings Bank

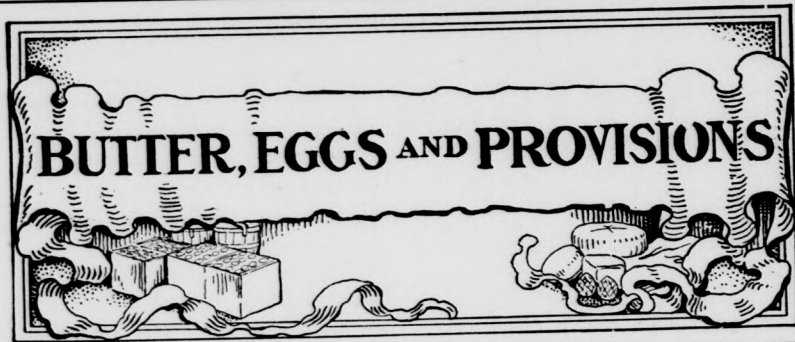
The capital stock of this bank is owned by the Continental and Commercial National Bank of Chicago.

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.



One of the Best Known Men in Grand Rapids.

As a successful fruit grower, florist and gardener Henry Smith is one of the best known men in Western Michigan. He has a farm of 200 acres on West Bridge street hill, just over the city line, and under his management this farm is as a great factory employing fifty or more hands, producing in infinite variety and profusely the things that are beautiful to look upon or good to eat. He has four or five acres under glass; he has orchards, berry patches and truck fields. Whether flowers, fruit or garden sass, he produces quality stuff that brings the highest market price. His income is said to be of proportions to give pangs of envy to the down town merchant princes and captains of industry. And still all that he claims is that he is a farmer.

As a farmer Mr. Smith is a disciple of the intensive school. He believes in making soil work to its capacity, and he practices what he believes. No yard of good land, and his land is all good, is allowed to loaf. Two and three crops of garden stuff come in rapid succession from the same field. When he plants an orchard he puts in rows of berries between the young trees, and rows of potatoes or tomatoes between the berries. The potatoes or tomatoes pay interest and taxes and something beside until the berries come into bearing. The berries yield a paying crop until the trees give fruit, and then as the branches of the trees spread to fill the space the small fruit bushes are taken out. Mr. Smith does not rob the soil. He is constantly fertilizing, and his cultivators and harrows and plows are going all the time, and every acre is ticketed to do its best. Not only does he encourage his trees and bushes to grow and yield fruit by cultivation and fertilization but he sees to it that they are protected from bug, worm, parasite and fungus diseases of all kinds. He has two big spraying outfits, and four from earliest spring until latest fall these outfits are in commission, going over and over the orchards and patches that no guilty pest may escape. The tree or bush that fails to show gratitude for what is done for it receives short shrift. The tree that bears no fruit is cut down; the bush that yields not finds its way to the fire, and no sentiment is wasted on the aged nor on the worn-out. When a tree or bush ceases to be profitable it is rooted out and another is planted in its place. With a large force of workers to feed, Mr. Smith is intensive even in the raising of cattle for butter and

milk. Instead of giving the cattle many acres to feed over, he confines them to narrow quarters and grows fodder for them in a well cultivated field.

Successful greenhouse management is intense farming epitomized. In his greenhouses Mr. Smith has a constant succession of crops, bringing the different flowers into bloom at the seasons they are most in demand. He has his carnation houses, his rose houses, his violet houses, houses for ferns and houses for other things, and he keeps all of them working to the limit all the time. The different flowers prefer different soils and conditions and Mr. Smith humors them instead of trying to bend them to his will. Roses do best in rich clay soil. Mr. Smith each year makes a huge pile of rose soil. He puts into this pile clay, loam and old manure in the proportions experience has taught him to be the best. This is shoveled over at intervals and when the time comes the old soil in the rose houses is removed, new soil is put in and when the roses are planted they grow like weeds. Changing the soil insures fertility and is a safeguard against disease. The same method is followed with the carnations, which prefer sandy soil; with violets, which do best in soil from the woods, and with other floral crops. To insure an abundant supply of old manure a cement cistern about 40 feet square has been built, and into this the fresh manure is drawn and there it remains until in condition to use.

Mr. Smith is a student of fruits and flowers, but he is not an originator or an experimenter. He is satisfied to take standard and proven varieties, and then he makes the most of them as commercial propositions. It takes time and energy to bring out new things and of neither has Mr. Smith to spare, and never has.

The Smith greenhouses and farm are well worth visiting, and those who visit should do more than take a casual glance at what is to be seen. They should study methods and results, and they can not fail to be impressed with the evidence on every hand of the co-operation of intelligence and industry.

Adulteration of Desiccated Eggs.

During December, 1910, the Country Club Egg Company, Chicago, shipped from the State of Illinois into the State of New York eight barrels of eggs. Samples from these shipments were procured and examined by the Bureau of Chemistry, United States Department of Agriculture, and the sample from a shipment made December 9 showed the presence

therein of 810,000,000 organisms per gram, of which 1,000,000 were of the gas-producing type; the sample from a shipment made December 13 showed 770,000,000 organisms per gram, 1,000,000 of which were of the gas-producing type; the sample from a shipment made December 19 showed the presence of 75,000,000 organisms per gram, of which 10,000,000 were of the gas-producing type; the sample from a shipment made December 21 showed the presence of 60,000,000 bacteria per gram, of which 10,000,000 were of the gas-producing type; and the sample from a shipment made December 23 showed the presence of 78,000,000 bacteria per gram, of which 10,000,000 were of the gas-producing type. As it appeared from the findings of the analyst and report made that the product was adulterated within the meaning of the food and drugs act of June 30, 1906, and that said shipments were liable to seizure under section 10 of the act, the Secretary of Agriculture reported the facts to the United States Attorney for the Southern District of New York.

In due course two libels were filed in the District Court of the United States for said district against the said eight barrels of desiccated eggs, charging the above shipments and alleging that the product so shipped was adulterated, in that it consisted in whole or in part of a filthy, decomposed or putrid animal substance, and praying seizure, condemnation and forfeiture of the product.

The above causes coming on for hearing, the court, being fully informed in the premises, issued its decree finding the said product to be adulterated as alleged in said libels and condemning and forfeiting the product to the use of the United States and ordering its destruction by the marshal of said district.

This notice is given pursuant to

section 4 of the food and drugs act of June 30, 1906. W. M. Hays, Acting Secretary of Agriculture.

Teach your sons the proper way of living for your daughter's sake as well as for their own.

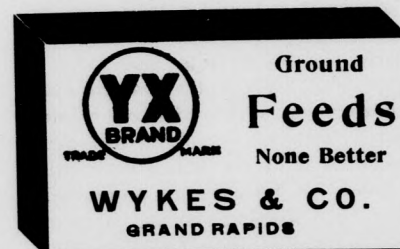
Dairy Butter 17½c

We are in the market for No. 1 Dairy Butter at the above price, delivered, this week's shipment. Also in market for packing stock and eggs.

F. E. STROUP

Grand Rapids, Michigan

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



Tanners and Dealers in
HIDES, FUR, WOOL, ETC.

Crohon & Roden Co., Ltd., Tanners

13 S. Market St.,
Grand Rapids, Mich.



TRADE WINNERS.
Pop Corn Poppers,
Peanut Roasters and
Combination Machines.
MANY STYLES.
Satisfaction Guaranteed.
Send for Catalog.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

TRACE Your Delayed
Freight Easily
and Quickly. We can tell you
how. **BARLOW BROS.,**
Grand Rapids, Mich.

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.

S. M. ISBELL & CO.

::

Jackson, Mich.

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

Old Potatoes

The market is in good shape now and will probably remain so for the next week or possibly ten days. If you have any surplus stock would advise shipping them to us and we will sell promptly on arrival to the best possible advantage for your account.

Yours respectfully,

The Vinkemulder Company, Grand Rapids, Mich.

FORGIVING TRESPASSERS.

Why We Should Cultivate a Generous Spirit.

Written for the Tradesman.

Life is full of complex relations; also our duties and obligations are many.

To neglect or forget an obligation, to prove unmindful of a duty, or to infringe ever so slightly upon the rights of another, either consciously or unconsciously, constitutes a "trespass."

Inevitably, therefore, the trespasses of the human family are, take them all in all, quite numerous—as plentiful, one might say, as three-leaf clovers in June.

Trespasses are of two orders: "Our trespasses," and the trespasses of the other fellow.

And of course his are infinitely more culpable than "ours."

In that simple but masterful petition which the Great Teacher taught His disciples, they were instructed to say: "Forgive us our trespasses as we forgive those who trespass against us."

The idea would seem to be that God's forgiveness of our own delinquencies and shortcomings is contingent upon our forgiving those who may have wronged us by word or deed.

It is doubtful if any man can be utterly absolved to himself, let alone God, so long as he cherishes bitterness in his heart towards any other living soul.

Leaving out of the consideration all religious elements whatsoever, the fact remains that forgiveness of others, in matters of countless small trespasses, is absolutely necessary to our own mental health and growth.

Cherishing malice, anger or resentment is tantamount to harboring a poisonous reptile in our own home. No sensible man would retain any article of personal property in his home, knowing it to be laden with filthy germs. He would either destroy the germs or speedily dispose of the germ-infested article.

Ingrowing resentment is infinitely more dangerous to one's inner health than disease germs are to one's bodily health.

Therefore our forgiveness of others—although it may be interpreted in a religious way—is good psychology and sound philosophy.

To forgive another his "trespass" is an indication of big-heartedness that seldom fails to have a most salutary effect.

Wherefore it is said: "Charity shall cover a multitude of sins."

This "charity," wherewith sins are "covered," not only conceals from view actual sins of the past but, what is more to the point, it precludes the actual occurrence of potential or possible sins, so wholesome and fortifying is the influence of the forgiving spirit.

Since these truths are so obvious, doesn't it appear strange that intelligent men should harbor resentment? That they should so often manifest an unforgiving spirit? That they should contend so earnestly for that which they call "their rights?"

Most of us doubtless have had the privilege of knowing, at some time or another, some frank, generous, big-hearted fellow, who stands in our mind as a sort of symbol or embodiment of this forgiving spirit. As we think of him we discover that the very concept of his personality and influence upon us is fraught with all manner of happy associations.

We recall the deep, hearty, genuine manner of his laughter.

Perhaps we have never stopped to analyze the secrets of his hold upon us; but if we take the trouble to do so, we will probably discover that it was due, in large measure, to this forgiving spirit of his.

Forgiving "others their trespasses" is a mental exercise that comes easier the more thoroughly the habit is formed. There are times and occasions, to be sure, when it is extremely difficult to eliminate bitterness from our minds; for some "trespasses" smart like the sting of a qently aoin idn din in oin innu poisonous insect. It not unfrequently happens that time alone can enable us to acquire the moral courage necessary in this discipline of forgiveness. But happy is the man who makes it the rule of his life to disannex his spirit from all traces of hatred—and to do it just as speedily as he is able.

When a slight "trespass" has grown to a sizeable offense, the one who wrongs us is designated an "enemy."

Of "enemies" there are many varieties; but by the term we commonly mean one who intentionally injures us, or who seems to be so disposed.

The worst type of "enemy" is he who, in the guise of a friend, comes to deal us a cowardly blow in an unguarded moment.

Some people are willing enough to forgive trivial trespassers, but decidedly unwilling to forgive a known enemy.

The forgiveness of such people does not go far enough.

I have heard men boast that they never failed to reciprocate an act of kindness and never forgot an enemy.

Others tell us they can forgive their enemies, but can not forget the injuries they may have received at their enemies' hands.

They are doubtless deceiving themselves; for it is hardly conceivable that their forgiveness is genuine.

It is too expensive a business to enjoy the luxury(?) of hating one's enemies.

"If thine enemy hunger, feed him." Such is the succinct wisdom of the Master Teacher. Do him a good turn. Anyhow, do not retaliate; for retaliation only widens the breach between you. Not only so, but it starts an endless chain of retaliations, re-criminations, heartaches and foolish, futile efforts to inflict pain.

My neighbor buncoed me out of \$25.

I thought he was on the square.

It seems that I was entitled to a second think.

But I have forgiven him; and his wife and my wife are still good friends.

The \$25 that I generously let him

have when he was hard pressed (and which he somehow never felt disposed to repay) has been charged to my profit and loss account, and the incident is closed.

I could have made both him and myself extremely uncomfortable by some subtle method of revenge. Perhaps even now I could either compel him to pay or get him "fired" from his present job. But I forbear.

His wife is a poor, little delicate soul, and there are two young girls, one of whom is a confirmed invalid.

With the same amount of time and energy spent in some effort to "get even"—whereby the innocent would suffer far more acutely than the guilty—I can easily make \$25 not thus unprofitably "tied up."

Moreover, by so doing I shall have more respect for myself.

Therefore I shall mention the debt no more.

If it is ever paid, it will be like finding so much money; if it isn't paid, I shall get on without it.

It is economy to forgive my impetuous neighbor rather than to cherish a grudge against him.

Since life is such a complex and uncertain proposition, and we are all of us now debtors and now creditors, "those who trespass" and those who are trespassed against, it is well enough to establish a name for having within us this forgiving spirit.

Those who forgive most freely are themselves most freely forgiven.

And there are no angels among us. It is doubtful if a mere man ever got metamorphosed into an angel.

Therefore let us cultivate the forgiving spirit in so far as we may; for thereby we shall not only lengthen our days upon the earth but we shall fill such days as we do pass here with a larger measure of real enjoyment.

Eli Elkins.

Not Fitted For It.

"Why has your son decided not to go into the ministry?"

"Well, we've thought it all over and come to the conclusion that he ain't fitted for it. He does not like chicken."

Virtue is its own reward. And usually somebody else gets it.



Mapleine

is now
Thoroughly Established In
Public Favor as
The Flavor de Luxe
for

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.

CRESCENT MANUFACTURING CO.
SEATTLE, WASH.

BAGS New and Second Hand

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

ROY BAKER

Wm. Alden Smith Building
Grand Rapids, Mich.

Hart Brand Canned Goods

Packed by

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

Michigan People Want Michigan Products

Dandelion Vegetable Butter Color

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

Manufactured by Wells & Richardson Co.
Burlington, Vt.

W. C. Rea

Rea & Witzig

A. J. Witzig

PRODUCE COMMISSION

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

"BUFFALO MEANS BUSINESS"

We make a specialty of live poultry and eggs. You will find this a good market. Ship us your poultry and eggs.

REFERENCES—Marine National Bank, Commercial Agencies, Express Companies, Trade Papers and hundreds of shippers.

Established 1873

Established 1876

We Sell Millet, Hungarian Rape Seed and Alfalfa Clover

Moseley Bros.

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

Both Phones 1217

Grand Rapids, Mich.

Huckleberries and Blueberries

Want to arrange for regular shipments

We have the trade and get the prices

Both Phones 1870

M. O. BAKER & CO.

TOLEDO, OHIO

SELECTED FORMULAS

Suitable For Use at the Modern Soda Fountain.

A Fine Kola Drink.

Kola nut, ground 2 ozs.
Celery seed, ground 2 ozs.
Raspberry juice 10 ozs.
Grape juice 16 ozs.
Acid solution 2 ozs.
Caramel 3 drs.
Simple syrup, to make 1 gal.

Percolate the kola and celery with a menstruum containing one part of alcohol and three parts water to obtain twelve fluid ounces of percolate. Mix the acid solution and the caramel, each previously diluted with one pint of syrup. To this add the percolate and shake well. Then add the juices and finally enough syrup to make one gallon.

Use no foam, as this drink is to be served solid. To serve, draw one ounce in either a small or large glass and fill with carbonated water. This syrup contains about 2½ per cent. of alcohol. The beverage, if an eight ounce drink, contains about one-third of 1 per cent. of alcohol.

Genuine Root Beer.

Sarsaparilla 16 ozs.
Wintergreen leaves 6 ozs.
Birch bark 4 ozs.
Sassafras bark 6 ozs.
Jamaica ginger 2 ozs.
Nutmeg 1 oz.

Percolate with a menstruum of diluted alcohol to sixty-four fluid ounces. Use six fluid ounces of this tincture to each gallon of simple syrup, coloring with caramel if not sufficiently dark.

Artificial Root Beer.

Oil sassafras 3 ozs.
Oil wintergreen 3 ozs.
Tincture ginger 4 ozs.
Caramel q. s.
Syrup, to make 1 gal.

Pecan Bisque.
Made with pecan pieces in a heavy caramel syrup which is poured over a disher of vanilla ice cream in a plain sundae glass and topped with whipped cream and cherries.

Opera Sundae.

Use a stem glass, put strawberry ice cream in the bottom, smooth over with a spoon, slice quarter of a banana and over this put a full cone disher (No. 16) of vanilla ice cream. Cover the whole with chocolate syrup, chopped walnuts and whipped cream.

David Harum.

Made in an eight-ounce bell glass. First place a layer of strawberries in the bottom of the glass, over this place a large disher of strawberry ice cream and then a layer of extra fine fruit, and on top of this another layer of vanilla cream. Top with cherries and whipped cream.

Southland Sundae.

Place a split banana on a plate and put two small portions of vanilla ice cream thereon. Then pour over them a ladleful of crushed pineapple and sprinkle with grated cocoanut. Then top each mound with a maraschino cherry.

Syrian Sundae.

Upon a split banana place a portion of strawberry ice cream and

around the edges lay slices of oranges which have been peeled, sliced and cut in halves. Atop all this place thin slices of citron and then sprinkle with grated cocoanut.

Smyrna Banana Sundae.

At each end of a split banana place a small portion of ice cream. Then make a cone of whipped cream in the center with a decorating bag and top all with a maraschino cherry. Cover one portion of ice cream with Oriental dressing and the other with chopped nut meats.

Eureka Sundae.

Over a split banana pour a ladleful of crushed cherries and place thereon two small moulds of vanilla ice cream. Then top each mound with a maraschino cherry.

Admiral Frappe.

Eggs 2
Tincture of ginger 2 drs.
Cream 4 ozs.
Strawberry syrup 12 ozs.
Mix and trim with strawberry fruit.

Almond Comfy.

Mix six ounces of sweet almonds and two ounces of bitter almonds, both reduced to coarse powder, with a quart of water, and heat gently for about fifteen minutes, then add a pound of sugar, continue heating until the latter is dissolved; strain when cold and add about a fluid dram of orange flower water.

About one-half to one ounce of this is to be mixed with enough of the coarse stream of carbonated water to fill an eight ounce glass, the drink to be served "solid."

Angel's Food.

Vanilla syrup 1 oz.
Orange syrup 1 oz.
Raspberry syrup 1 oz.
Ice cream 1 oz.
Cracked ice, glassful ¼ oz.

Shake with about six ounces of water, strain into a twelve ounce glass, fill latter with the fine stream of carbonated water, and serve with straws.

Brunswick Cooler.

Lemon syrup 4 drs.
Orange syrup 4 drs.
Cherry syrup 4 drs.
Shaved or cracked ice, glassful ¼

Add the coarse stream of carbonated water to, nearly fill a twelve ounce glass, finish with the fine pineapple and cherry fruit.

Frou-Frou Sundae.

In the bottom of a four inch glass saucer lay three "frou-frou" wafers. Touch their ends so as to form the outline of a triangle. In the center of the triangle put a No. 8 cone of vanilla ice cream, which will hold the wafers in place. Pour over all one ladleful of crushed raspberry. Fill in the three corners left by the wafers with chopped Brazil nuts. Then add a ladleful of whipped cream, three walnut halves and a maraschino cherry on a toothpick.

Bachelor Sundae.

Into a parfait glass place one disherful of chocolate ice cream and sprinkle with some chopped nuts. Over this pour a little vanilla syrup and cover with "bitter sweet" chocolate syrup. Cut three marshmallows into four cubes each, place all but one of these cubes on the chocolate

syrup and then fill the glass with whipped cream and decorate with a red cherry and a cube of marshmallow.

Pride of the Prairie.

In a sundae dish place a No. 8 mound of ice cream; divide the cream lengthwise and place three slices of peaches in the center. Around the sides of the ice cream put strawberry crushed fruit and top off with whipped cream. Over this form a Maltese cross with chocolate syrup, placing an almond at each end and in the center of the cross.

Sunshine Sundae.

Into a sundae dish put a No. 8 cone of pineapple sherbet and top with whipped cream, allowing it to cover the sides of the cone. Over this pour grated pineapple and top with a maraschino cherry.

Pond Lily Sundae.

Upon a 6 inch fancy plate place a wafer shell 2½ inches in diameter. In the bottom of the wafer shell place a thin layer of nuts. About the base form a perfect square with large size Nabisco wafers and place on each three slices of bananas. In the shell place a No. 8 cone of vanilla ice cream and pour over it a small amount of wild cherry syrup. Top with a red cherry.

Taft's Welcome Sundae.

Into a glass put four Nabisco wafers to stand on their end at equal distances apart. Then put a No. twelve scoopful of vanilla and strawberry ice cream. Over this pour a little cherry syrup mixed with a little maraschino cherry juice so that the syrup will not be sweet. Over this sprinkle a few chopped nuts and top with a little whipped cream and a couple of cherries. When ready to serve stick in the center a small American flag.

Explained.

Two ladies, previously unacquainted, were conversing at a reception. After a few conventional remarks, the younger exclaimed:

"I can not think what has upset that tall blonde man over there. He was so attentive a little while ago,

but he won't look at me now."

"Perhaps," said the other, "he saw me come in. He is my husband."

Room For More.

"Come, Willie," said his mother, "don't be so selfish. Let your little brother play with your marbles a while."

"But," protested Willie, "he means to keep them always."

"Oh, I guess not."

"I guess yes! 'Cause he's swallowed two o' them already."

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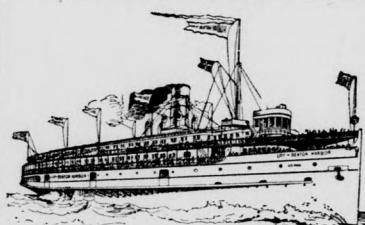
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Since organized labor became a force in this Nation nothing has transpired to smirch it that is comparable with criminal indictments hanging over the heads of "business agents."

Every accusation of crime against a "business agent" of a labor organization must be, if the charge has even a semblance of truth, an undermining factor in the labor world. If conviction follows accusation, the blow falls directly on organized labor as a whole.

We can go farther and say that labor unions can not survive criminal methods by their leaders. Happily, there is every reason to believe that organized labor is arousing itself to help send such criminal leaders to the scaffold or penitentiary.

We speak now of the rank and file of the great body of toilers who pay dues into the labor organization. They are, in the mass, law-abiding. Being intelligent, they understand that criminal leaders can wreck their cause.

The new advocates of force—who preach the bomb, the revolver and the slug-shot as factors in settling disputes—would throw away all that organized labor has gained. In the first place they drove away public sympathy and support, without which union labor has never won a single battle that is worth while.

The labor union that retains as its "business agent" an anarchistic outlaw, who either shoots and slugs or hires others to do so, necessarily forfeit all public sympathy and confidence. No compromise can be made with crime.

The day has passed when organized labor can imagine itself entitled to public support, whether it is in the right or wrong. The public has learned to discriminate. When labor unions are right in their methods and aims they get public support and when they are wrong they lose it.

If organized labor assumes responsibility for the criminal acts of so-called "business agents" it merely digs a large, wide grave for itself and its hopes.

Without law-abiding leaders, and without clean, aboveboard methods, union labor will perish, self-slain.

Fighting for its very existence, therefore, organized labor will have to not merely repudiate criminal leaders but become the most active ally of the authorities in making all such traitors answer for their crimes.

It is a time when every genuine unionist should be alert to help the law take its course in the case of traitorous leaders. It is a time for special vigilance in the protection of state witnesses and in getting honest juries.

For it will not avail if organized labor makes a showing of indignation over the methods of false leaders who instigate sluggings and murders, and fails to do its utmost part in sending them to the scaffold or penitentiary.

The whole social fabric stands or

falls with law and order, and union labor is not exempt from the universal rule.—Chicago Examiner.

Recollection of an Old-Time Physician.

Written for the Tradesman.

Probably but a small number of the practitioners of medicine in Grand Rapids remember William H. De Camp, M. D., a gentleman who held for many years an important position in the medical profession and the social life of Grand Rapids. Dr. De Camp was born, grew to manhood and studied medicine in the State of New York, dividing his time between the Geneva Medical College and the medical department of the University of New York. After his graduation he practiced his profession a number of years, when, his health failing, he moved to Grand Rapids in the year 1854. He leased one of the group of low frame buildings which lined the north side of Monroe street and opened a drug store at the present location of the Herkner Jewelry Co. On the 25th of September, 1857, the rookeries mentioned were destroyed by fire. Old residents, W. N. Cook, James N. Davis, Edward Howell, Charles D. Lyon and their few remaining companions of sixty years ago, describe the fire as one of the hottest the city has ever known. Dr. De Camp lost all his possessions excepting the clothing he wore and an old clock which had been sent out for repairs. The doctor resumed the practice of his profession. When the war between the states broke out Dr. De Camp entered the service of the Federal Government as surgeon of the first Engineers and Mechanics under Colonel William P. Innes and remained with the regiment three years, when it was mustered out at Atlanta, Ga. His record as an army surgeon was good and the service enabled him to acquire a great deal of valuable practice seldom experienced in private life. When his duties would permit, Dr. De Camp devoted his time and energies to scientific researches toward conchology, mineralogy, botany and ornithology, and when he died, a few years ago, a very valuable collection of birds, shells, ore specimens and plants were inherited by his heirs. It represented the work, in his leisure moments, of a life time. It filled more than one-half of the space of the suite of rooms in the McReynolds building, occupied during many years by the Doctor, where he practiced surgery as a specialty.

About the middle of the decade between 1870 and 1880 one Dr. Reynolds, an able and enthusiastic advocate of temperance, came to Grand Rapids and inaugurated a campaign to crush the liquor traffic. The movement grew rapidly and thousands of people attached red ribbons to their persons as an insignia of their adherence to the cause. Meetings were held nightly in the churches and public halls, which were always filled. Dr. Reynolds was assisted by the pastors of the churches and such local advocates as Benjamin A. Harlan, Colonel George Gray and Dr.

De Camp. The latter was one of the most effective of the speakers, because he discussed the evils caused by the excessive use of intoxicating liquors from a scientific standpoint. To those who were trying to give up the drink habit he gave this advice: "The desire for drink is expressed in the stomach. When the drinker feels that he must have a glass of beer, whisky or other intoxicant, a glass of water will often satisfy the demand of the stomach. When water will not meet the requirement take a dose of quinine, about two grains. It will satisfy the craving for liquor and is harmless."

Dr. De Camp loved horses and always kept two or three in his stable. He often attended the race meetings and as often participated in the trials of speed. His "Brown Nellie" won quite a number of prizes at meetings of minor importance, but was only fast enough to lose in the big meetings. Dr. De Camp always drove "Nellie" and his appearance on the course, with a racing cap drawn

down to his eyes and his long black whiskers, parted by his face on either side, streaming backward in the wind was unique, if not gaudy. Dr. De Camp was highly esteemed in his profession and at various periods during his life he served as an official of the State and local medical associations. Arthur S. White.

Not Transferable.

Miss A. had on a skirt of delicate fawn color, which the others coveted.

"Do bequeath that skirt to me, Miss A.," said one friend. "It matches a waist of mine exactly."

"I don't see what you want of this old skirt," Miss A. replied. "It's on its last legs now."

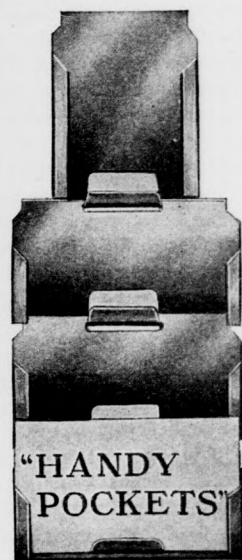
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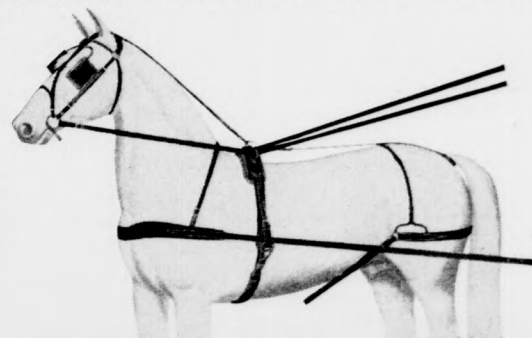
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MAPS OF MICHIGAN.

Early Attempts To Define Geography of the State.

With the instruments of precision which modern science has furnished, it is not difficult to-day to explore a new section of the earth and make of it a map which will not only correctly delineate the section and its natural features, lakes and rivers but will locate them with exactness upon the map of the world. Such instruments, however, and such maps, are of recent origin. Rome had a vast empire extending over a large part of the known world, but it possessed no maps as we know them, showing at a glance the relative location, shape and size of all parts of the earth. From the most ancient times travelers, explorers and merchants went into new and distant countries and returned to describe them and their peoples, but not until about the beginning of the fourteenth century was there any sketch even of the most traveled or most populous regions, which to the modern eye would seem a map. True, the Romans and others had their road maps, the sailors of the Mediterranean during the earlier middle ages their portulani, but careful surveys and charts were all unknown, although the compass known to the Chinese had been brought to the eastern shores of Africa in the fourth century, and knowledge of it had gradually filtered through, by way of the Arabs, to the Basques and Catalans in the twelfth century.

The oldest existing specimen of scientific map making is the Carte Pisano, made about 1300; and the Catalan map of 1375 shows an accurate knowledge of Northwestern Africa, Spain and the Canaries, Madeiras and Azores.

Beazley says in his Dawn of Modern Geography: "Good maps were as valuable for progress as good instruments and the first true maps constitute an important chapter in the history of our civilization; they mark the essential transition in world-delineation from ancient to modern."

It is evident that to enable the making of a correct map of any considerable part of the world there is needed the knowledge of latitude and longitude, and the means to ascertain those elements of any particular point. The terms themselves were first used by Ptolemy in the second century, in accordance with the belief that the known world was longer east and west than it was wide north and south. With this idea in mind he placed the first meridian, or the westernmost point from which to reckon distance eastward, in the Fortunate or Canary Islands. When the new period of map making began the Spaniards adopted the same point, and in 1634 a Congress of European Mathematicians confirmed it at the west edge of Ferro, the most westerly of the Canaries, and all the early French maps of this country reckon the longitude from Ferro as the first or principal meridian. They compute it eastward around the entire circle, so that from that starting point and by that method Detroit would be in about 300 degrees.

As English explorers became active they naturally took London as their first meridian, and America, when it became a Nation, began to calculate from the meridian of Washington, but finally at the Geodetic Congress, held at Washington in 1884, it was resolved to adopt the meridian of Greenwich as the universal first meridian, the representatives of France being the only important objectors. In examining the older maps these changes of the starting point must be kept in mind.

Latitude was always reckoned from the same point and measured by the declination of the sun, but early instruments were crude, and it is rare to find in the old maps any point correctly placed either in longitude or latitude.

Jedediah Morse, "the father of American geography," and incidentally the father of Samuel F. B. Morse, the telegraph inventor, published in 1796 the third edition of his American Universal Geography, the first edition of which was published in 1789. One of the reasons for this publication, as he tells us in the preface to the second edition, was that "To depend on foreigners partial, to a proverb, to their own country for an account of the divisions, rivers, productions, manufactures, navigation, commerce, literature, improvements, etc., of the American States, would certainly be a disgraceful blot upon our literary and National character." His endeavors to remove this blot were evidently highly appreciated by his compatriots as his work rapidly passed into numerous editions, and in the good work he was assisted and succeeded by his son, Sidney, who continued to issue good reliable "American" geographies until about the middle of the nineteenth century.

The third edition of the American Universal Geography was the first to contain any map or description of the territory now included within the State of Michigan. It has a map of the "Northwestern Territory," and without desiring to do any injury to the first American geographer's reputation, I am warranted in saying that the people would have been safe in relying for some time longer upon the partial foreigners. In this map numerous rivers are shown in the western part of the State, four of which are named St. Joseph, Marame (Kalamazoo), Grand and Maticon. On the east side are shown Raisin River, River a Chines, Saw Pine River and Belle Chase River. The last two empty in Lake Huron some distance north of the mouth of St. Clair River, which is not named. Saginaw Bay (as Saguenam) is placed considerably too far north and a large part of the interior of the peninsula from Saginaw Bay north is taken up with an "extensive high plain." Lake Superior is difficult to recognize, filled with islands that do not exist, among them a large island with several smaller ones near, lying between Keweenaw Point and Isle Royal, and bearing the name of Phillipeux Island. A copper mine is shown near Ontonagon. Fort Detroit is located at about latitude 42 deg. 40 min. north



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longitude 7 deg. 30 min. west of Philadelphia or 83 deg. 30 min. west of London. Lake Michigan extends south to latitude 42 deg. 20 min.

The French map of D'Anville, issued half a century before, in 1746, as well as several others, was more accurate in the outlines of both peninsulas and the adjacent lakes.

Morse, in the introduction to his first edition, expresses his obligations to Capt. Thomas Hutchins, Geographer General of the United States, but so far as this region is concerned he fails to avail himself of the assistance he might have had. Capt. Hutchins, born in New Jersey in 1730, became an officer in a Colonial regiment and later in a British regular army, giving much attention to engineering. Prior to 1770 he made many reconnoitring trips into what is now Ohio, Indiana, Illinois and Lower Michigan, and in 1778 published his Topographical Description of Virginia, Pennsylvania, Maryland and North Carolina, which was intended to accompany and explain his map issued at the same time, and including the country lying between 34 and 44 north latitude and 79 to 93 west longitude. In 1779 he resigned his position as officer and in 1781 was appointed Geographer to the United States of America, and held that position until his death in 1789.

His map was 35 $\frac{1}{4}$ x42 $\frac{3}{4}$ inches and is a very interesting and important one for the lower part of the State, comprehending that part south of a line drawn west from a point about thirty miles north of Port Huron. On the eastern side, below Detroit, appear several rivers. Lake St. Clair is pretty well delineated, and the several channels at the head of the lake shown; Clinton River is shown but not named. In St. Clair River both Fawn and Stag Islands appear, not named, and the three rivers, now Belle, Pine and Black, in their proper locations, the first not being named, the second having the name River a Chines, and the last River au Sapine (Pine or Fir) with a sawmill indicated above the mouth. This last river appears in Morse's geography as Saw Pine River, and at a considerable distance from its actual location.

Upon the western side of the peninsula appear St. Joseph River with the legend "full of islands and very rapid," Riviere Noire (Black River), Riviere Marame (Kalamazoo), with a large branch near the head called Riviere a la Matache, Riviere a la Barbue (Black River), Rivier a Raisin (Pigeon River), La Grande Riviere (Grand River) and Maticon (Muskegon) River. There is a road marked from Detroit to Fort St. Joseph, and these two legends are on the western and eastern sides. "From St. Joseph River along the eastern side of Lake Michigan the land bordering upon it consists chiefly of sandy ridges scarcely producing anything but pines, small oaks and cedars, but a few miles from the lake the soil and timber are extraordinarily good. The land bordering on the western shore of Lake Huron is greatly inferior in quality to that on Lake Erie; it is mixed with sand and small stones

and is principally covered with pines, birch and some small oaks, but at a little distance from the lake the soil is very luxuriant."

The "father of American geography" might well have given some heed also to Joseph Scott, who published the first United States Gazetteer in 1795, illustrated with nineteen maps. In the map of the United States the Lower Peninsula is more correctly delineated, and practically all the rivers emptying into Lake Michigan shown and named follow the French maps in this respect. Kalamazoo River appears as Marame. Between this and Grand River are two streams named, respectively, Barbe and Raisin rivers, representing the present Black and Pigeon rivers. Muskegon appears as Mastigon. White is unchanged. Beauvais probably represents the Au Sable River; St. Nicholas, the Pent Water, and Margurite, the Pere Marquette, the latter clearly a mistake from misreading some of the earlier maps where the name appears as Marquette's River.

The Territory of Michigan was created by act of Congress, January 11, 1805, and comprised all that part of Indiana Territory, lying north of a line drawn east from the southerly bend or extreme of Lake Michigan, until it should intersect Lake Erie and east of a line drawn from the said southerly bend through the middle of said lake to its northern extremity, and thence due north to the northern boundary of the United States.

It is not certain upon what information or map Congress acted in fixing these boundaries, but certain it is that no two maps of that period agreed with respect to the location of the lower end of Lake Michigan, compared with Lake Erie. It would seem quite probable that the Hutchins' map was used, although that did not purport to show more than the lower end of Lake Michigan and of the Lower Peninsula. There were in existence at that time a number of maps prepared by English geographers, several based upon the reports and observations of Governor Pownall and several maps by Arrowsmith, a very painstaking and accurate geographer. These map makers differed quite largely in the shape of Lake Michigan, and in its description. In several of the maps the trend of the lake was either due north or extended somewhat westerly from the southern extremity. Others represented the northern extremity much more toward the east than it is in fact. Owing to this difference in maps the geographic description given in the act of Congress proved difficult to locate and gave rise to many troubles.

Governor Hull was appointed Governor of the new Territory, and among his first official acts on July 3, 1905, was the division of the Territory into four districts for administrative purposes: Erie, Detroit, Huron and Michilimackinac. For some reason he seems to have been averse to creating counties. The District of Michilimackinac was described as be-

ginning: "At the most western and southern points of the Bay of Saguinaw and running thence westerly to the nearest part of the River Margurite; thence along the south bank thereof to Lake Michigan; thence due west to the middle thereof; thence with the lines of the Territory of Michigan to the center of Lake Huron; thence a straight line to the beginning."

The "River Margurite" indicates the use of some map, perhaps Scott's, whose maker had mistakenly read the French Marquette as Margurite, and perpetuated the mistake in his map.

Judge Woodward, in a letter to the Secretary of the Treasury, January 4, 1806, refers to the fact that the southern boundary of the Territory was uncertain, and also it was uncertain whether the northern extremity of Lake Michigan was at Green Bay or midway between Green Bay and the Straits of Mackinac. This uncertainty is reflected in the maps appearing for some years subsequently.

After the surrender of Detroit by General Hull to the British, in 1812, Judge Woodward, who had been one of the leading officials of the Territory under American rule, remained in Detroit to protect the interests of American subjects, and on the 20th of August of that year received from Colonel Henry Procter, who was in charge of the British forces in possession, a letter desiring information as to the geographical limits of the territory. In his reply, bearing the same date, the Judge says:

"The geographical limits of the Territory of Michigan are designated by an act of Congress.

"The boundary commences at the southern extremity of Lake Michigan, and is drawn east from that point until it shall intersect Lake Erie. This line has never been actually run. It is therefore uncertain where it would intersect Lake Erie. I have a minute of an observation taken by a British gentleman which makes the latitude of the southern extremity of Lake Michigan a degree and a half south of Detroit. This would carry the line entirely south of Lake Erie."

"I am in possession of some maps which so represent the country. On the contrary, I have seen other maps and have received many oral communications which represent the southern extremity of Lake Michigan as nearly west of Detroit. The American Government has been taking measures to remove this ambiguity.

"From the southern extremity of Lake Michigan the line was required to run through the middle of said lake to its northern extremity. It is uncertain whether the northern extremity of Lake Michigan is in Green Bay, or at an intermediate point between Green Bay and the Straits of Michilimackinac.

"From the mouth of the River Miami to the head of the River Sinclair, at the embouchure, or outlet of Lake Huron, the country is settled, although in a very sparse manner, on a continued line without any settlements in the rear, every house forming, as it were, a double frontier.

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There were formerly some families at the River St. Joseph, near the southern extremity of Lake Michigan, and the Island of Michilimackinac also had a few settlements."

The Miami River referred to in this letter is what is now called the Maumee, and the River Sinclair, the River St. Clair. This uncertainty about the western boundary of the Territory is indicated upon a map issued in 1814 entitled, "The upper territories of the United States," contained in Carey's General Atlas, issued by M. Carey, of Philadelphia, and shows a straight line as the south boundary of the Territory, extending from the southerly extremity of Lake Michigan, and striking the upper end of Lake Erie about twenty miles north of where Toledo is located. Lake Michigan appears to extend almost due north and south, and a line drawn in accordance with the boundaries fixed by the act of Congress strikes the Upper Peninsula just north of the entrance of Green Bay.

Among the most prominent map publishers of the decade following were Carey & Lea, of Philadelphia, and they issued a series of atlases, the first one appearing in 1817. The map of Michigan is entitled, "Carey's Geographical, Statistical and Historical Map of Michigan Territory." French and German editions of this map were also current. The map does not indicate county lines but has upon the southeastern part of the Territory the names of Monroe, Wayne, Macomb and Oakland counties. The map contained in the edition of 1822 shows the conditions as they existed in 1819. It indicates the westerly line of the Indian treaty made in that year, by which the Indians ceded land north of Grand River and east of a line running northeasterly to Thunder Bay River. This map indicates the west boundary of the Territory as including all of Green Bay, and a portion of what is now Wisconsin, north of Milwaukee River, and strikes Lake Superior a short distance west of Chocolate River. This is due to the fact that Lake Michigan is so shaped that a line drawn from its most southern point northwardly would intersect the shore of Wisconsin just above Milwaukee.

In 1831 appeared a map of Michigan drawn and published by David H. Burr, who issued many maps and was for some years draughtsman of the House of Representatives, and in that connection made several maps bearing upon the boundary line controversy between Ohio and Michigan. This map of 1831 indicates all of the counties in Michigan, which at that time had been laid out; Michilimackinac county including all of the upper part of the Southern Peninsula and the southern part of the Upper Peninsula, the south line of the county being a line drawn diagonally from the corner of Gladwin and Isabella counties through Lake Michigan and Sturgeon Bay, then turning northward until it reaches the upper end of Green Bay, and then west, indicating the belief of the map maker that this was the southwesterly line of the Territory.

In 1833 the Society for the Diffusion of Useful Knowledge issued a map of Michigan by which only the Lower Peninsula is indicated as being within the Territory, while the entire Northern Peninsula is shown as being in the Northwest Territory.

In 1836 appeared the Tourist Pocket Map of Michigan, made by J. H. Young and published by S. Augustus Mitchell, of Philadelphia, who published several maps and tourists' guides to Michigan and other Western States. This map closely resembles the Burr map, the county line of Michilimackinac having the same location and direction, and the map being colored in a way to indicate the portion of Wisconsin included within this diagonal line to be within the Territory of Michigan.

There has been some controversy over the oldest map of the Territory or State based upon actual surveys. In volume one of the Pioneer and Historical Collections it is stated that the oldest map was that made by Orange Risdon, a pioneer of Washtenaw county, and one who was a prominent surveyor of the early days. Farmer, in his History of Detroit, claims the credit for the first map as actually having been made by John Farmer, but it is stated in volume 22 of the Collections that it was a matter of common rumor that Farmer used information obtained while employed by Risdon to secure his map as the first published surveyed map. According to Farmer's own account, he came to Detroit in the spring of 1825, and by June of that year had his manuscript map in the hands of the engravers. It seems, however, that neither of these claimants is entitled to the credit, but that Philip E. Judd has the honor.

The first Legislative Council of Michigan met in June, 1824. On the 15th of that month a committee was appointed to procure a map of the Territory of Michigan for the use of the members of the Legislative Council.

The following day the Committee reported certain proposals from P. E. Judd for making said map, which were laid on the table.

On June 17 the Committee was empowered and instructed to contract with Mr. Judd for said map agreeably to the first proposition contained in his proposals, which motion was agreed to. The records do not indicate what this proposal was.

July 23 Mr. Lawrence presented the account of P. E. Judd for making a map of the Territory, which was referred to the Committee on Claims, and on August 5 the claim fixed at \$35 was included in the appropriation bill as passed. A copy of this map, drawn by Judd and engraved by J. O. Lewis, is now in the State Library, having been received from the State Land Office. It bears no date, but bears internal evidence of having been executed subsequent to 1822 and before 1826.

It includes the counties of Monroe, Lenawee, Washtenaw, Wayne, Macomb, Oakland, Shiawassee, Lapeer, St. Clair, Sanilac and Saginaw, which, together with Michilimackinac county, embraced the whole Ter-

ritory between 1822 and 1826. Its title is, "Map of Michigan With Part of the Adjoining States," and the map is drawn upon a scale of twenty miles to an inch.

Monroe and Lenawee counties extend far enough south to include about half of town 10 south. The entire Upper Peninsula apparently is given up to Chippeways, while the Pottawatomies and Ottawas occupy the western part of the Lower Peninsula.

Mr. Judd died in September or October of 1824, and his estate was probated in Wayne county. Included in the inventory of his estate were sixteen maps and plans, including a painted map of Michigan, and one not painted, and the original manuscript of a Gazetteer of Michigan. There also appears among his assets a copper plate, which at that time was stated to be in the hands of J. O. Lewis under a contract with relation to that and other engravings for Judd's Gazetteer. This plate was probably his map of Michigan. The death of Mr. Judd probably explains why his maps were not afterwards used, and the copy in the State Library I have not found any trace of.

In 1825 the Council again needing for its purposes a map of the surveyed portion of the State, upon January 25 Mr. Lawrence offered a resolution that a committee of three be appointed to enquire into the expediency of presenting to each of the governors of the several states and territories in the United States one entire set or copy of the laws of this Territory, and also a map of this Territory. The resolution was adopted, and Messrs. Lawrence, Mack and Bunce were appointed such committee.

January 31 Mr. Lawrence offered a resolution which was adopted that the Judiciary Committee be instructed to bring in a bill authorizing the Governor to transmit a copy of the laws "and also one of Risdon's maps of the surveyed part of the Territory" to each governor of the other states and territories.

February 3 Mr. Lawrence, as chair-

man of the Judiciary Committee, offered a resolution instead of a bill, that the Governor be authorized to transmit to the other governors one set or copy of the laws, one copy of the Journal of the Council and one map of the Territory, which resolution was adopted February 4.

In the act making certain appropriations approved April 21, 1825, is found the item, "To Orange Risdon, for his map of the surveyed part of the Territory (thirty-eight copies at

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Good with milk or cream.

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Good in a hundred ways. We employ no salesmen.

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Ask your jobber about FROU-FROU or send to us for samples and particulars.

BISCUIT FABRIEK "DE LINDEBOOM"
AMERICAN BRANCH—GRAND RAPIDS, MICHIGAN

eighteen shillings each) eighty-five dollars and fifty cents."

This makes it reasonably conclusive that the map of Mr. Risdon antedated any map made by Mr. Farmer.

The map itself is on a large scale, four miles to an inch, and shows all the counties, eleven in number, which had at that time been laid out except Michilimackinac county, no part of which had been surveyed. Monroe county extends far enough south to include part of what would be town 10 south of the base line, the south line running some distance south of Toledo. All the counties lie east of the principal meridian, and several of them, Washtenaw, Shiawassee, Saginaw, Lapeer and St. Clair are not completely surveyed. There is a copy of this map in the library of C. M. Burton, and one in the Detroit Public Library.

In 1826 it appears from the records of the Council that on November 21 the petition of John Farmer praying for additional remuneration for making a map of the Territory of Michigan for the use of the Legislative Council was presented and referred to the Committee on Claims, and on December 6 this Committee reported in favor of allowing out of the contingent fund \$60, which was agreed to and that sum was included in the appropriation bill approved December 29, 1826.

Farmer's History states that the first Farmer map was published in August, 1825, and that a second map was issued in 1826. The Detroit Gazette in the early part of 1827 published an advertisement dated May 16, 1825, offering for sale Farmer's map of Michigan, but I found no publication of the advertisement in 1825. There is, however, a publication in that year of a copyright notice dated August 30, 1825, and it was a common practice to file such notice and title some time in advance of actual publication. After somewhat diligent search I have not been able to find any copy or trace of the first map, but a copy of the second is in the Library of Congress.

Farmer subsequently issued many editions as the surveyed part of the Territory increased, and they became and were for many years the standard maps of the State. Copies of the 1831 and subsequent editions are not uncommon, but it would be highly desirable if the State Library could obtain a complete series, as they represent in a graphic manner the rapid and enduring growth of the State.

In 1843 there was published a map of J. Calvin Smith, covering the State of Michigan, Ohio, Indiana, Illinois and Wisconsin. This is the only map which I have seen which shows all of the Lower Peninsula divided into counties bearing the names as given by the Legislature of 1840. Many of these names were of Indian origin and were subsequently changed by the Legislature of 1843.

From this time maps of Michigan cease to be properly included within the scope of this article.

W. L. Jenks.

COMMERCIAL COCOA.

In What Respects It Differs From Chocolate.

There is probably no article of food or beverage that is used in hotels or restaurants about which so little is really known, and about which there are so many widely differing opinions as there are about cocoa. In fact, there are as many different answers to the question, "What is cocoa?" as there are to the now celebrated question, "What is whisky?"

"In what respect does cocoa differ from chocolate?" is another question that is frequently asked, and as frequently answered in various ways. Some dealers and importers will assure you that cocoa differs from chocolate only in the fact that the former has had the natural oil expressed from it. Others will tell you with equal positiveness that the question of oil has nothing to do with the case, that the sole difference consists in the fact that chocolate is sweetened artificially, while cocoa is not.

As a court of final resort, William Conger Cushman was asked to state what, in fact, was cocoa, and to explain the exact difference between that and chocolate. Mr. Cushman was appealed to as an expert, for his long experience with the house of C. J. Van Houten & Zoon, of Weesp, Holland, of which he is their resident representative, with headquarters in New York, would certainly qualify him to speak as such.

"They are both wrong," said Mr. Cushman, "for neither does the difference between cocoa and chocolate lie in the fact that one is sweetened and the other is not, nor that one has the oil entirely eliminated and the other contains it all. But it is not at all surprising that even many dealers can not tell wherein the difference lies, for it was but a short time ago that the Bureau of Chemistry of the Department of Agriculture at Washington had under consideration the possibility of making a clearer classification and discrimination in connection with the term 'chocolate' and its correlative terms 'plain or bitter chocolate,' 'sweet chocolate,' etc., and the term 'cocoa' and its correlative terms 'sweet cocoa,' etc."

"In order that the situation may be more thoroughly understood, it will be necessary to go back a few years. It was not until the year 1828 that any such article as powdered cocoa was made. Before that year, and, in fact, from the time when the cocoa bean was first utilized as an article of food, the bean was simply put through a transforming process which still left all the component parts of the bean, except for the removal of the shell, in the resultant product. During the early days the only method of preparation known was a most tedious hand process, but subsequently machinery was used, which accomplished the result much more satisfactorily and speedily. But whether made by hand or machinery or by whatever process, the resultant product, prior to 1828, was essentially the same, that is to say, there was produced the article commercially known

as 'chocolate,' and which is so known at the present time.

"The processes of transforming the cocoa bean into chocolate are briefly as follows:

"First, the beans are fermented by natural heat for a varying length of time, according to the character of the bean, and other special conditions.

"Second, after the beans are received at the factory they are roasted for a certain length of time, and at a temperature which varies somewhat, according to the character of the bean and the individual taste of the manufacturer.

"Third, the beans are broken into small particles, which are commonly called 'nibs,' and during this process the shell, or outer covering of the bean, is removed by means of a fanning mill.

"Fourth, the 'nibs' are then crushed until the bean is transformed into a semi-liquid mass. This mass is poured into molds, and after cooling, it forms into solid cakes, in which form it is known in commerce as 'chocolate,' or 'bitter chocolate.'

"What is termed 'sweet chocolate' is simply 'bitter chocolate' with the addition of a considerable percentage of sugar and special flavoring, such as vanilla, etc."

"It will be noted that in both the 'bitter chocolate' and the 'sweet chocolate' all of the original elements of the bean are retained, with the sole exception of the shell, which has no nutritive value and is otherwise undesirable.

"Now, the cocoa beans contain on an average from 45 to 50 per cent. of 'fat' or 'butter.' But, while there is a distinct nutritive value in this 'cocoa butter,' the amount natural to the bean is so large that the resulting chocolate product shows such an excess of richness that it retards its digestibility and consequently prevents chocolate from being used as an ordinary daily beverage.

"To avoid this objection manufacturers as early as 1828 worked out a process by which it was possible to eliminate the excess of 'fat' from the bean and leave only a sufficient percentage to retain the full nutritive value, and at the same time increase the digestibility to its maximum. By the removal of this excess of 'fat' or 'cocoa butter,' the product became

transformed into a powdered form and was thereupon designated 'cocoa.'

"Since the date mentioned, this has been the commonly accepted term for that product. As 'cocoa' has become better known and understood, it has gradually supplanted 'chocolate' for many of those uses to which the latter was formerly applied, particularly as a beverage, for cocoa, with its smaller percentage of 'fat,' can be drunk at every meal with impunity, whereas the greater richness of chocolate of necessity limits its consumption. The result of the introduction of cocoa as a commercial article has been to increase the demand for it enormously—so much so, in fact, that the output of cocoa has increased in the neighborhood of 500 per cent. within the past twenty years."

The Extravagance of Rats.

Once a year in Princeton, Ind., they have a rat massacre. At the end of this year's crusade the other day 4,000 were killed. According to the Government it costs 2 cents a day to maintain a rat, so that Gibson county has saved \$30,000.

This is a sum worth considering, but the annihilation of the rat means a great deal more than a saving of dollars; it means a safeguarding of human life from all sorts of infectious diseases. Gibson county's example should be followed by every other county in the country, with a saving that would run into the millions.



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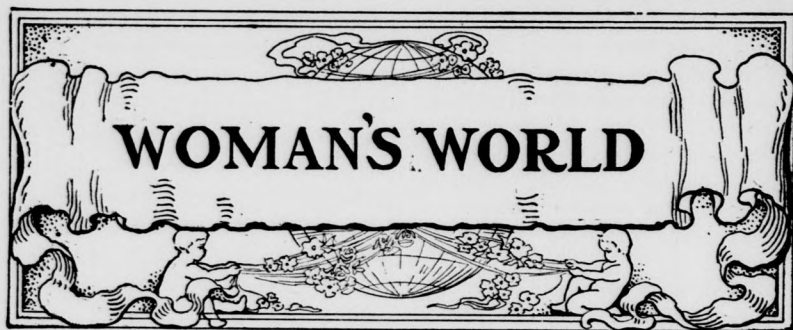
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An Ideal Pickling and Table Vinegar
Satisfaction Absolutely Guaranteed

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Kalamazoo, Mich.



Why Are You Weeping, Sister?

Why are you weeping, sister?
Why are you sitting alone?
I'm bent and gray
And I've lost the way!
All my to-morrows were yesterday!
I traded them off for a wanton's pay.
I bartered my graces for silks and laces.
My heart I sold for a pot of gold—
Now I'm old.

Why did you do it, sister?
Why did you sell your soul?
I was foolish and fair and my form was rare!
I longed for life's baubles and did not care!
When we know not the price to be paid,
we dare.
I listened when Vanity lied to me
And I ate the fruit of the Bitter Tree—
Now I'm old.

Why are you lonely, sister?
Where have your friends all gone?
Friends I had none, for I went the road
Where women must harvest what men
have sowed
And they never come back when the field
is mowed.
They gave the lee of the cup to me
But I was blinded and would not see—
Now I'm old.

Where are your lovers, sister?
Where are your lovers now?
My lovers were many but all have run;
I betrayed and deceived them every one;
And they lived to learn what I had done.
A poisoned draught from my lips they
quaffed
And I who knew it was poisoned, laugh-
ed—
Now I'm old.

Will they not help you, sister?
In the name of your common sin?
There is no debt, for my lovers bought.
They paid my price for the things I
brought.
I made the terms so they owe me naught.
I have no hold for 'twas I who sold.
One offered his heart, but mine was cold—
Now I'm old.

Where is that lover, sister?
He will come when he knows your need,
I broke his hope and I stained his pride.
I dragged him down in the undertide.
Alone and forsaken by me he died.
The blood that he shed is on my head,
For all the while I knew that he bled—
Now I'm old.

Is there no mercy, sister?
For the wanton whose course is spent?
When a woman is lovely the world will
fawn.
But not when her beauty and grace are
gone.
When her face is seamed and her limbs
are drawn.
I've had my day and I've had my play.
In my winter of loneliness I must pay—
Now I'm old.

What of to-morrow, sister?
How shall the morrow be?
I must feed to the end upon remorse.
I must falter alone in my self-made
course.
I must stagger alone with my self-made
cross.
For I bartered my graces for silks and
laces.
My heart I sold for a pot of gold—
Now I'm old.

Herbert Kaufman.

Money a Vital Issue With the Newly Married.

Written for the Tradesman.

It seems a harsh, unfeeling cold-blooded thing to do, to urge upon beautiful brides and happy bridegrooms the consideration, even before the honeymoon is over, of the old, threadbare, worn-out topic of dollars and cents.

"We shall be happy in each other's love regardless of financial considerations," asserts the blithe girl who has just left her father's comfortable home; the young husband, who but a few hours ago assumed the responsibility of being the head of

a household of his own, smiles his assent to her so positively expressed conviction.

Poor children! If only they could be happy in each other's love regardless of financial consideration, no one would have the heart to thrust the unwelcome subject upon their attention. But they can not be happy, no self-respecting couple can be happy in this year of grace 1911, without due regard to financial considerations. Perhaps this was not always true, perhaps it ought not to be true now; we can not here discuss these questions. They are minor to the main issue, which stated simply and plainly is just this: Unless the expenditures of the new household can be kept within its assured income, domestic discontent and unhappiness, in some one or other of their many ugly forms, are bound to appear.

Indeed, so vital to the welfare of any married pair is the proper handling of the money problem, that every young couple really ought to begin its solution long before the honeymoon, away back in the engagement days before the marriage knot is tied.

Some young people actually do this, work and save for years, it may be, and do not venture into matrimony until they have a snug sum in

the bank or in some secure investment. Better than the money are the thrift and self-denial it represents, and the fact that they know just how they came by it. Such couples need no counsel. They have an experimental knowledge of finance that discounts the best wisdom of the advice column.

How about the far greater number who marry with but little money, and without fixed habits of regular and systematic saving?

With such, as a usual thing, more depends upon the wife than upon the husband. A young man, particularly a generous, good-hearted fellow, the sort that makes the kindest and most considerate of husbands if only his chosen mate has sense enough that his unselfishness shall not be the undoing of them both—this kind of young man does not like to be a "tight-wad." He can not bear to say to his dear little bride, "We really can not afford this," or "I am very sorry but we shall have to get along without that;" he longs to gratify her every wish. So unless the little bride herself takes hold of their money affairs with a firm hand, they are almost sure to fall into extravagant ways at the very outset.

It must be borne in mind that hereafter there will be only one income, when heretofore, in a sense at least, there have been two. For does not the girl who lives at home and is supplied by indulgent parents with all the comforts of life and many of its luxuries, does not such a girl have an income, whether she realizes it or not? An amazingly good and dependable income it is, too—so long as she remains unmarried.

The girl who does not come from a home of wealth most likely has been earning her own money, holding some good position and drawing reg-

ular pay for her services. She has been accustomed to having far more to spend upon herself than can be afforded by the wife of any man in moderate circumstances.

So the problem is really making one income answer in place of two, although the liking for good clothes, pleasure trips, amusements, even sun-dae and bonbons, that grew and developed under the two-income system, has met with not the slightest diminution.

Every couple should start out with a firm determination really and truly to take care of themselves. A surprising proportion of young married people are grafters on the home folks of one side of the house or the other. Just remember that father and mother do not feel the same about contributing to the support of a son or a daughter after marriage that they did before. They may do it without any outspoken objection—so many young people are in a chronic condition of needing to be helped out that their parents come to regard paying their rent or their coal and light bills as a matter of course; but there is always silent protest and a feeling of contempt, well-concealed although it may be, for the shiftlessness and extravagance of the younger generation. Father may have been very willing to buy his daughter elegant gowns and provide her with abundant spending money so long as she remained at home; but after she marries he expects her husband will take care of her, and regards the young man as a failure if he can not do it. The case is no better where it is the young husbands' parents who are levied upon to make ends meet in the newly founded household. They soon figure it out that the reason Jim can not make a living is because he has

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HAND SAPOLIO

It is boldly advertised, and will both sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

married a girl who is frightfully wasteful. Poor Jim!

Those who marry on a small or moderate-sized salary need to get full value received for every dollar that they spend. Let them bear in mind that buying on the installment plan, "easy payments on rugs, curtains and house furnishings" and trading "on a book" at the grocery or any other of the many forms under which credit is easily obtained by any respectable, industrious young man—these are just so many snares for the feet of the unwary. Buying on credit you buy more than you would for cash, and you pay more for what you buy.

Have it in your plan of life to own your own home. As a very practical man put it, "This love in a cottage is all right, but how about love without any cottage?" An endless vista of rent paying is not a cheerful prospect. The feeling of security that comes of owning one's roof-tree in fee simple—this is one of the solid comforts of life. When sickness or misfortune comes, and come they will sooner or later, there will be no terror of the landlord. Buying a home by payments, if the interests of the buyer are properly protected, is not subject to the objections of buying other things on the installment plan. A part of what is paid may properly be considered as rent and the remainder as so much invested and laid by for the future. Certain it is that many by this method come to own their homes, who otherwise would likely have to pay rent all their lives.

When you arrange your scheme of living, figure on your income as it actually is now, not on what you hope it may be one or two years or five years from now. If it is twenty dollars a week, do not begin by laying out twenty-five dollars a week in current expenses. If it is a fifteen dollar income, do not adopt a seventeen or even a sixteen dollar style of living. The regular expenditures always should fall considerably within the income on account of the unexpected expenses which constitute an inevitable drain upon every purse. You can not calculate that you are really keeping even if every dollar is used up when there is good health and steady employment. Insurance against sickness and accident, a yearly vacation to relieve the humdrum of routine toil, and provision for a rainy day should be counted from the start as regular and necessary outlays.

Prosperity in five years or in ten years will depend not so much upon the present size of the income, not yet upon the size which it shall by that time have attained, as upon the hardihood of spirit that is shown in cutting out costly luxuries and needless expenditures, and keeping the expense account within prudent limits.

It is a fine art to get the real good out of money; an art which every bride should study with diligence. One woman, to hold the outgoes within the income, has to be always pinching and scrimping and her household getting along without

things that are really essential to comfort. Another, with no more means at her disposal and just as many to provide for, will secure not only all the necessities of life, but have something left for recreation, small luxuries and the savings bank. Cutting out all enjoyment, reducing life to a bare and meager subsistence, this state of things should be guarded against strenuously. To avoid it one must understand the science of spending so as to get the full worth of one's money.

A brave bride who was leaving a well-to-do home to marry a poor young man declined to have a fashionable wedding. In company with a few of their closest friends they went to the house of their minister and the ceremony was performed. They were to take the train to go to the distant city which was to be their home. "Don't order a carriage," she said to her husband; "we will take the street car. Let us begin as we can hold out." There is no wiser nor safer motto for any young couple to adopt than just this: Let us begin as we can hold out. Quillo.

Practical Talk on the Summer Outing.

Along with vacation days come those all important and enticing little one, two and three day excursions which serve as the oases to our pull through the hot summer months. There is nothing as jolly as a little trip. There is nothing so inspiring or exciting as the getting ready for a day or two of freedom from all that has kept us closed in and shut off from the relaxing effects of a good time "over the hills and far away." The picnic is one of the merriest gatherings, and perhaps most successful, because it is so old fashioned, so entirely free from all hampering etiquette.

But no girl should go to even a picnic without some thought as to her apparel. To be rightly dressed means her comfort and her good time to a large extent. While for hot summer days we naturally turn to white, and while there is no question as to the beauty of a crisp white frock, it is in the crisp freshness only that the beauty lies. Once mussed and soiled there is nothing so unattractive, so unbecoming and so trying to every girl's righteous vanity. So, from practical observations, be warned against white for this day's outing.

Wear a dark or medium cotton dress. It won't show soil—it will withstand the hard knocks from driving, rowing, walking or scrambling over the rocks and moss. A dark dress need not mean a prim frock, reminding us of the by-gone days of the Pilgrim children. Present day styles are merciful to us, and the little Dutch neck and elbow sleeves, touched up by white, the belt or girdle to match and a big shade hat make a costume fit for any service, and one guaranteed to be equally attractive on the home trip as it was hours before at starting.

Rain Only To Be Expected.

There is a certain fatality about picnic days that usually includes the

shower, and for which lively occasion it is well to be prepared. Your rain coat is a loyal servant and proves a comfort for many uses. If it rains, then you have the advantage over your neighbor who did not bring her storm coat along. If it does not rain—just to be seemingly equally contrary—then your coat still has a most excellent place in being ready to serve as a blanket for the snug little "rendezvous" which you have found, and in which you want to loiter and be lazy. Remember there is nothing so seductive as a green spot under a shady tree, or a moss covered rock beside the babbling stream. Dampness lurks at every turn, and it is just as well not to take home with you stiffened joints and aching bones. Your plain little rain coat spread out over the ground proves a good nonconductor, and you again score one on your thoughtless neighbor.

There are so many little points of comfort that are worth considering and remembering to make just one day's outing a real success that it is moments well spent to be thoughtful ahead of time. Even on a picnic it is not out of place to have your little vanity bag and "touch up" during the heat of the day. You will feel cooler for the attention and the knowledge that you are not a fright, even although you have just scrambled through the briar bushes and made close acquaintance with low hanging branches.

Leave "Empties" in Field.

In your lunch basket take a small hand towel and a tiny cake of soap—you'll be glad of them after your escapade of digging ferns, anemones, or the sweet little blue "Quaker Lady." A picnic is not half a picnic without taking home some remembrance from the green woods and moss covered earth. So much fun can be crammed into one day's outing that I often wonder there are not more picnics. They have everything to recommend them, with no bad features to mar or obstacles to overcome. The least spent on a picnic the better it is. By this I mean, keep it a picnic. Have your refreshments plain and easy to prepare. Do not attempt style in even the slightest sense. A little preparation before hand is worth your day's success at the appointed time.

Have your sandwiches nicely made; wrap each in a little individual oil paper—which one buys for a few cents at most any shop. If you take olives, pickles or sweets do not take such quantities that you bring half back with you. Consider your needs and prepare accordingly, and leave your "empties" on the field of battle. Don't make the mistake of baskets—good, sturdy boxes and strong string are so much better, and these, too, are left behind at the end of the day. Everybody likes something hot, and tea, coffee or cocoa are easily prepared if you will have a little alcohol lamp among your belongings. These little "gems" are simply invaluable—cost about 20 cents and last a lifetime. The denatured alcohol is nonexplosive, and it, too, costs about 20 cents a quart. Except for a large crowd, a pint of alcohol is more than abundant, and hot water is soon prepared with no fuss or danger. The little lamps or stoves are about as big as a teacup so take up little room, and are securely packed in boxes of their own.

I would also suggest boiling your water in a covered tin vessel and not an agate one, for the reason that the results are quicker and less tedious. It is lots of fun to prepare lunch, but one wants to eliminate unnecessary delays and keep the fun at high tide and free from tiresome waits. The friendly picnic plates of wood and the little paper napkins are all that is necessary for table ware—except a few spoons and a fork or two. Knives are not wanted, because there is nothing to cut. Your cake has been separated at home, put together again and securely wrapped; the sandwiches are ready for use, too. So, you see by a little study what can be done for a successful day's outing.

Ethel Adams.

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Good Old Fashioned Butterscotch

Dipped in icing flavored with Coffee—It is going some.

PUTNAM FACTORY, National Candy Co.
Grand Rapids, Mich.



Some Features of the Hat and Cap Trade.

Straw hats are occupying the center of the stage just at present, and the season was ushered in with some genuine summer weather. Retailers appear to be pushing straw hats more than ever this year, and are doing a great deal of newspaper advertising. As usual at this time of year some of the cut-throat stores are announcing "great reductions" in straw hats. It is the same old story. They buy a lot of hats that for various reasons can not be marketed with the regular line, and these they palm off as 1911 models, strictly up-to-date and perfect in every respect. A certain class of people, thinking they are getting a great bargain, but these inferior hats, and really pay more for them than they are actually worth. But the less said on that subject the better.

The warm spell that arrived about May 20 resulted in very heavy sales of straw hats. Business in retail circles was reported as being excellent, and the majority of straw hat departments resembled bee hives. As to the favorite hat this year: There does not seem to be any particular style that stands out from the others. The soft brim straws are good, and the Bankok is a splendid seller. It is literally "as light as a feather," and therefore cool and comfortable. The Panama is in great demand, and everybody is showing it, from the smart Fifth avenue shops down to the popular \$1.50 hat stores. Prices range anywhere from about \$3 to \$50, and they are shown in every shape and style. In many of the lines this year are to be seen straw hats from Japan, and it is a well-known fact that the Japs are clever in the art of weaving straw braid. The Knox stores announce the arrival of the "Oyama" braid, being one and one-half inches wide, yet the deft fingers of the straw plaiters in the Kobe District of Japan have overcome the objectionable features of so many coarse braids—the clumsy look and excessive weight. It hardly seems necessary to mention fancy hat bands at this time, for dealers realize that they are a necessity wherever straw hats are sold. However, if you by any hook or crook have overlooked this important item, it is not too late to order a supply. Your customers will be asking for fancy hat bands sooner or later, and you should be ready to show them a varied assortment of styles and colors.

Salesmen now on the road with fall sample lines are sending in some good orders, and they report a very

favorable outlook for fall business. Many salesmen have returned from their trips, and they, too, speak in a most optimistic manner. Practically all fall lines will show the low crown, wide brim derbies, and it is to this radical change in style that so much of the increased business is attributed. Many factories in different parts of the country are being enlarged and numerous firms are moving from small quarters into much larger premises, showing that the hat business is constantly growing. This, in spite of the fact that many new firms are entering the field from time to time, and few hat firms go out of business.

On June 15 the letter carriers of New York appeared in their new Panama hats. This is the first time that a comfortable summer hat has ever been provided for these men while on duty. The Panamas selected are unusually light in weight.

Francis King, the man who made the first high silk hat worn in New York, died recently at the age of 91 years. He was engaged in this branch of hatting for many years.

Just as the straw hat season opened last year the Government, on the reports of a special treasury agent, who had been sent abroad to investigate, seized large quantities of Panama hats and instituted suits in forfeiture in the United States courts. Besides the losses sustained by the hold-up of the hats, which the collector of the port refused to surrender, many importers went into court and fought the Government and won their point.

A Federal grand jury, investigating one importer, subpoenaed his books. The dealer refused to produce them and contempt proceedings resulted. Whether the matter ever went any farther could not be learned. Apparently the Government dropped the case, for no indictment ever resulted from the investigation. The fact that they have been vindicated of any suspicion of desire to defraud Uncle Sam is but small consolation to the Panama hat importers, for it is estimated that they have lost about \$3,000,000 by the hold-up of the hats, preventing their sale last year.

In filing his decision, Judge McClelland says:

"The cases were set for hearing before me May 9, 1911, but for the convenience of counsel for appellants were continued to May 11. On this day the appellants submitted their evidence in support of the entered values. Counsel for the Government requested a continuance on account of absence in Washington of Special Agent

Wheatley, and a further continuance was granted until May 15, at which time counsel for the Government and Special Agent Wheatley were present. It was announced that they had no evidence to submit in support of the appraised values, notwithstanding that the merchandise had been in the custody of the Government for more than twelve months."—Clothier and Furnisher.

Gowns For the Girl Graduate.

The girl graduate is now busy planning her costumes for commencement week. There is the class day gown and the class play gown, the gown for baccalaureate day and the graduating gown, and all four must be white, for the graduate, like the bride, shuns colors. In many of the schools the girls are making their own dresses and demonstrating what they have learned in domestic science. These girls are now bargain hunting. They may get dainty marquise dress patterns with embroidered flounces, each enough for a dress, in the department stores, which are already made with the exception of sewing up the seams. These may also be had in the embroidered lawns and allover embroideries.

In one of the schools they have limited the price of graduating frocks to \$5 each and the girls are making them. They have bought white cotton marquisette at 25 cents a yard and are trimming them with Cluny lace insertion, finishing with broad white messaline sashes. The class day dress may be made of lawn, and exquisite bits of allover embroidery combined with cotton Valenciennes lace make a most effective creation at small cost.

A religion that isn't good for every moment in the day and every day in the year isn't worth much.

It is a clever man who finds out in time just how high an opinion he has of himself.

Mexico conducts a revolution with less bloodshed than we spill in an automobile race.

We are manufacturers of Trimmed and Untrimmed Hats

For Ladies, Misses and Children

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(When writing please mention the Tradesman)



Shirts

For the
Summer Season

Our salesman will be pleased to call with samples because this line is so big and values so good that it is impossible to do justice by description. We believe it to be the best shown in Western Michigan. Range of prices is \$4.50, \$9, \$12, \$13.50 and \$16.50 per dozen.

Grand Rapids Dry Goods Co.
Exclusively Wholesale Grand Rapids, Mich.

We close Saturdays at one o'clock

BRANDED MATTRESSES.

Wherein New Ohio Law Will Prove Defective.

Written for the Tradesman.

Recently a bill was passed by the Ohio Legislature, entitled, "An Act to Provide for the Branding or Labeling of Mattresses."

The bill stipulates that every mattress manufactured in the State on and after the date (September 1), when the bill becomes a law (provided it is approved), shall have a paper or cloth brand or label attached thereto, containing a statement "in plain English lettering" of the contents of the mattress, i. e., the qualities and quantity of the materials used in its manufacture; a further statement as to whether all or any part of these materials are new or second-hand; and, in the event that it is not convenient to put the label on the mattresses, it must appear in the bale, crate or box in which the mattress is shipped.

This proposed bill also provides penalties for the violation of the law in the matter of truthful branding or labeling of mattresses, consisting of fines ranging from \$50 to \$500, together with imprisonment from one to six months, if such should be the verdict of the court. Upon the Commissioner of Labor Statistics, according to the provisions of this bill, it is incumbent to enforce the pure mattress regulations; and if he has reason to believe that any mattress manufacturer within the State of Ohio is violating the law, according to this bill he is empowered to investigate the charges. Moreover, he is succinctly and emphatically given to understand that he is expected to camp industriously on the trail of offenders both large and small.

For several reasons this bill is interesting and significant.

It indicates, for one thing, that the Legislature of at least one great and important state has become interested in the subject of sanitary mattresses; that, in spite of their alleged peccabilities in the matter of "accepting favors," they are, nevertheless, somewhat interested in preventing, insofar as Ohio is concerned, the notoriously dishonest practice of swindling the public in the matter of mattresses. To say the least, this bill is a move in the right direction; although, perhaps, the most significant thing about it lies in the fact that the very existence of the bill shows us that the public is interested to know what manner of "stuffin'" goes into the mattresses upon which they spend eight hours per diem or one-third of their lives.

There are mattresses of all kinds—good, better and excellent; mattresses well made out of honest material and under sanitary conditions; and there are mattresses of which these things can not be predicated. The outsides of these various mattresses may be made to look very much alike. Therein lies the fruitful source of much bunco business in the mattress industry.

In the matter of manufacturing of mattresses, as in almost all other industries, various kinds of people are

interested—only in the making of mattresses some of these undesirable kinds of folks have opportunities for fraudulent practice that few other lines of manufacture offer.

This being the case, the consumer, when it comes to mattresses, buys for the most part on faith. He sees a beautifully striped piece of ticking and he hears a string of selling points; his ears are assailed by the recurrence of such terms as "cotton-felt," "felted cotton," "scientific felting process," "felting machinery," etc.; but, after all, the poor old ultimate consumer has a very nebulous idea of the meaning of all this, provided it is true. If it is not true, he'll not find it out until later—and the probability is that he'll never know how he was swindled.

As I have previously intimated, there are reliable people who make reliable and sanitary mattresses. They tell the truth about raw materials and their process of manufacture and the dealer stands back of their guarantee.

Some two years ago Printer's Ink published the following statement: "The mattress market is in a peculiar condition, due to the fact that the grades in cotton-felt are not at once apparent to laymen, and stores sell mattresses as high-grade which do not keep their springiness. Many are made of shoddy and many of waste, thus cutting out nearly all cost of raw material. To make good grades of felt requires careful work and special machinery."

To one who knows anything of the mattress business that is a very mild impeachment. It would not be so bad if it should happen that the contents of the mattress were not quite so high-grade as the consumer was led to believe—provided always the cotton was fresh and clean and the work was done under sanitary conditions. Unfortunately, this is not always the case. Even sweepings of cotton oil mills (the shortest of all cotton fibre and filth-laden, as you may very well imagine) are said to be used in the manufacture of mattresses; also previously used cotton from mattresses that have seen strenuous service amid all sorts of unsavory surroundings are known to be renovated or "worked-over" and made into new(?) mattresses.

From a rather cursory study of this bill, to which reference was made at the beginning of this article, it does not strike me that the terms of it are at all enforceable; and a shrewd manufacturer, to whom I showed a copy of the bill, sketched it hastily, smiled and said: "There's nothing to it."

For one thing, it abounds in loopholes through which the wily mattress manufacturer can escape; and, as a contemporary pointed out some months ago, "the only thoroughly effective remedy for the suppression of misrepresentation and fraud in the mattress business would be the Federal inspection of every single mattress factory in America."

Inasmuch as reforms move tardily, we are not likely to have Federal inspection of our mattress plants for

some time to come, but pending the arrival of this much needed safeguard, it would be a splendid thing to have the active co-operation of retail furniture dealers, and all other people who handle mattresses. They, at all events, know the truth about the mattress industry. They know the possibilities of deception therein. They know about the various grades of cotton, "cotton-felt," the "felting process," and they know who and where the people are that make a business of producing reliable goods in this line. With this information at hand—and to assume that the furniture dealer does not have this information is equivalent to casting a serious reflection upon his ability as a merchant—they are assuredly in a position to protect their customers. If they fail to do so, it is so much the worse for them; for there will surely come a day of reckoning.

By and by the American people are going to get prodigiously worked up over this thing of paying a fancy price for germ-laden, second-hand cotton, cleverly "blown in" and handsomely covered with ticking.

When they get worked up, take it from me, there'll be something doing. Eli Elkins.

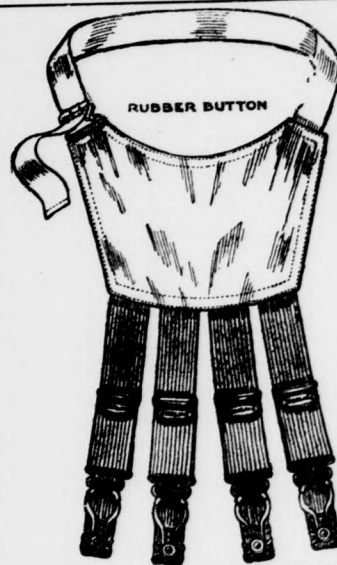
Knew What She Wanted.

Milliner—I am sailing for Paris next week for French plumes and trimmings. Could I purchase anything special for you?

Mrs. Recent Rich—Why, yes; you may bring me half a dozen of those nom de plumes I often hear spoken of.

BECKER, MAYERS & COMPANY, CHICAGO
BEST MADE GLASSY CLOTHING

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Belmont

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Moire or Satin Pad
Assorted colors to box
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INDUSTRIAL REVOLUTION.

Important Part the Public Schools Can Play.*

To the Frenchman and to the American the word citizen seems to have a peculiar fascination. We Americans fondly reiterate the term and with its numerous modifiers, such as "distinguished citizen," "first citizen," and the like, introduce the changes to suit the varying occasions for its use. Indeed, for so long a time have our political orators been wont to regale us with their sonorous and heart-reaching appeal through the well worn channel of "My dear fellow citizens," that, despite our occasional nausea, we have almost come to feel that, should it ever be omitted, the speaker has been guilty of a breach of political etiquette.

In those terrible days of the French Revolution, when the very foundations of government, as the European world had been accustomed to think of it, seemed to be shaking and crumbling to decay, when law had given place to license and deliberation had been superseded by the fickleness and violence of the passions of the mob, then, out of the very midst of the turbulence and confusion sprang the term, "citizen." Distinctions of birth and position disappeared. King, noble and prelate were cast from their time honored places of power and across the kaleidoscope of political change flitted "Citizen" Danton, Robespierre and Marat. Was it the quaint philosophy of Franklin which gave us the trite expression, "Familiarity breeds contempt?" I do not know. Whoever may have been the author the truth it expresses is real. Our very familiarity with the term citizen, while perhaps it has not aroused in us a feeling of contempt, has at least resulted in a loose and varied use of the word and a careless construction of its significance. For instance, we do not generally distinguish the technical difference between the terms citizen and elector. We say a person has become a citizen of the United States. Do we mean by that that he has become a voter? Not necessarily. Is a citizen of Lansing a voter in Lansing? Again, not necessarily. An elector is always a citizen, but a citizen is not always an elector. To the demagogue a citizen is a man with a vote, who must be flattered, cajoled and exploited. To the statesman a citizen is also a man with a vote but one whose thoughts and conscience alone need intelligent direction. To the first citizenship is a political asset; to the second a sacred trust. To the one it is to be used for personal ends; to the other for all mankind. In 1861 good citizenship spelled death and destruction; in 1911 good citizenship spells peace and protection.

Thus we see that circumstances may alter the meaning of the term. Familiar usage has led to a careless usage, so that in an attempt at serious discussion involving the use of the term an exact definition of the sense in which it is to be used becomes necessary.

*Paper read at annual meeting State Pioneer and Historical Society by N. B. Sloan, of Lansing.

For the purposes of this paper I shall use the term citizen as a person sharing in the responsibilities of the government of which his citizenship is a part and who looks upon such citizenship as a sacred trust. Who uses his citizenship as though he believed that a government "by the people" must be a government "of the people," and that such a government is and must be a travesty unless the people are intelligent and exercise their functions intelligently and all the time, not simply at the polling booth on election day but also at the caucus and the primary, where a vote really counts for something more than a mere choice between the men whose names appear upon the ballot. Just here let me say parenthetically that when the time comes that citizenship means to all who have the right, attendance upon the ward caucus or township primary, when the citizens transact the business of the caucus rather than leave it to the political henchmen, I say, that when that time arrives we will have gone a long way toward the solution of many of our political ills.

But my definition of citizenship would go one step farther. In this discussion I shall use the term citizen as meaning not only the man who exercises his prerogative of citizenship when opportunity offers, but also as meaning the man who looks upon his citizenship as a proud inheritance, who comprehends its significance and is in harmony with its import, who knows something of his country's history and the history of its origin and development and thus is capable of thinking and acting in accordance with intelligent convictions, and not at the dictation of some political agitator. Will some one say that this is an idealized citizenship? Let it be so. For such a citizenship have the public schools of to-day and yesterday been striving and without such citizenship a government resting upon the consent of the governed can not reach a high degree of efficiency.

When, in 1638, the Rev. Thomas Hooker, former pastor of the congregation at New Town or Cambridge, Mass., but who had become the leader of that band of settlers in the beautiful valley of the Connecticut who had withdrawn from the Puritan commonwealth of Massachusetts because they could not sanction its narrow and aristocratic tendencies, when this man, in the course of a sermon at Weatherfield before a congregation of those sturdy New Englanders who were carving a new nation out of the American wilderness, gave utterance to the entirely new principle that the true basis of government lies in the free consent of the governed, I say, that when that statement was enunciated an epoch was marked in the history of the world. This was the principle for which all the years of recorded history, the long ascendancy of Roman statesmanship, the struggle for the Magna Charta, and the Puritan Revolution in England had been but the period of conception and evolution in the great womb of the world's his-

tory, and of which the American Revolution was to be the final birth pangs. Yet, this principle as stated by the Rev. Thomas Hooker, great as it was and epoch making as it seemed, namely, that the true basis of government rests upon the free consent of the governed—contained but half a political truth.

Richard Henry Lee, delegate from Virginia to the Continental Congress, the man who moved in that body on the 7th of June, 1776, "That these United States are and of right ought to be free and independent," and who, as a delegate to the Congress under the Articles of Confederation, when drafting that celebrated Ordinance of 1787 for the government of the Northwest territory, of which our proud State was a part, this man wrote into that document these immortal words: "Religion, morality and knowledge being necessary to good government and the happiness of mankind, schools and the means of education shall forever be encouraged," I say, that when that statement was penned the true philosophy of free government was then enunciated. Religion, morality and knowledge. These are the true foundations without which government by the free consent of the governed is mockery. Religion, the expression of man's ethical nature, which connects him with all the past, projects him out into the immortality of the future and links him with the Divine. Morality, the expression of man's physical nature, which makes him a part of the great world brotherhood and links him together with his brother man. Education, the expression of man's intellectual nature, which marks that quality which stamps man as above the animal and bids him know and understand the beautiful, the good and the true. Are there those who would say that these are the dreams of an idealist, these the vagaries of a theorist? If such there be I would say to you, Look upon the recently blood drenched fields of Nicaragua and there you will find your answer. Look upon the history of any government attempted on the principle of the free consent of the governed in which the free school has not preceded free government and there you will find your answer. Witness the frequent revolutions in the South American Republics. The abortive efforts at self government in Cuba. The turbulent discord in our sister Republic of Mexico and then make answer, Does government resting upon the free consent of the governed and lacking the quality of a stable and intelligent citizenship, appear to be the true basis of government?

The first Governor of Michigan, Governor Mason, in his second message to the Legislature in 1837, spoke as follows: "In contemplating the past and dwelling on the future we are forcibly reminded that if our government is to outlive the term heretofore allotted to republics, it is to be accomplished by the diffusion of knowledge among the people, and that we must depend upon the power of a liberal and enlightened public. As the palladium of a free gov-

ernment and the aegis of our Federal existence, let us not suppose that we are beyond the calamities which have befallen other nations. Guard the education of the rising generation. Teach them in earliest lessons of life the great principle upon which our government was founded, and keep before their minds those scenes of American glory which have chiefly contributed to immortalize the American name."

I should like also to turn for a moment to another phase of this question and one which has to do directly with the Michigan school system and which brings out an entirely different aspect of our educational history. It is doubtless well known to all of you that in the states outside of the original thirteen, the largest item in the maintenance of our public school system arises from the gift of the Congress of the Confederation which reserved section 16 in every township made or to be made out of the public domain the income from which should be set aside for the exclusive use of the schools. This act was passed in May, 1785, and its title is significant. It is called, "An Ordinance for Ascertaining the Mode of Disposing of the Lands in the Northwest Territory." The significance of this title becomes more evident when we read the discussion and come to understand the motives which actuated its framers. It must be remembered that the government under the Articles of Confederation was no such instrument as it became under the Constitution. That Congress had abundant powers for making laws but absolutely no means of enforcing them. That Congress had power to levy taxes but no means at all of collecting them. That out of about \$6,000,000 in taxes asked for by the Congress of the Confederation during the eight years of its existence, only about \$1,000,000 had been paid by the states. That the debts of the Revolutionary War were as yet unpaid and that even the soldiers who had fought and won our independence had, for the most part, not yet received even the small pittance which the Government had promised them. Well might John Fiske say that, "These were the times which tried men's souls." Even Washington, whose faith and confidence had not wavered during the darkest years of the Revolutionary War, was saying that the Government of the Confederation was "stumbling along upon crutches and tottering to its fall." This was the time also when men both at home and abroad were saying of this experiment in free government that it was slowly but surely approaching the inevitable end of such experiments, namely, anarchy and dissolution. Remembering these things the statement of Governor Woodbridge concerning this act of Congress becomes exceedingly significant. He says, "The United States were deeply in debt, and it was an enquiry of the greatest solicitude among all public men in those days by what possible means that debt could be paid. After the treaty of peace with England at the close of

the Revolutionary War and especially after the cession by the states of the territory lying west of the Alleghenies, that immense public domain, disposition of Congress, which without further doubt was then admitted to be subject to the disposition of Congress, was regarded as one certain, and perhaps the most productive of all, means applicable to that object in their power. In these circumstances it was expedient to adopt a system which should hold out strong inducements to purchasers, in order to realize any revenue from its sale. Influenced by such consideration, the old Congress passed its ordinance of 1785. This was in fact an invitation to all the world to buy; and among other inducements held out it was therein promised to all who should go out and settle there that one-thirty-sixth part of the whole country should be applied, forever, as a fund for the advancement of education. It contained a promise to all who should buy, it amounted to a solemn covenant with each purchaser and settler, that he and his posterity, forever, should be entitled to the usufruct of that fund, as a means of educating his children. What an inducement was this with the father of a family to go out and settle there.

Again when, at a later date, the question of extending this system of school reservations to the vast territory which the United States was acquiring west of the Mississippi came before Congress, Mr. Robert J. Walker, then Secretary of the Treasury, and thus primarily interested in this matter from that standpoint, namely, the revenue which the Government would derive from the sale of these lands, urged upon Congress, not the reserving of one section only in each township, but instead that four sections should be so reserved. Listen to his arguments in support of such an action. "Even as a subject of revenue," says this financier, "such grants would more than refund their value to the Government, as each quarter township is composed of nine sections, of which the Central section would be granted for schools. The eight sections thus located and each adjoining a school section would be of greater value than when separated by many miles from such opportunities, and the thirty-two sections of one entire township would bring a larger price to the Government than thirty-five sections out of thirty-six, when only one section was granted. The public domain would then be settled at an earlier period, and yielding larger products, thus soon augment our exports and imports, with a corresponding increase of revenue from duties. The greater diffusion of education would increase the power of mind and knowledge applied to industrial pursuits, and augment in this way, also, the products and wealth of the nation. Each state is deeply interested in the welfare of every other, for the representatives of the whole regulate by their votes the measures of the Union, which must be happy and prosperous in proportion as its councils are guided by

more enlightened views resulting from the more universal diffusion of light, knowledge and education.

Does it not thus become evident that the founders and promoters of our Government in thus sending the free school everywhere into our vast public domain in advance of free government, did not believe themselves acting in any spirit of great and generous philanthropy, but rather that they were actuated by stern necessity. First, in the immediate and urgent need for money they believed they were driving a shrewd Yankee bargain and, second, because they believed that the very success and perpetuity of our institutions demanded that such action be taken.

Have I not made it clear that what I mean to say is this, that that man who to-day stands, or at any other time has stood, upon the street corners and preened himself because his government or his city is doing such great things for its schools, or who boasts that he cheerfully pays so many dollars annually in school taxes although he has no chick or child to benefit thereby and thus imagines himself performing an act of magnanimous philanthropy in it, because it is the very first and most fundamental necessity rests and upon which the blessings and opportunities of a great and free country and people depend for their continuance. He is not performing an act of charity. He is not contributing to an ideal philanthropy, but he is paying the price of democracy in order that "Government of the people, by the people, for the people shall not perish from the earth."

Having thus recalled to our minds the fundamental principle on which governments such as ours depend, namely, that democracy without widespread educational opportunity is impossible and having seen that the founders of our system recognized this principle and made provision for its continuance. The question naturally follows: How has the public school met the demand placed upon it and how has it fulfilled the expectations of its promoters. To answer this question fairly and soberly is not a simple matter. On the contrary it is a subject which can fairly demand our most serious thought and most mature consideration. We Americans are exceedingly prone to indulge in extravagances. We are inclined when thinking or speaking of any of our institutions to resort to thoughtless and ill-considered criticism on the one hand or to equally thoughtless and ill-considered praise upon the other; to indulge in carping denunciations or to break out into jingoistic bombast. The public schools are to-day and indeed have always been the subject of their full share of both types of extravagance. It is an easy matter, in the large sense, to answer the question, Has the public school accomplished its mission? Our republic has endured. We have withstood the strain of tremendous continental expansion. We have survived the disaster of a terrible civil war. We have risen from a position of contempt among the nations to our present proud rank

among the world powers of to-day. Would any one dare to assume that this would have been accomplished had it not been for the steady and democratizing influence of the public schools? Think for one moment of the tremendous task placed upon the schools in Americanizing the vast army of foreigners, from every land and of all classes, who have annually been pouring into this country from its very beginning. It was my privilege not long since to take a somewhat leisurely journey through the southern part of Canada from Toronto to Quebec and everywhere, and particularly in the Province of Quebec I was impressed with the predominantly French character of the people and their customs. In 1763, before our nation was born, England wrested from France her vast American domain and came into possession of Canada. Nearly a century and a half has passed and yet the Province of Quebec is still predominantly French. More than once I asked of an English resident this question. "What would happen if in the mutations of international diplomacy the balance of power should be suddenly shifted from England to France?" Invariably the answer was that should this occur Quebec would be French territory in short order. Why is it that in Vermont or Maine a Frenchman in ten years of residence becomes an American and his children speak the English language and more than likely lose the ability even to speak the French, while across the border the French language and French sympathies have persisted for generation after generation? There is but one answer: The American public school system, that has been the magic instrument which has affected the transformation. Read over the roster of almost any school and there you will find represented nearly every nation on the globe, Russians, Norwegians, Poles, Hungarians, Jews, Greeks, Spaniards and Germans. No distinctions are made and after a year or so in the American school room no one could tell the difference save by a study of the names.

It is easy for the critic to shout that in America to-day the rich are growing richer and the poor poorer and that class distinctions are creeping in and that the public school as a great democratic leveler of society is failing of its mission.

That the rich are growing richer no one would attempt to deny and perhaps there is ground for the accusation that the poor are growing poorer, although this is more than open to argument, but that class distinction in any such sense as the Old World knows it is on the increase in America, no honest student of American institutions can fairly assert. Of course it is true as it probably always will be, that the newly rich as well as the inheritors of unearned riches are prone to affect an air of superiority and to attempt to establish an aristocratic circle based upon the possession of wealth. But every honest American knows full well that such efforts are contrary to the true genius of Americanism

and such people are the butt of contempt of all right thinking intelligence. The aristocracy of Washington and Hamilton has given place to the democracy of Jefferson and the idea that any man is born to a position of superiority has given place to the philosophy which proclaims that "all men are created equal."

Thus I would repeat that viewed from whatever standpoint or approached from whatever angle, in the larger sense and from the general viewpoint, the public schools have fulfilled and are still fulfilling the large purpose foreseen by the founders of our Republic in maintaining the spirit of democracy and thus perpetuating the principle of government by the free consent of the governed.

I desire now, however, to turn from this general consideration and to take up some of the more specific particulars in which, in my judgment, the American free school system and especially our own schools here in Michigan are not fulfilling in the largest measure the full spirit of democratic idealism which it is possible for them to perform. To say of any institution that it has reached perfection would be a palpable absurdity. That the public school system is capable of much greater possibilities than it is now accomplishing is a fact with which no one is more familiar and to which none are more keenly alive than are the school men themselves. Indeed, as I progress I hope to make it evident that the responsibility for the failure to advance to the immediate accomplishment of some of the possible ideals rests not upon the teachers but rather upon a reluctant and conservative public sentiment which will not rise to the demand, or at least will arise only slowly.

The present day high school system of Michigan has had a peculiar evolution. The first Superintendent of Public Instruction in Michigan, the Rev. John D. Pierce, and incidentally it is well to remember that Michigan's first Superintendent of Public Instruction was also the first in the United States, Michigan being the first state to create such an office, in his plan for systematizing the school interest of the State evolved an epochmaking idea in the history of education. He conceived the plan of making the State University the center of the educational system or, in other words, his plan contemplated an educational system beginning with the primary school and ending with the University. The high schools or academies, as they were then called, were branches of the University. In these academies there was to be taught what was then regarded by everyone as the essential elements of a higher education, Latin, Greek, geometry, philosophy, and the like. Gradually these academies were established in the larger towns and in some of the smaller towns and villages and out of this beginning the present high school system has slowly been evolved.

Now the very history of the development of our high schools, together with certain other influences

which I can not take the time to enumerate, has resulted in bringing about two conditions in which we find ourselves to-day, namely, the establishing as a thing more or less sacred in our curricula, the so-called cultural subjects, and the dominance of the University in shaping our courses of study. I am fully aware that this last is a theme upon which it often happens that some writer or speaker becomes hysterical and indulges in verbal fireworks to which an eager few of the unthinking listeners shout vociferous applause. I have no desire to join the ranks of such seekers after pyrotechnic display, and so let me say at the outset that in my judgement he who would take away from our courses of study one jot or tittle of the cultural element or who would make our high schools any the less fitting schools for college would be advocating a most fatal step backward and a dangerous educational tendency. On the other hand I desire most clearly to emphasize the fact that behind the criticism often pronounced upon our high schools that we are too much dominated by the idea of preparation for college lies a truth which demands attention and one to which the people of Michigan (and of the city of Lansing) should give sane and thoughtful consideration. Not that we should do less for the person who is to go on to college; we can not, must not, do that, but we must do more and very much more for those who can not go farther. We Americans are too prone to look upon every child born into our midst as a future president of the United States. That such a possibility does lie before every child is a magnificent testimonial to the value and efficiency of our institutions; but, while we should cling tenaciously to the idea and should preserve the splendid possibility, would it not also be the part of wisdom to recognize the stern fact that during our 122 years of National existence with its teeming millions upon millions of population we have had but twenty-seven presidents and that the vast uncounted multitudes have taken up the burdens of the great common work-a-day world and have taken their places among the commonplace on the farms, in the shops or in the counting room. Is it not time that we ceased to look upon education as a thing which sets men apart from the rest of the world and bids them to a life made up of white cravats and hands unsoiled with contact with earth and iron and steel? Is it not time that we recognized the fact that individual training can not wait for the few who are able to go on to college or technical school but must begin down here in the common school and high school, and that the boy who can not by any possible means go farther than a high school course has a right to have a part of that training directed along lines which will fit him for a life of honest toil in the factory or on the farm? Yes, my friends, industrial training or training for efficient citizenship is the slogan which must be adopted

in the public schools of to-day. We are living in a marvelous era, in an era when the very intensity of competition and the approaching exhaustion of what has heretofore seemed like an inexhaustible supply of natural resources is demanding on every hand conservation and specialization. The rural population of yesterday is changing to the congested city population of to-day. From a nation of farmers and of agricultural products we are rapidly changing to a nation of manufacturers and the equitable distribution of wealth of the past is giving place to the concentration of wealth of the present. All these things are demanding and demanding in a voice that can not be stilled that if the public schools are to continue to be the great leavener of the lump of National democracy, the great factory for the production of a true and sane citizenship, they, too, must expand with our expansion and change with our change and thus continue to be a vital part of the great industrial revolution which is taking place almost unobserved and in the midst of which we are living to-day.

Useless Extravagances in Time.

Many a weary woman will frown reprovingly on an offered knife or scissors to cut a knot, recking not that she is using up time that could be better spent resting or improving her mind. Whoever found that laboriously opened string again when needed?

Who has not seen the embroiderer straining her eyes and testing her patience to use up an infinitesimal end of cotton by threading and rethreading it in a needle? Why do we do it—for there are few needle women who can plead not guilty of this foolishness? Surely the embroidery is not improved by the straggly end, the cost is nothing—the loss of time is great.

When we have a gown or hat or piece of housefurnishing that we think may masquerade as something brand new, why not be honest and count the cost? Weight your scales with the truth—"the greatest expense we can be at is that of our time." Generally the rag bag will profit by the test, and you by the gained hours.

Were you ever guilty of walking a long distance to save a nickel on car fare, arriving at your destination frowsy, bedraggled and too worn out to accomplish the object you had in view? Walking for exercise is good; walking to save a few cents shows how little you realize that fortune is not gained by losing time.

There are undertakings that it pays to stick to. Far more things that we begin are better left unfinished. To hang on to an accomplishment when the motive for doing is past, or we realize that we should never have begun, is worse than silly stubbornness—it is losing what is never again to be found—time.

Did you ever meet a woman who tells you with a superior air, "I always finish what I begin?" If you have learned your lesson in time economy you think what you dare not say—"more fool you."

This is a woman who reads a book to the last word, although it is dead-ly dull or worse, vitiating; who will spend hours working out a puzzle or trying to make a special solitaire come out right, not because she is interested, but because she hates to lose.

There is not one of us who does not need to learn the lesson of time economy. We are the losers by frittering—bankrupt by waste of the passing moment. We keep a sharp lookout lest we should lose money. Who of us disturbs herself to "take time when time is—for time will away?"

Bernice Compton.

For the Mother.

What does a girl "owe" her mother?

To manifest an interest in whatever affects or amuses her.

"To seek the mother's comfort and pleasure in all things before one's own," says the New York Sun.

Not to forget, although she may be old and wrinkled, she still loves pretty things.

Frequently to make her simple gifts and be sure that they are appropriate and tasteful.

To remember she is still a girl at heart, so far as delicate little attentions are concerned.

To lift the many burdens from shoulders that have grown stooped, perhaps, in waiting upon her girls and in working for them.

Never by word or deed to signify that the daughter's word and hers differ, or that one feels the mother is out of date.

To study her tastes and habits, her likes and dislikes, and cater to them in an unobtrusive way.

To bear patiently with all her peculiarities and infirmities, which after all may be the result of a life of care and toil.

To defer to her opinions, even if they do seem antiquated, and not obtrusively to possess the wisdom of one's college education.

To do one's best in keeping the mother youthful in appearance as well as in spirit by overseeing her costume and the little details of her toilet.

Not to shock her by turning into ridicule her religious prejudices, if they happen to be at variance with one's own advanced views.

To introduce to her one's friends and enlist her sympathies in one's projects, hopes and plans, that once again she may revive her own youth.

Seizing Opportunity.

Everybody is familiar with the song and the play, "The Time, the Place and the Girl." Here's how an ice cream parlor man utilized the phrase. He put an attractively printed sign in his window:

"Here is the Place,

Now is the Time;

Bring Your Girl in with You."

The boys did. Enterprise is always rewarded.

Tough Jobs.

Jack—I've just had a hard time. I've been popping the question.

Mack—I've had a harder. I've been questioning the pop.

We Want Buckwheat

If you have any buckwheat grain to sell either in bag lots or carloads write or wire us. We are always in the market and can pay you the top price at all times.

Watson-Higgins Milling Co.
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Is what the man from Missouri wanted when he said "SHOW ME."

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

"Purity Patent" Flour

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

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

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

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

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VOIGT MILLING CO.
GRAND RAPIDS, MICH.



THE GOSPEL OF WORK.

It Is the Saving Grace of All Mankind.

One of the oldest gospels in the world is the gospel of work.

Instead of trying to say anything new upon it I am going to take you through the library and show you what the wise men of the past have said about its opposite—idleness.

After all, the old fellows who lived and thought before we were born covered the ground pretty well on almost any subject you can imagine. We have made some progress in sewing machines, telephones and rubber heels, but the ancients can still give us points on just plain thinking.

Going back to that picturesque old King of Judea, who not only has become a chief figure in magic and masonry but who also gained the reputation of being the wisest man that ever lived, Solomon the Great, we find in his book of precepts such familiar words as:

"Go to the ant, thou sluggard; consider her ways and be wise."

"A little more sleep, and a little more slumber, and a little more folding of the hands in sleep; so shall thy want come as one that runneth and thy poverty as an armed man."

Fortune Never Sits Down.

Plutarch's works are a perfect mine of piquant anecdotes and sayings of the Greek and Roman sages. He tells of Appelles, the great Greek artist, that when some one asked him why he had depicted Fortune on foot, he replied:

"Because she never sits down," by which we understand that if you gent.

Democritus, another Greek, said want to catch her you'll have to run.

Plutarch also relates of Dyonisius the elder, that, being asked one day if he were at leisure, he answered:

"God forbid that any such thing should happen to me!"

From Laertius we get this saying of the greatest of philosophers, Plato. "Never mix idleness with honesty!" from which we infer that no mind can remain honest that is not diligent.

Democritus, another Greek, said that "fatigue is better than ease, for a man's satisfaction never comes except at the end of labor."

The Spartans carried industry to an extreme. Erasmus says "they were exceeding saving of their time, applying themselves ever to serious and urgent affairs, never allowing any citizen to spend his time in diversion or ease. For instance, the ephors, by which name the rulers of the Spartans were known, hearing that certain judges were in the habit of taking a walk in the evening, wrote to them, with their usual brevity: 'Don't walk!' the point being that it behooved a Spartan to exercise in the gymnasium and not in promenades."

Seneca, the great philosopher of Rome, that interesting genius who wrote on a golden table such excellent things about poverty and its privileges, and whom Carlyle calls "the father of all them that wear

shovelboard hats"—i. e., master of "bromides"—wrote:

"Life without letters (study) is death, and the sepulcher of living men."

From Ovid, the Latin poet, we get: "A life of ease corrupts the soul, as still waters grow foul."

And Livy, the Roman historian, remarks upon the well known connection between idleness and the uncleanness:

"Ex diuturno otio licentia colligitur" (Daily ease breeds licentiousness).

The same idea we find in the Latin verses of Palingenio: "Idleness is the seed of all the vices, betrays the mind into vileness, is a companion to lust and removes the foundations of the state."

This reminds one of the pretty fable told by the Germans: The devil, desirous of ruining mankind, and thus spiting the God who had made men, called all his imps before him to see which one he would send for this important mission. Greed, envy, lust, anger, pride and the other sins each volunteered, but were rejected as incompetent utterly to ruin men. At last came idleness, whom the devil chose at once—"for," said he, "when men are idle all the other vices follow as a matter of course."

Plutarch, the Italian poet, was still more emphatic. "Fatigue is the stuff from which virtue and nobleness are made; if you are afraid of the first one, you do not value the last two. Idleness feeds lust, renders the body fat and the mind heavy, obfuscates genius, takes away knowledge, extinguishes memory and gives birth to insanity."

The greatest of the poets of Italy, Dante, says:

"Without work, which consumes thy life,

Thou shalt not leave upon the earth
More imprint than smoke in the air,
Or foam upon the vasty sea."

Tasso was another poet of Italy. In his ovation delivered at the opening of the academy at Ferrara he said: "Where there is nothing but leisure there is no genius, there is no dream of glory or of immortality, there appears no image, nor shadow, nor trace of any of the things we call virtue."

An epigram of Lautier is: "What we steal from our nights we add to our days." This reminds us of recent statements made by a prominent physician in New York to the effect that most people sleep too much. John Wesley's rule was: "Get up as soon as you wake up."

A good motto to inscribe upon the walls of some of our wealthy clubs would be that of Colecchi:

"A man of perfect leisure is a walking crime."

Nature has always some peculiar pain which she attaches to those traits and deeds which do not suit her purposes. Too much food brings the agony of indigestion and too little the pangs of hunger; honesty brings peace and a mean act is followed by remorse; so idleness has its punishment, as noted by Joubert:

"Ease carries within itself its own penalty—ennui."

Love of Ease Strongest.

The sharp and cynical La Rochefoucauld in one of his famous "Maxims" says: "It is a mistake to suppose that it is the violent emotions, such as love and ambition, that triumph over the other emotions. Love of ease, soft as the feeling is, is one of the strongest elements of character; for it subdues the will and the deed, and insensibly consumes every other passion, as well as all one's principles."

It was a markedly true thing he also said that "we have a vast deal more laziness of mind than laziness of body."

Vauvenargues gives another of the laws of the spirit, one that each of us has often proved: "Idleness tires us much more quickly than work."

The same writer points out sharply the important truth that our feelings grow strong and firm by exercise precisely as our muscles: "Sterility of feeling follows its lack of use." There is a flash of wit in this subtle remark of his, and a sting also: "It is the idle who are always wanting 'something to do.'"

The "lazy man's load" is a common expression, for a lazy man works harder so as to get through more quickly and rest. La Rochefoucauld also notes this in one of his "Maxims": "No one is in such a hurry as a lazy person."

Lord Chesterfield gives us another phase of the subject: "Only the ignorant and weak are lazy. Those who

have acquired a great fund of knowledge always want to add to it; it is the same with power, the more one has the more one wants."

Burton, in his famous "Anatomy of Melancholy" says: "Laziness is poison to body and mind, the ailment of perverseness, one of the seven deadly sins; 'tis the devil's pillow, his bolster, his main support. A lazy dog is full of the mange, and how shall a lazy man not be otherwise? Laziness of mind is also much worse than laziness of body; an unused talent is a misfortune; and to the mind rust is a pest, a hell."

Idle Like the Dead.

Jeremy Taylor writes that "an idle person is the same as a dead person; both are merely passing the time."

We get the medical point of view from Dr. Marshall Hall: "Nothing is so noxious as having nothing to do."

The same thought is framed thus by the Archbishop of Magonza: "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."

From this glance at the words of the thinkers of all time we gather that the soul of man is like a boat, floating down stream toward the rapids; to be destroyed, no more is necessary than to put up the oars and lie down.

Frank Crane.

It often happens that the quest of gold leads to the land of guilt.

No woman complains because her beauty is only skin deep.

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THE RUDIMENTAL BRAIN.

The Registering Center Lacks Power of Assimilation.

Written for the Tradesman.

If you go to a vaudeville house and a monologue stunt grows a new joke, you stop and think about it—that is, if you ever do think. The really new joke never gets over the footlights until about the hundredth performance, and then it tumbles down into the bald-headed row like it was ashamed of making its appearance in the audience when only half baked.

J. W. Kelley of blessed memory took Chicago by storm the year of the World's Fair. He was at the Park theater then, which wasn't much, but his wise sayings were on the lips of half the people in the big city before the season was over. He had a story about how to get a drink the morning after—

Well, anyway, he used to tell a story how to get a bit of refreshment when you had no money. It was a good story. There were hits in it. It revealed human nature with the clothes off. Kelley had been there, knew what he was talking about, and so he told it well. Put the story did not get over the footlights.

"It is too subtle!" said Kelley.

"It is too flat!" said the manager.

"It is pearls before swine!" said the members of the Chicago Press club who used to wait in a back box for Kelley.

So Kelley fixed up this joke. He did not take it to pieces and put it together again. He put a stale old joke with which the people were thoroughly familiar on the end of this joke. It was a joke so old, so stale, so frayed at the edges and run down at the heel, that it ought to have been given a suite in the home for the feeble minded, and the boys doubted the sanity of Kelley when he suggested tying this old has-been on to his nice, new story of how to get a drink in the morning.

The plot of this new joke provided for a run on the part of the impecunious star to Clark street, with two policemen and an excited audience in full pursuit, something after the manner in which pursuing mobs now trail down at you from the motion picture canvasses. What Kelley added was this.

"And when they call 'Stop thief' after you, sprint down Clark street. And when they yell, 'Stop thief' on Clark street, Chicago, every man, woman and child on the street will run! So the police can't pick you out of the runners!"

The whiskers are not only frayed on this joke about every man, woman and child on Clark street being a thief; they are moth-eaten and worn down by the passage of years. Ever since Chicago was a fort that joke about thieves on Clark street has been in the barber-shop papers.

It is said that the ice-cap which once covered the earth down to somewhere about the fiftieth degree of latitude retreated at the rate of only twelve feet in a hundred years. If this alleged joke about everybody on Clark street being a thief had made that much progress every cen-

tury toward the tall timber since it saw the birth of the world, it would now be about forty thousand light years away.

But this worn-out joke saved the story! Kelley gave the people something with which they were thoroughly familiar. A few years after Kelley died in New York the fine points of the stunt began to get over the footlights. It takes ages and ages to get a new idea into the rudimental brain of man, and it takes years and years more for the registering center to digest it and make connections with it so it can be utilized when there is need for it. Some cheesy old saying, some bit of rot handed down by a dozen generations of precedent-seekers, some alleged "common sense" jolt will beat a new idea out at any stage of the game. This is because the human brain is still rudimental.

This brings the story up to Ganner, who was a dry goods man in a large town which shall be nameless here. Ganner had been taught in his youth that he must conceal his real thoughts from those with whom he was doing business. His father had been told by his father to conceal his thoughts in every matter connected with business. His grandfather had been taught by his father to do the same thing. His great grandfather had been taught that it was wicked to express satisfaction with anything done for you, with any bargain made in your behalf, with any evidence of loyalty shown to you by those in your employ. So the current of secretive, suspicious blood had come down to surge fiercer than ever in the thin veins of Ganner.

Ganner had a clerk named Hanover. I do not remember whether that was his first name or his tribal name. Anyhow, his name was Hanover, and he was faithful and obliging. He made more sales, and larger sales, than any other clerk. He was careful about his stock, and knew how to handle customers so they would come back. If one of the other clerks was worth \$12 a week, Hanover was worth \$40.

Ganner knew it, but tribal instinct kept him from saying so. He never forgot to give Hanover a cross word if he did anything not approved of. He forgot to give him an encouraging word if he did especially good work. The other clerks knew how hard Hanover tried to please, how serious he was in his work, how loyal he was to the store, and they laughed at him whenever Ganner called him down.

"What's the use?" they would ask him. "You work day and night for that lobster, and dream of his business when you are asleep. What good does it do you? You get no more salary than we do. You get called down oftener than we do, because he thinks you know more than we do and ought to be above making mistakes. If you go about your work in a perfunctory manner, just as we do, and don't lie awake nights thinking about it, you will live longer and have fewer gray hairs and less wrin-

kles on that Irish map you call a face."

Hanover knew that the clerks were giving him the straight goods, but it was his way to do his best at anything he undertook, so he did not take their advice. Another thing, he rather thought it was only Ganner's way. He was something of a student of human nature, and he saw prenatal influences at work in the brain of Ganner, who, but for an inherited fortune, would never have been in business at all.

"It is just his way," Hanover would tell the boys, when they roasted and advised him against loyalty to his job: "Ganner is a very good fellow, but he has been taught that if he speaks in praise of a clerk that clerk will let down a notch in his efforts. He thinks that if he tells me I have done a remarkable thing in selling goods to the amount of \$100 in a day I will be content with a \$70 sale the next day. In other words, he is so primitive that he thinks everybody is trying to beat him. He will be all right in a few hundred years, after half a dozen reincarnations."

"A word of encouragement doesn't cost anything," the clerks used to say, and so time rolled on until it came baseball time, when the cars going to the park were crowded, and the small boy was running away from school, and the office boy had a grandmother dying every other day!

Now, Ganner was something of a baseball fan. He had heard some

one saying, once, that he could beat the bleachers in his tuneful direction of the game, that he could give the umpire half a string and then come romping home with time to spare. He was so great an enthusiast that he used to gnash his teeth and get up and chase himself around in circles when a foreign team made a good hit on the home grounds. And so he was regarded as quite a sporty fellow, and now and then a baseball player nodded to him on the street, or entered his emporium and bought a quarter's worth of something.

Ganner used to rush out of the back office and wait on a ball player whenever he saw him first. He wanted the boys to know that he was a dead game sport. As a matter of fact, Ganner didn't know a good ball play from the details of Schedule K., but he thought he did.

So Ganner sat in the grand stand one Sunday when Hanover sat behind him. It was a corker of a game, that Sunday, and the home team was making the outsiders look like a paper picture of a ball team pasted up on the back fence. Hanover was amazed at the size of the opening under Ganner's rather stub nose. He had never before observed it in the open phase, as the open phase was

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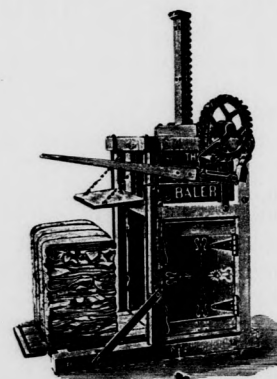
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represented there. It was not only open wide, but there was a great noise boiling out of it.

"Great! Great!"

That was when Bilky killed a man on second.

"Good boy! Good boy, Ginky!"

"That was when Ginky caught a daisy-clipper in the right garden.

"Fine! Fine! You are the dandy boy, Fraudie!"

That was when Fraudie made a two-bagger.

"Great! Never anything like it! You boys take the whole bakery!"

That was when a sacrifice hit won the game.

Hanover actually looked around to see if those noises really were issuing forth from Ganner. In all his life he had never heard Ganner speak in praise of any clerk in his store, had never heard him commend a brilliant or a loyal action, had never heard him encourage the boys who were working too many hours for the money they got. Hanover could not believe that Ganner really was praising some one for something done. So he looked around under Ganner's nose to see where the noise came from. He then found out.

Ganner saw Hanover and frowned, even taking his eyes for a moment from the diamond and the players.

"Hanover," he said, "we must see if we can not do something to bring that department of yours up to date. The sales were very low last week, and something must be done."

"All right," said Hanover. "You can do whatever you like with the department. I have hitherto regarded you as a clam, a clam with a closed shell whenever anything in the way of compliments were earned and awaiting delivery. Now I know that you are not a clam at all, but a blood-sucker. You come out here and praise these purely physical employees of the League, praise them up to the skies, and you turn about and kick on me when I have for years made more money for you than any other clerk you ever had. You are not a clam. You are primitive. You want me to think you are displeased with me so I will work harder.

"The idea that decency begets decency, that employees who know that they are appreciated do more work than those who are snarled at, never entered your head with regard to your own business. What do you come out here and howl for?

"To encourage the players!"

"Now, go back to your store and let out a few howls in applause of your players there, and see if you can not make them win more games! You are rudimental. You are one of the men who never carry change in their pockets for fear they will give away a dime, one of the men who never speak a pleasant word, or an encouraging word, for fear that word may be thought by the recipient to set a standard of excellence."

So Hanover never went back to Ganner's, but don't you ever think that that made any difference to Ganner. He is still snarling at his own clerks and cheering and encouraging ball players so they will feel more

like playing and win more games! If you want to know just how rudimental the human brain is, just think this over.

Alfred B. Tozer.

Observations of a Chicago Philosopher.

Now comes another one who says that man should quit work at 35 or 40, that man is wearing himself out with work when he does not cease his efforts at that age. This statement comes from American Medicine and one would think that a journal ranking as high as this one does would at least be more careful about making such statements as this. Work very seldom hurts any one, although, of course, we may go at too rapid a pace, and if we do not take time daily to rest, we may feel the effects. The good, able-bodied American citizen could not get along without work nor could he quit at the age of 35 or 40, just when most of us are getting to the point when we do our best work. It is true that many men in their mad rush for gold overwork and the machine that God has given them is worn out before its time, but it is not work that has done it; it is abuse. To keep in good healthy condition, in mind as well as in body, we must work, not until we reach the age of 35 or 40 but all our lives. We must add some pleasure to our work, however. If we are brain workers we must offset our brain fatigue with physical labor. If all our work is of a physical nature we must balance our lives by giving our bodies a rest and allow our brains to relieve the strain on our bodies. The brain worker needs to spend a part of each day in a game of baseball, in a long walk or in working in his garden, but to the physical worker this would only mean the overtaxing of his body. He should relax and rest his tired body, should read some good book or get out in the woods somewhere and quietly dream. Balance your life, no matter what branch of labor you may be following, and you will not need to quit work at 35 or 40, nor will you want to.

A few days ago, on my way to the office, I noticed a number of people standing in front of the display window of a well known typewriter company. I stopped to see what the attraction was and saw a badly scarred typewriter mounted on a pedestal in the center of the window. Near by was a large card on which the story of this machine was told, how it had gone through a fire in which a four story building was destroyed, how it had fallen to the basement when the walls went down and had stayed there until the debris became cool enough for the rubbish to be cleared away. According to this card, the machine was taken out and without a bit of work being done to it, was operated with results almost as good as could be done on a new machine. To prove this, a sample of the work was shown. I have seen some fool advertising in my time, but this took the cake over anything else I have ever run across. The remark of a gentleman standing near me showed

what almost every one who saw this window thought. This gentleman turned to me and with a smile said.

"I'd like to know where they get ribbons that will stand that much fire."

The general opinion of those around the window was the same, that if these people would stretch the truth like this in this instance wouldn't it be the same in all their advertising? The whole display was so utterly impossible that it was really an insult to the intelligence of the people, and what made it worse was that an opportunity for good advertising was lost. The machine did show that it had been subjected to hard usage and if the truth had been told, the effect of the advertising would have been good, but, as it was, it was just the opposite. There is nothing so important in advertising as truth, whether you are advertising hardware, ice cream sodas or typewriters.

A few weeks ago an item in the Chicago Tribune told how a white Leghorn hen followed John Grohan, of Glenville, N. Y., to the street car with a nickel he had dropped on his way to the street. I might have believed this, but now comes another which is even worse than that. If it is true, I must object. The hen has her proper place and her work has been laid out for her. This is the item in the Tribune: "One day last week Mr. Grohan enjoyed a half holiday and he started to build a small chicken coop. The hen stood by and watched him pick up the nails and drive them home. After he had picked up half a dozen the hen walked over and picked up one with her beak and dropped it in his hand. This was simple, and Grohan was getting along well with his job when he smashed his finger. With this handicap he could not hold the nails. The hen, seeing that something was wrong, held a nail in her beak. Grohan placed the hen's head near the board and with a gentle tap started the nail, and the hen then picked up another nail. After that the hen held the nails against the boards and Grohan drove them home and the coop was soon complete." I suppose this hen is simply following the example of the ladies she has observed who are so anxious to take a man's place. Of course this hen has a right to learn the carpenter trade if she wants to, but she ought to consider what effect such a move on her part is going to have on the hardware trade. If all of the hens of the country follow her example the trade will have to be revolutionized entirely. Not only that, but who is going to lay eggs for us if the hen takes up this new industry? I am going to hope that this is just another "na-

ture fake."—Sidney Arnold in American Artisan.

Some Original Resolutions.

I will not be provoking if I know it.

I will not be provoked if I can help it; or, if I am, I will not speak until I think it over, putting myself in the other fellow's place.

I will not be petty. I will pass over small annoyances without fuss or comment.

I will not insist on my own way because it is my way. If the other fellow's is about as good, I'll take it.

I will say what I think and then drop the subject, especially if it seems a case of getting hot. Argument does not convince after that.

I will accept advice (even if I haven't asked for it), think it over, and act upon it if it is good.

I will keep my nerves steady by regular exercise in the open air, getting to bed early and avoiding anger, hurry and overwork.

No Help Wanted.

A little miss of 5 years who had been allowed to stay up for an evening party was told about 8:30 to go to bed.

Very, very slowly she moved toward the stair. An aunt, seeing her reluctance, asked:

"Helen, can I do anything to help you?"

"No," replied Helen, "I will get there altogether too soon as it is."

Post Toasties

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

Postum Cereal Co., Ltd.
Battle Creek, Michigan

There is no risk or speculation in handling

Baker's Cocoa
and

Chocolate

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

52 Highest Awards in Europe and America

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

FOOTE & JENKS' COLEMAN'S (BRAND)

Terpeneless

High Class

Lemon and Vanilla

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

FOOTE & JENKS. Jackson, Mich.



General Should Not Turn Common Soldier.

Written for the Tradesman.

"I'm simply rushed to death," sighed my friend, the hardware man, in a tired way.

Haggard and worn out he indeed looked at the end of his long day's work. Reclining in an arm chair with eyes half closed, he drowsily narrated the day's history.

"There was a big order of goods to unpack," he remarked, "and after that I had a lot of stock to shift in the warerooms. Then I put in several hours behind the counter. I am some pumpkins behind the counter, too," he added, chuckling. "Why, there is scarcely a customer who doesn't come to me in preference to any of the half dozen clerks. That's going some, isn't it?"

I freely admitted that it was "going some."

Here was a man whose little business, properly managed, would net him fully \$5,000 a year profit, and even as it was probably brought him \$3,000, yet he was standing behind the counter and selling goods or working in the wareroom shifting stock all day long. He was a \$10 man regularly doing a host of little things which a \$1-a-day beginner could do as readily and as well. The General of this particular business habitually served as a private in the ranks—to the utter demoralization, as I knew, of the other privates.

Occasion sometimes compels the general to fight in the ranks, but he shouldn't turn common soldier when the ranks are thronged with recruits and campaign exigencies clamor for a directing mind at the head of operations. It is for the private to hold a certain position, advancing or retreating at a given signal. The general's duty is to keep the entire battle-field under his eye, and to direct the conflict. Business is just another form of battle—or, rather, of campaign. The head of the business should be its most efficient salesman, but, more than that, he should be head of the business first, and salesman, clerk, janitor and office boy a long distance after that.

Undoubtedly, it pays a proprietor to be able to do anything an employe may be called to do, and to be able to do it better. For the man in the ranks it is an inspiration to have the commander step down beside him for a few moments now and then and shoulder a musket. It develops comradeship between the boss and the boys. No leader should feel himself too exalted to lend a hand to his subordinate in case of emergency.

The leader shouldn't habitually shoulder the work of the subordinates.

An aggressive and successful reporter on a small daily was promoted to the editor's chair. He began his new career with a staff of two reporters, both of them grass-green beginners. Naturally, in their half-hearted search for news they often strayed deviously. The editor, impatient of their failures, covered up their tracks—also personally attended to their assignments. Then, by easy transition he fell into the habit of giving the two reporters the lighter work, and himself looking after most of the heavy assignments.

Things continued thusly for a year. The editor was the mainspring of that paper's news service. Nevertheless, the paper rapidly deteriorated. "Scoops" were of daily occurrence, owing to lack of proper supervision of coming events. The editorial column was a feeble echo of other editorial columns. The newspaper possessed one editor who did the major share of the reporting, and two reporters who did practically nothing at all.

One day the editor's mental aeroplane took a sudden tumble. When he had rubbed the resultant bruises, he sat up sharply and solemnly constituted himself Direct of Ceremonies, Exalted Ruler and High Muck-a-Muck of the Daily Bugle. Newsgathering, thenceforth, he left absolutely to his underlings. "Come here!" and "Go there!" he commanded, and they came and went. For a few weeks sloppy "stories" were much in evidence. The editor tersely pointed out defects, but never condescended to rewrite as much as a paragraph. That he left to his reporters. Instead of spending his time on routine work he kept a wide outlook upon the newspaper's whole field, studying for improvement. The reporters, in place of loafing, commenced to hustle and acquired that actual experience which is the only true training of a reporter. The \$5 and \$10 a week men did their work, and the \$20 a week man did his.

Just so the merchant's time is easily worth more to his business in supervision and direction than in the mere act of selling behind the counter.

For instance, there is financial supervision. How many thousands of merchants are there whose conception of the actual financial status of their affairs is of the haziest? From such as these the great army of bankrupts and insolvents draws its most promising recruits. They bunch their

drafts three months ahead; and on due day meet what they can, and send back what they can not meet. They allow bad debts to accumulate on the ledgers, and dead stock to pile up on the shelves. When money is wanted for personal expenses they draw it from the till regardless; and at the end of the year they never pause to surmise, let alone positively find out, whether they have gained or lost.

Intelligent buying is a matter of supreme importance. Many merchants load themselves with unsalable stuff in some lines, while in other lines they lose sales through unexpectedly running out of stock. They fail to purchase staple goods until the expected rise has actually taken place, thereby being undersold by rivals or else losing possible profits. A few minutes' daily study of the markets and a careful supervision of stock would save more than one clerk's salary at the buying end of the business. Yet the proprietor is too busy doing the work of an ordinary clerk to attend to a vital part of his own duties.

Profits are also lost through failure to study the selling market. A dealer should understand what lines will appeal most strongly to his particular clientele, and what lines will sell slowly or fall flat. Many articles are timely only at certain seasons of the year. Each month's selling campaign should be mapped out beforehand. The popularity of each article handled should be gauged. To the merchant plunged to his neck in routine, this study of the selling field is impossible.

Then there is the clerk to consider—the clerk to whom the merchant, doing duty behind the counter, thinks he is lending a helping hand. Is it really a helping hand?

Here is a store where, when a customer enters, the clerks all hang back, leaving the proprietor to "tend

counter." A single customer means work for the boss; two or more simultaneously are required to drag the clerks into the firing line. Yet these clerks are not naturally lazy. The merchant has voluntarily undertaken to wait on particular customers, and the clerks, following the line of least resistance, form the habit of letting him tend counter.

It is a bad habit—bad for the merchant, bad for the clerk. No clerk can develop into an efficient salesman where the merchant does the lion's share of the actual selling. Example and precept are well enough as teachers, but experience is the real schoolmaster. To become a salesman the clerk must himself unravel the little kirks of selling. Give him experience, give him his work to do and room in which to do it and the responsibility of doing it well—if there is anything in a clerk that test will bring it to the surface.

In fairness to himself the merchant should handle the broader aspects of his business. He should do so in fairness likewise to his clerk.

Victor Lamiston.

Lawn Hose

19 Kinds

7-ply "Tom Cat" our leader

Send for Catalogue

Goodyear Rubber Co.

Milwaukee

W. W. Wallis, Manager

SAY! Mr. Hardware Dealer, are you selling Dry Batteries and Spark Plugs? If not, you ought to. There is good profit in them. Get in the game.

CLARK-WEAVER COMPANY

32-38 S. IONIA ST.

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GRAND RAPIDS, MICH.

The Only Exclusive Wholesale Hardware in Western Michigan

Foster, Stevens & Co.

Wholesale Hardware



10 and 12 Monroe St.

::

31-33-35-37 Louis St.

Grand Rapids, Mich.

"ARE THESE THINGS SO?"**Some Thoughts For the Merchant To Ponder.**

Written for the Tradesman.

The clerk who has an ambition to become a merchant should be much more valuable to his employer than the one who has no such aspirations. Even the one who is clerking to pay expenses while preparing for a profession or some definite vocation apart from merchandising will be a better clerk than he who works only for wages.

It is not a sure evidence of greed or dishonesty if one store asks a higher price for certain goods than another store does.

Before a merchant attempts to answer questions which in no wise pertain to business it is well for him to consider whether the enquirer really seeks enlightenment or whether he asks merely to start a discussion or to gain an opportunity to air his own opinions. He should not allow himself to be drawn into discussion of matters which divert his mind from business at unseasonable times. Even although there be no customers waiting to be served there may be things which demand attention at his earliest convenience.

If it frequently happens that a merchant is unable to make change for customers without sending out for change and delaying them, it is evidence that proper thought has not been given this most important matter. Not once in a score of times can the proprietor justify himself by a true statement that the annoying experience is or was unavoidable. To happen to have plenty of change or happen to be short is letting one feature of the business run itself.

Love of cleanliness is a fairly good substitute for a scientific knowledge of disease germs. At least, that is the way we account for many of our ancestors having escaped these dangers.

Riches are said to be unsatisfying. Many of us can not say by experience if this is so or not. However, one who has accumulated a competence by faithful service to others need have no regret. He can use it for his own or others' benefit with a clear conscience.

The simplest definition of greed is to desire more than we need.

No matter how insistent the public demand; no matter how sure the prospect of sales, it is not good business policy to put every available dollar into new lines or new goods. There should always be an adequate reserve fund in some available form.

Even Fletcherism should be taken with a proper amount of salt.

Experience gained in keeping store may be a stepping stone to a place of greater usefulness and honor. History tells us that Abraham Lincoln

was not a successful storekeeper. In the modern popular acceptance of the term he may not have been. He certainly did not accumulate wealth in business; but he supplied the needs of the people, made many friends and gained a reputation for honesty which was valuable to him in his later undertakings.

To realize how easy it is to lose money may prove a healthful check to greed.

Many a merchant takes up his daily paper every day and begins to search for something worth reading. After ten or fifteen minutes he throws it aside in disgust. He has read a lot which neither benefits nor interests him, and which he is glad to forget. His mind is not in an attitude to receive and treasure up what little he finds which might be of value to him. If he took up a good trade paper (the Tradesman) he could put in an hour of solid enjoyment; he would not feel that he had been wasting time, and he would carry many of the good things in his mind until he absorbed some benefit from them.

Not having time to read a trade paper means that one has no time to learn from other people.

We read not only to gain information but to keep our thoughts in proper channels.

Among the many reasons why people fail in business are: Attempting to reap without having sown; lack of preparation; blind to opportunities; expecting a business to run itself after a few weeks or months of enthusiastic pushing; selling goods on credit; placing too much responsibility on untrained assistants; drawing from store funds for personal extravagance; buying goods in greater quantities than needed; trying to sell goods which people do not want nor need; investing in all the latest improvements in the way of fixtures without sufficient capital, not content to grow slowly and surely; more interested in sports, clubs, lodges and social engagements than in business; not in the vocation upon which the heart is set. There are many other reasons why men fail. Sometimes it is a lack in one point only, and again it is a combination of several.

No substantial business was ever built up by get-rich-quick methods.

E. E. Whitney.

That Raise in Salary.

If you want more salary, young man, do not sit down and moan about it; begin to hustle! Get daffy about your work, make things hum! See that through your efforts the firm makes more money, that new interest and enthusiasm are injected into the working force. The result will come—you will get your raise all right, and if you are working for some old skinflint who won't see the effort you are putting forth for his business and interests, you may be sure that some other firm will see your worth and will "get wise" and

send for you. Do not for a minute think that you are worth more than the fellow next to you who is drawing twice as much salary. If you were worth it to "the old man" you would be getting it. There are cases where it is the employer's son or nephew, who is really no good on earth, who is standing in your light, but in most cases it is the man who is hustling while you are so busy fault-finding and grumbling that you are not doing your work justice: therefore you never can expect to get a raise. In these days you must earn your salary or lose your job, for there are lots of fellows waiting for it. If you see a man who apparently does not work as hard as you and yet draws a great deal more salary, study that man well, for you will find, nine times out of ten, that he has some particular ability you have been too busy grumbling and complaining to have discovered in yourself.—Furniture Journal.

Crushed.

"Darling, are you marrying me for love or for my money?"

"How can you ask, precious? For love, of course."

"Ah then, that's all right, because I've just given my wealth to an orphan asylum."

If a man could live by the sweat of his brow, what a jolly time he would have in hot weather.

Grief is like water—the more it is compressed the more it tends to burst forth in unexpected places.

Acorn Brass Mfg. Co.

Chicago

Makes Gasoline Lighting Systems and Everything of Metal

Established in 1873

Best Equipped
Firm in the StateSteam and Water Heating
Iron PipeFittings and Brass Goods
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**ABUNDANT LIGHT
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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.

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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.

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2 ply complete, about 45 lbs. per square	110
3 ply complete, about 55 lbs. per square	125
Weatherproof Composition Rubber Roofing	
1 ply complete, about 35 lbs. per square	105
2 ply complete, about 45 lbs. per square	120
3 ply complete, about 55 lbs. per square	135
Weatherproof Sand Coated	
1 ply complete, about 55 lbs. per square	110
2 ply complete, about 65 lbs. per square	125
3 ply complete, about 75 lbs. per square	140
Acme brand wood fibre sheathing per roll	45
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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	87
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Slaters felt, 30 lbs. 500 square feet, per roll	65
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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



Fewer Countermands Result in Better Service.

One of the great disadvantages under which a shoe manufacturer labors is that of countermands or cancellations of orders obtained by his salesman. While the percentage is considerably lower than it was years ago, yet the number of cancellations received season after season still is large.

It is not presumed that shoe buyers place orders with a salesman intending at some future date to follow the orders with cancellations. The shoe manufacturer proceeds on the theory that a shoe buyer in placing orders selects styles which he expects to use. That is safe, intelligent and judicious buying.

Sometimes it happens, nevertheless, that a buyer who has started out with the best of intentions finds himself compelled to cancel certain styles which he has ordered for future delivery. The salesman has called on him when business has been good. The buyer's spirits have been proportionately high and the salesman has been sent away with a liberal order.

Then comes a change. Business falls off somewhat and the same buyer, running over his orders, believes he has made an error in ordering, has contracted for too many styles. Then come the cancellations. It is an even chance that later, when business brightens up again, this same buyer will re-order on these styles, and many times from some other salesman who happens to call on him just at that time. The first salesman and his house are not likely to see this re-order.

Now where does this leave the manufacturer? Has he been treated fairly, or has the first order and subsequent cancellation resulted in loss to him?

Compare the manufacturer with the retailer: The manufacturer, like the retailer, has to estimate the goods which he will meet every season and has to place his orders for material in advance. He goes over the situation, estimates his sales, figures the materials he will need and orders them.

Suppose, later, that his estimates appear a little off and he seems to have ordered too much of certain kinds of leather. Does he countermand? No. The tanners of leather would very soon shut down on any maker of shoes who did not accept all of the leather for which he originally contracted. Whether business conditions be good or poor, the manufacturer must stand by his orders, in the expectation that his customers will do the same by him.

The problems of the manufacturer are greatly lightened in the degree that he knows orders which are coming to him are dependable and will stand without countermands. His work then becomes definite and he knows that there will be no added confusion in the vast detail of shoe manufacture, which is in itself a great problem.

How appreciative any manufacturer would be if he could feel a full degree of confidence in every order received!

Getting back again to the buyer, how much could be accomplished towards this end if a buyer, in making his selections, would order only those styles which he knows he will need. That is a safe and sound procedure in ordering. Any manufacturer would prefer orders for fewer styles which will surely stand than orders for a variety of styles some of which are almost certain to be cancelled. Later he would gladly take orders for additional styles—at a time when the buyer becomes certain that he will need such styles.

Again let it be stated, no buyer intentionally orders a large number of styles with the deliberate idea of cancelling at a later date. He follows his best judgment. But if buyers would order early the styles they must have for the next season and let the additional styles go until such time as they become a necessity, there would be fewer countermands, better service and a much better understanding and feeling between manufacturer and buyer.—Shoe Retailer.

Sane and Sensible Points For Shoe Retailer.

One of the leading manufacturers of children's fine turns, shows an original and new style for fall which has taken the trade by storm, and all the salesmen of the house have booked large orders on his particular model. It is a button boot in the Duchess cut, with patent leather vamp and narrow patent leather band around the top, and is made in almost any combination of leathers. This new style has been copied and imitated by other manufacturers, but the original can only be obtained from this one house.

A Profitable Device.

One of the leading jobbing houses of the country has recently been made exclusive agent for a well known line of heel plates which are represented to be the best class of goods of this sort on the market. They are strong and durable and can not break, and are adjustable to any size shoe, being made in seven different sizes. Best of all, they return 100 per cent. profit. Many retailers

are making money off of these goods to-day.

A Great Invention.

A novelty was introduced to the trade five or six months ago which has proven quite a sensation in the East on account of its practical qualities. It is a device which fits in the heel of either high or low shoes to save the stockings and preserve the linings. It is made of combination duck, cork and leather and is sanitary, comfortable and durable. It has been introduced to the public in the leading centers of the East, and has been advertised strongly in New York, Philadelphia, Boston and Pittsburgh and is now being introduced in Western cities. These heel guards retail for 25 cents a pair and allow a good margin of profit.

Rubber Heels of Quality.

I recently ran across a line of rubber heels made by specialists in this line who are making more rubber heels and soles for the shoe trade than any other concern. This fact is not generally known, as the heels do not always contain the stamp of the manufacturer, for any dealer can have his trade-mark or stamp placed on the heels. This is an invaluable line for the findings department.

Be Ready For the White Season.

The season is now far enough advanced for retailers to realize that there will be a big sale of white shoes during the summer months. This demand is always accompanied with a strong call for serviceable cleaners. I recently saw a preparation which

has been tested thoroughly and met with a ready sale on account of its intrinsic merit. The preparation is made up in two ways, one for cleaning white kid, and the other for cleaning buckskin, ooze or canvas. This line is being extensively advertised, and literature is furnished to any dealers handling the line.

Popular Women's Line at \$2.50.

I recently saw a line of women's shoes at \$2.50 which compare favorably with anything I have seen at this figure. They are made by a Pennsylvania factory, where the factory costs are lower than elsewhere so that extra quality is put in the shoe for this price. This line is made with all the elegance of style and fit embodied in higher grade goods, and finished in many combinations. The manufacturer will be glad to send samples to any interested party.

A Serviceable Device.

I recently saw in a shoe store a very practical device for holding the shoe while being cleaned and polished. It consists of a metal bar fastened to the wall with two projecting arms, fitted with a last, on which the shoe is placed. It is made with changeable lasts for either men's or women's shoes and is detachable from the wall, so that it can be removed when not in use. It is made in a lighter size and finish for home and store use, and in heavier size and finish for bootblacks, hotels, etc. It retails for \$1 and up, allowing a good profit.—Shoe Retailer.

This is the Original Hard Pan Shoe



Often imitated but never equalled in durability and foot-comfort, especially where the conditions of wear are unusually hard on shoes.

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

PROBATION SYSTEM.

How It Is Applied To Adult Delinquents.

Written for the Tradesman.

Some of our highly modern moralists contend that the fear of punishment as a means of preventing crime is thoroughly out of date, and does not fit into our present day conception of morality and ethical culture. Their argument is that we ought to do right for right's sake; that we ought to be true and industrious, honest and virtuous, kindly and unselfish, not because we dread any retributive justice for being otherwise, but simply because the best impulses of our nature spontaneously prompt us to pursue these more excellent ways.

Theoretically, all this sounds very plausible; and if we had a segregated colony or state in which every member were absolutely normal with respect to his moral nature, and educated up to an adequate appreciation of these lofty ideals, the theory would doubtless work most admirably. Unfortunately, we have not any such ideal conditions in any of our communities, whether large or small. Some of our people are decidedly abnormal, morally speaking. Some of them are degenerate to a very perceptible degree, through heredity or environment, or both. Some of them are criminal at heart and utterly incapable of keeping the laws of God or of the state unless their flaccid and vacillating efforts at right living are kept somewhat intact by the fear and dread of punishment should they deviate too conspicuously from the accredited path of rectitude.

It is perhaps well for the rest of us that our advanced theorists do not have their way in abrogating penal laws. The abrogation of penal laws can, with safety, take place only as the citizens composing the state are educated to an appreciation of, and a bona fide desire to participate in, the ideal life of equity and brotherhood. Judging the future by the past, this educational process, in order to be complete, will have to extend through several centuries of active propaganda. This business of state-wide education in ethical matters is a laborious and tedious process under the sun. It isn't wise to force it.

There is a fine old Biblical statement to the effect that every transgression and disobedience shall receive its just recompense of reward. And again it is said, "The way of the transgressor is hard." Now these statements are not true simply because they are in the Bible, but they are in the Bible because they are true; and they would be just as true in any other book. In other words, they are statements of facts that we can easily verify in many ways. For instance, out of our own experience; or by observation, testimony or the teaching of history.

The entire superstructure of divine justice rests upon the punishment of the wicked. When you violate the law of prudence and get your hand against a hot stove, you are going to suffer no matter what your creed or

philosophical outlook may be. Temporary pain resulting from a burn is just as certain and just as real as anything under the canopy. Moreover, there is a beneficial feature to it. Suppose there were absolutely no pain or discomfort attending such imprudence. In that event your hand might burn half off before you discovered it. Isn't it infinitely better to have a blister on your hand for a week than to lose three fingers for all time?

There is such a thing as reprimanding, fining or imprisoning a man for his own good. For the good of society, it is sometimes not only right and just, but absolutely compulsory, to commit certain anomalous members to solitary confinement or lop off their unprofitable lives to get rid of their destructive and contaminating influence. We can not extract the sting from the code of divine punishment as set forth by the Bible, and if we really mean to protect the innocent and bring the guilty to the bar of justice, we must not emasculate our penal laws.

There is entirely too much maudlin sentiment among the peoples of our various communities. How often is our sense of justice outraged by the zealous efforts of good, law-abiding citizens, who are compassing heaven and earth to prevent the conviction of some notorious defaulter, murderer, or other criminal; or, after his lawful conviction, do everything under the sun to set him free, and turn him loose upon the long-suffering community!

Yet there is another side to this question that we should not overlook. There are hardened criminals and there are first offenders. There are born perverts—men whose evil-doing is the outgrowth of their innate depravity, and men who have temporarily lapsed. Obviously they should not be judged alike.

Police court judges of some of our cities like Cleveland and Kansas City have instituted the probation system. This is virtually the application of the juvenile court idea to the judgment of grown-ups; for it acts upon the assumption that the average man, if not inured to crime, is a child and should be handled as such. Men are brought up to the police court who have hitherto had clear records. They are shamed and humiliated by their fall into delinquency. The situation is a critical one with them. Suppose they are sent to the workhouse. In that event they are virtually branded, and the likelihood incurred of making perpetual criminals out of them. The probation system, according to Judge Manuel Levin, of the Cleveland Police Court, is not so much concerned with the crime a man has committed, or is charged with having committed, as it is with the cause lying back of the crime. "We send out a man," says Judge Levin, "and if he discovers that the guilty one has committed the crime because he was poverty-stricken and hungry, we have agents who take care of that. If his family needs coal we give him coal.

"We have several officers who do nothing but investigate cases brought

before the Police Court. If the prisoners are not old offenders and show any signs of being good, their cases are taken up. A full report is made to the proper officials and their families are taken care of until the men can get some employment that will keep them from the 'temptation zone.' (The 'temptation zone' was originated by the coal thieves of Cleveland. We used to have at least ten cases of coal theft a day.)

"Instead of sentencing the men and women arrested, we investigate. Another thing we have done is to sentence young boys to attend a night school instead of sending them to the workhouse. Take a young offender. We would sentence him to thirty days in the workhouse and then give him his choice of thirty days in the workhouse or eight months in the night school. We have never had one who would choose the workhouse. We make them report to us once a month with a written report from their teacher. We have never had one arrested after sending him to night school."

The probation system as it is exercised in Cleveland and several other large cities in this country, does not abrogate the dignity of the law, but it does recognize the possibility of reclaiming the occasional offender. In other words, it seeks to administer penal justice in such a way as to prevent crushing and humiliating the offender unnecessarily, and, if possible, reaching and quickening into life his better impulses.

The forms of justice are kept in-

tact. The evidence is heard and sentence is passed according to the requirements of the law, but the delinquent is paroled on good behavior; and, wherever possible, the causes which brought about his delinquency, are removed. This is not a nullification of the law in any sense, but, rather, a modern (and it would seem a thoroughly practicable) application of it to adult delinquents.

Chas. L. Garrison.

All in the Honor.

One of the best Lincoln stories told is that of a man who asked the President how he liked his job. Lincoln said the question reminded him of a man in Illinois who was treated to a coat of tar and feathers and ridden out of town on a rail. He was asked how he liked it, and replied that if it was not for the honor of the thing he would rather have gone on foot.

Detroit Rubber Co.

WHOLESALE OF
RUBBER FOOTWEAR
DETROIT.

It Pays to Handle

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WHITE CANVAS STRAP PUMPS



The most popular hot weather footwear on the market.

Anticipating the heavy demand, we have purchased a large stock of these goods and can take care of orders promptly. Write to-day.

HIRTH-KRAUSE CO.

GRAND RAPIDS, MICHIGAN

THE TELEPHONE MERGER.

Interesting Features Involved In the Proposition.

Written for the Tradesman.

It has been the policy of the State to discourage the merging of competing telephone companies, in fact, the law forbids such consolidations. Under the Giles law enacted by the last Legislature, and which will go into effect in August mergers are not only made legally permissible, but conditions are created which will virtually compel competing companies to get together and the State Railroad Commission to have jurisdiction over rates and service, that the public interest may be protected. The Giles law provides that when any interested party makes application the State Railroad Commission may after an examination into conditions order competing telephone companies to make physical connections, that all the subscribers of one exchange may have connection with all the subscribers of the other. A fee of five cents to be charged on each connection of this nature. The law further provides that the purchase or lease of one company by the other shall be valid. The physical connection provision will effectually eliminate competition as it will be of no advantage to one company to hustle for business and go to the expense of construction if the other is to have the advantage of its enterprise. The merging of competing companies or the division of territory between them is, in fact, actually invited and legalized, if done under the authority and supervision of the State Railroad Commission. This law was a "farmer bill," and bills similar to it have been in the Legislature for several sessions. In former sessions the telephone companies opposed such legislation, but last winter the telephone companies kept hands off. It is even intimated that they encouraged the passage of the bill.

The efforts of the law, it is likely, will be a very general elimination of competition in telephoning in Michigan, either by purchase or by the exchange of properties and the division of the territory. In Michigan there is the old Michigan State Telephone Company, the original Bell, which is now controlled by the American Telegraph and Telephone Company, with headquarters in New York. This company once had a monopoly of the field and was exceedingly arrogant in its attitude toward the public and uncompromising. When the Bell telephone patents expired the demand arose for cheaper telephone rates, and when these demands were contemptuously refused, independent companies sprang up all over the State. These independent companies were organized by local capitalists and with few exceptions were financed in the old fashioned way, no more stock being issued than money actually paid in. Under excellent local management, backed by local pride, these independent companies in most instances have prospered very handsomely and some of them have

grown to large proportions. According to the best statistics obtainable there are now 430 independent telephone companies in the State, with a total capitalization of something like \$11,000,000, this capitalization representing money paid in and no water. Many of these independents are small town and farmer institutions, essentially local in their scope, and not important factors in the telephone situation. The demand for the Giles law is so far as it relates to physical connections came chiefly from these small exchanges, as thereby they can hitch on to the big State company instead of being confined to their own little territory. But there are several big independents. The largest, best known and most successful of the independents is the Citizens of this city, with \$3,600,000 stock outstanding and with local exchanges at Jackson, Battle Creek, Lansing, Ionia, Traverse City and many of the smaller towns within this territory. The Citizens owns these exchanges and has them connected up as a system and in addition has a substantial stock-holding interest in the independent exchanges of Muskegon, Grand Haven, Manistee and Ludington, and in all has 235 towns on its list. The Citizens has been so successful in its operations that almost from the beginning it has paid 8 per cent. dividends in quarterly installments, and is said to be in a stronger and better financial position to-day than ever before.

The Union, of Alma, has \$770,000 capital stock outstanding and owns the local exchange at Owosso, St. Johns, Mt. Pleasant, Clair, Edmore, Stanton and other points in the territory, with Alma as the center. It has a total of about sixty stations.

The Valley Home, of Saginaw, is an exception in that it has a bond issue of \$150,000 in addition to its capital stock outstanding of \$675,000. This system covers the territory described as the Saginaw Valley and the "thumb" included, with Saginaw, Bay City and Flint as the big towns, having in all about 100 stations.

The Home, of Detroit, embraces Southeastern Michigan east of Jackson and Lansing, with Detroit as the center. It has about \$4,000,000 stock outstanding.

The Southwestern, of Burr Oaks, covers about fifty towns in the southwest corner of the State and has about fifty towns on the list.

These five companies, each a very respectable little system in itself, practically cover all of Lower Michigan and for years have worked together in harmony offensively and defensively against the old Bell, or Michigan State, and so effectively that in many instances the latter has found it impossible to make headway. In this city, for instance, the old company has spent much money in keeping its plant up to date and improving its service and in recent years has had a popular management, and yet the Citizens, with its long list of local stockholders, has beaten it at every point and is in a position to continue doing so infinitely. But for its long distance business the Michigan State, it is un-

"Simmons Shoes Wear Longest"



**Simmons
Boot & Shoe Co.
Toledo, Ohio**

SUMMER AND HOT WEATHER SPECIALTIES

**Oxfords Pumps
Ankle Straps
Barefoot Sandals
Tennis Goods**

Our fine line of the above specialties cannot be excelled anywhere and is still nearly complete.

We can fill orders promptly.

Ask for catalogue.

Herold-Bertsch Shoe Co.
Makers of Shoes :-: Grand Rapids, Mich.

derstood, would be a money losing proposition here and in the Citizens' territory. The same situation exists at Alma, at Saginaw and at Burr Oaks, but in the Detroit district it is said the old company has been better able to hold its own.

The Amercian Telegraph and Telephone Company, controlling the Michigan State, is understood to have become tired of the fight and is very desirous of so arranging matters that competition will be eliminated. They want to do away with a condition that yields neither profit nor fun, and the Giles law opens the way. They will buy, sell or divide territory as may be most agreeable or feasible, and have let it be known that they will not haggle unduly over terms. Negotiations are said to be well advanced by which the Michigan State will take over the Home, of Detroit, soon after the Giles law goes into effect, but upon what terms has not been given out. It is known that the Citizens, of this city, has been invited to submit propositions as a basis for negotiations when the time comes, and that informal conferences have been held to talk matters over. The Citizens, it is understood, has been collecting data relating to its physical properties and earnings, and soon after August it is possible that the negotiations will assume a definite form. The same conditions obtain with the Union, of Alma, the Valley Home, of Saginaw, and the Southern Michigan, of Burr Oak. What will come of these negotiations remains to be seen, but

the elimination of competition in one way or another is likely, if not by merger, then by a division of the territory on terms that will be satisfactory to all interests concerned, including the public. Most of the independents were organized as protests against the exactions of the old Michigan Bell, and it is probable the independents will insist upon the proper safeguarding of telephone rates in the future, and the protection of the local stockholders as a preliminary to any merger negotiations. With these two points arranged, it is probable other details can be easily fixed up. This is the condition in Grand Rapids at any rate, and it is believed to be the same elsewhere.

In the old days the independents had to be everlastingly on the watch against the wiles of the old company lest they be gobbled up in one form or another. The purchase and closing of the independent exchange in one town might disorganize and demoralize an entire system as this particular town might be an important connecting link and the change in control would break the chain. Under the Giles law the independents will be in a better condition than ever before, because with physical connections and the interchange of business made compulsory the independents can reach every town touched by the rival.

A possible obstacle to the merger movement is the anti-trust laws. Eliminating competition whether by purchase or division of territory

would be to establish a monopoly and might be construed as a restraint to trade. It is true the companies to be merged are wholly within the confines of the State and their consolidation would be under State authority and supervision, but the companies have connections in Ohio, Indiana, Illinois and other states, and it is an interesting question if the recent decision of the Supreme Court in the Standard Oil case does not have a direct bearing. This is a point the lawyers and perhaps the courts will have to decide. If both sides really want to get together, however, and if the general public shows no hostility to the idea, it is quite likely some way will be found to overcome legal and Supreme Court obstacles to the merger.

Ten Business Commandments.

Rule I. Give me more than I expect and I'll pay you more than you expect. I can afford to increase your pay if you increase my profits.

Rule II. Watch your work, not the clock. A long day's work makes a long day short, and a short day's work makes my face long.

Rule III. Don't lie—it wastes my time and yours. I'm sure to catch you in the end and that's the wrong end.

Rule IV. You owe so much to yourself that you can't afford to owe anybody else. Keep out of debt or keep out of my shop.

Rule V. Dishonesty is never an accident. Good men, like good women, can't see temptation when they meet it.

Rule VI. Mind your own business and in time you'll have business of your own to mind.

Rule VII. Don't do anything which hurts your self-respect. The employee who is willing to steal for me is also capable of stealing from me.

Rule VIII. It's none of my business what you do at night. But if dissipation affects what you do the next day and you do half as much as I demand, you'll last half as long as you hope.

Rule IX. Don't tell me what I'd like to hear, but what I ought to hear. I don't want a valet to my vanity, but I need one for my dollars.

Rule X. Don't kick if I kick—if you are worth while correcting, you are worth while keeping. I don't waste time cutting specks out of rotten apples.

He Had His Orders.

Murphy was a new recruit in the cavalry. He could not ride at all, and by ill luck was given one of the most vicious horses in the troop.

"Remember," said the sergeant, "no one is allowed to dismount without orders."

Murphy was no sooner in the saddle than he was thrown to the ground.

"Murphy!" yelled the sergeant, when he discovered him lying breathless on the ground, "you dismounted!"

"I did."

"Did you have orders?"

"I did."

"From headquarters, I suppose?"

"No, sir; from hintquarters."



Common-Sense
On Safes

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.

Saginaw Valley

News and Gossip of Interest To Business Men.

M. & M. Automobile Trip.

The Wholesalers' and Manufacturers' Association of Saginaw will, on June 27, start out on their annual trade extension trip through The Thumb territory, going this year by automobile, instead of by train, as formerly. It is expected the new arrangement will give more time for stops at places visited and also be more interesting than the customary trip by rail. As outlined, the trip very much resembles covering the points of a compact triangle, going east the first day, north the second and returning from the apex southwest the third and last day. About 300 miles will be covered, or 100 miles a day. Saginaw business men not only propose to hold their trade in The Thumb but also to extend it, and they will make this trip a memorable one.

The Itinerary.

June 27—First Day.		
Arrive.	Town.	Leave.
8:00 a. m.	Saginaw.	6:00 a. m.
8:50 a. m.	Mayville.	8:30 a. m.
9:30 a. m.	Silverwood.	9:05 a. m.
10:30 a. m.	Clifford.	9:50 a. m.
	(Dinner.)	12:30 p. m.
1:00 p. m.	Marlette.	
1:50 p. m.	Brown City.	1:30 p. m.
2:25 p. m.	Valley Center.	2:10 p. m.
3:00 p. m.	Melvin.	2:45 p. m.
3:35 p. m.	Peck.	3:20 p. m.
4:30 p. m.	Roseberg.	3:50 p. m.
5:20 p. m.	Avoca.	4:50 p. m.
	Yale.	
Supper at Yale and remain there over night.		
June 28—Second Day.		
	Yale.	7:00 a. m.
7:30 a. m.	Blaine.	7:45 a. m.
8:00 a. m.	Jeddo.	8:15 a. m.
8:25 a. m.	Amadore.	8:40 a. m.
9:00 a. m.	Crosswell.	9:30 a. m.
9:45 a. m.	Lexington.	10:10 a. m.
10:40 a. m.	Applegate.	11:10 a. m.
11:30 a. m.	Carsonville.	1:00 p. m.
	(Dinner.)	
1:30 p. m.	Sandusky.	2:15 p. m.
2:45 p. m.	McGregor.	3:05 p. m.
3:20 p. m.	Deckerville.	3:45 p. m.
4:00 p. m.	Palms.	4:20 p. m.
4:40 p. m.	Minden City.	5:05 p. m.
5:25 p. m.	Ruth.	5:45 p. m.
6:30 p. m.	Harbor Beach.	
Supper and remain over night at Harbor Beach.		
June 29—Third Day.		
	Harbor Beach.	8:30 a. m.
9:30 a. m.	Uby.	10:00 a. m.
10:30 a. m.	Bad Axe.	11:30 a. m.
	(Dinner.)	
11:50 a. m.	Fillion.	12:05 p. m.
12:20 p. m.	Kindie.	12:50 p. m.
1:15 p. m.	Port Austin.	1:45 p. m.
2:05 p. m.	Grind Stone City.	2:25 p. m.
3:25 p. m.	Pinnebog.	3:40 p. m.
3:55 p. m.	Gatts.	4:05 p. m.
4:20 p. m.	Caseville.	4:40 p. m.
5:10 p. m.	Elkton.	5:30 p. m.
5:45 p. m.	Pigeon.	

Those Who Will Go.

Symons Bros. & Co.
Smart & Fox.
Phipps, Penoyer Co.
Saginaw Milling Co.
Valley Sweets Co.
Oakland Vinegar & Pickle Co.
Saginaw Hardware Co.
Morley Bros.
John W. Ladd Co.
Saginaw Beef Co.
United Supply Co.
Melze, Alderton Shoe Co.
Peerless Laundry & Dye Co.
Saginaw Sheet Metal Works.
Bank of Saginaw.
Consolidated Coal Co.

Salt Suit Started.

Much interest is taken here in the

suit undertaken in the Circuit Court at Port Huron by the Michigan Salt Works, of that city, attacking the constitutionality of the Michigan salt inspection act and seeking an injunction restraining State Salt Inspector John Baird, whose offices are in Saginaw, and his deputy, in St. Clair county, William Hodgson, from further inspections of the Port Huron plant or salt product. Monday, June 30, has been set for the Inspector to show cause. State Inspector Baird welcomes the suit and had been preparing to take action against the Port Huron company on the ground that it has not conformed to the act for the past three years as to the payment of fees. The claim of the Port Huron company is that Canadian, New York State and Ohio salt is not subjected to inspection when brought into the State and is not required to pay inspection fees, this being held to be discrimination. It is further alleged the act is a violation of the fourteenth amendment of the Constitution of the United States, and is class legislation. Further, it is declared the act is contrary to the provisions of the National pure food law. The suit is of large importance to the entire State, because, if upheld, it would invalidate the salt inspection act passed in 1869, under which the department has operated for more than forty years. The act was originally drafted by the late Judge Edget, of Saginaw.

Trade and Business Notes.

The Michigan Bell Telephone Co., owing to largely increased traffic, finds it necessary to install here six sections of additional switchboard, spreading out the load and making it possible for twelve additional operators to handle the demands made. An expenditure of \$25,000 is involved.

Dealers are warned not to carry the toy pistol and similar armament in stock, or at least not to sell them, for the police are making an active campaign against the same, and one retailer has already been fined \$5 and \$2.95 in the Police Court, the recorder stating that, being the first case, he was lenient, but would not be so in the future.

Herman Schmeck and John C. Reinke are starting a sandstone brick plant with a capacity of 80,000 bricks per day at Michigan City, Ind., for the Saginaw Sandstone Brick Co.

Sheriff L. J. Rimmelle has disposed of his grocery business to Louis Miller, of this city, who was formerly engaged in the grocery business on Wadsworth avenue.

A. W. Nesbitt, of Diamondale, has sold out to H. Miller, formerly traveler for the Hirth-Krause Co., of Grand Rapids.

George Allen, of Brinton, is dead, and the business is being continued by his wife, Maggie L. Allen.

A. Koch, Genesee avenue, boots and shoes, this city, is closing out.

A dinner was given Tuesday, June 20, to the directors of the Board of Trade at the new Hotel Fordney by John L. Jackson, taking the place of the regular noonday luncheon.

The German-American Bank has practically completed the purchase of the Moye building, North Hamilton street, this city, for its West Side offices. This is the new bank to start here about July 1, with branches on each side of the river.

John Schmelzer is negotiating for the Saginaw County Savings Bank building, at the corner of South Hamilton and Court streets, and will occupy the same, it is stated, if the purchase is completed, with an up-to-date department store.

Efforts to have a central railroad ticket office located here have so far proved unsuccessful. The convenience would be greatly appreciated by traveling men and the public generally.

Trade Visitors.

Following are among the business visitors who have called upon Saginaw business men during the past week:

A. L. Dryer, Marion.

Simon Hoffman, Grassmer.

A. Woldt, Kilmanagh.

J. Buells, Gaylord.

S. B. Westcott, Caro.

E. J. Cole, Au Gres.

W. K. Frost, Clio.

Bert Ferris, Freeland.

R. Spencer, Charlotte.

H. T. Phelps, Caro.

H. V. Huston, Ludington.

J. M. Doherty, Coleman.

J. T. Kelley, Midland.

Chas. Wolohan, Birch Run.

Chas. Oldham, Petoskey.

W. J. Morrison, Bay City.

Elmer Weed, Breckenridge.

J. S. Pierce, Chapin.

Mr. Apple (Apple & Peterson), Marlette.

W. E. Dennison, Freeland.

C. J. Friers, Port Austin.

J. W. Brady.

A Serious Oversight.

In endeavoring to go the limit a good many people fail to make provisions for stopping when the limit is reached.

SCHUST BAKING CO., Saginaw, Mich.

Mfrs. of Crackers and Fine Cookies

Not in the Trust

Our goods are the best and prices lowest. Why not write today for a price list

Branches—Grand Rapids, Bay City, Flint

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

Some Features Which Make Life Worth Living.

Clubs and Fraternities.

Social life in Saginaw has many centers. The Saginaw Club, the Saginaw Country Club and the Saginaw Canoe Club have splendid club houses and large memberships. The Arbeiter Germania and Teutonia are flourishing German societies, owning commodious halls and gardens. There is a large Bohemian Society and a Polish society having their own halls and gardens. There are nearly two hundred fraternal societies. The following fraternities and societies own their temples or halls:

Masonic, Eks, Forresters, Knights of Columbus, Knights of the Modern Maccabees, Young Men's Christian Association, Young Women's Christian Association.

Music and Art.

Saginaw is noted for its excellent church choirs. Many churches are equipped with magnificent pipe organs. The Germania Mannerchoir was founded in 1856 and has ever since maintained a strong organization. Several male quartettes are maintained. Two bands and three orchestras are supported.

Saginaw May Festival.

The most notable musical organization in Michigan is the Saginaw May Festival, organized in 1901. The series of concerts given by this organization annually in May are the great musical events of the State. Oratorios, operas and compositions of the world's greatest composers are undertaken. Affiliated choruses of a number of other cities of the Valley unite in this work with the Saginaw musicians. The great orchestras of the metropolises are brought to Saginaw and the noted soloists of the music world are included in the programmes. The Auditorium, with its great organ stage and complete equipment fulfills every demand for such occasions, seating 4,000 or 5,000. The festival is generously supported. The audiences tax the seating capacity at every event.

Athletics.

The public schools of Saginaw are well equipped with gymnasias. The manual training school has a very complete athletic course. The equipment includes a plunge with salt water—natural brine—shower baths, etc. Bathing suits are supplied free to students and at 5 cents each to others. There is a complete paraphernalia for exercises for males and females and expert instruction.

The high schools are each provided with large and well equipped athletic grounds.

Several clubs, societies, fraterni-

ties, churches, Y. M. C. A. and Y. W. C. A. are equipped with gymnasias, bowling alleys, etc.

Baseball.

Saginaw is included in the Southern Michigan Baseball Association. The following cities compose the League: Adrian, Battle Creek, Bay City, Flint, Jackson, Kalamazoo, Lansing and Saginaw.

The Saginaw Club won the League pennants in 1908-1909.

The Saginaw ball park is centrally located and splendidly equipped.

There are many amateur baseball clubs which flourish in season.

Football is well supported in the schools. Basket ball and indoor baseball likewise have many enthusiastic supporters. The Armory affords an unexcelled field for these games.

Winter Sports.

Skating and ice boating on the river are favorite winter sports. When frozen the river presents an incomparable icy way—a boulevard, in fact—and is the scene of much sleighriding. The river when frozen is often used as a race course or speedway.

Joseph P. Tracy, Secretary
Saginaw Board of Trade.

The Salesman's Safeguard.

Everybody hates a hard luck story. We hurry away from the twisted cripple who speaks to us on the street corner or the blind musician with his sightless eyes turned up beseechingly. We are willing to give a little money, but we do not want to hear the story. We hurry along.

It is not that we lack sympathy. It is merely that we dislike to be reminded of unpleasant things. We dislike the sight of misfortune and the thought of misfortune. We ignore their existence whenever we can, or at least try to enjoy the comforting belief that while they may come to others they will not cast their evil shadow over us.

This is only a natural human impulse. The man who is perpetually expecting the worst to happen to him and who keeps his mind constantly on the topic is a fool. We must all run the chances of misfortune; it is the common lot. The more light heartedly we face them the better.

But there is a difference between light heartedness and recklessness.

The Japanese Admiral Togo was courageous and light-hearted when he faced the Russian fleet in the Japan Sea. But Togo was not reckless. He had carefully prepared himself to meet the dangers of this day. His ships were in spick-and-span order; his men were thoroughly drilled and disciplined; his equipment was in perfect condition; he was absolutely prepared—ready to face the most severe trial the enemy could impose upon him. Therefore he could afford to dismiss apprehension from his mind. And he did. This should be the attitude of every man toward the threatening dangers of life.

The American traveling man faces

more chances of misfortune than almost any other of his countrymen. Newspaper reports of train wrecks remind him constantly that one of the chief haunts of sudden death is the rail on which he spends so large a portion of his life. He is the chief patron of the towering hotels—with their many floors and bewildering passages—which suffer most from disastrous fires.

His business takes him into strange places at unusual hours at night. In the daytime he is always in the thick of the hurly-burly on crowded city streets, dodging between trucks and vehicles, often weighed down with heavy grips. A fall on the slippery pavement, a moment of confusion in the press at a crossing, a misstep as he jumps off a car—and he may be incapacitated for work for weeks or months.

The traveling man knows he faces this constant danger.

Should he therefore lose his courageous optimism?

No!

But he should realize the risks he runs, take whatever precautions he can to prevent them or minimize their effects and then dismiss them from his mind.

He owes this preparation to himself; and in a still greater measure he owes it to those who are dependent upon him, to those whom he has sworn to protect—to the wife and children who would be left behind to care for themselves if anything should happen to him—who would suffer hardships if he should suddenly lose his earning capacity.

Membership in an association which indemnifies in case of accident is the most logical precaution a salesman can take. F. H. Hamilton.



HENNING'S HORSE RADISH AND SUMMER SAUSAGE

Quality and price right

Order through your jobber

CHAS. W. HENNING & SONS, Mfrs.
SAGINAW, MICH.

SAGINAW HARDWARE CO.

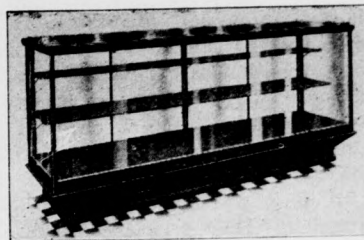
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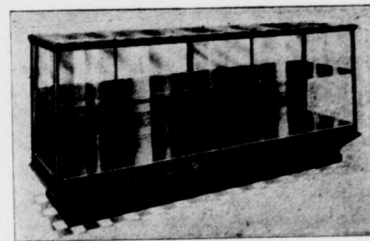
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Send in your orders for Sprayers, Paris Green, Arsenate of Lead, Scythes, Snaths, Forks, Hay Carriers.
We can fill orders for planters quick.

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



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

Saginaw Valley

Merchant Who Holds His Own Will Do Well.

Written for the Tradesman.

"It pays to be honest in business. I know that, whatever other people may think," said old Daniel Henshaw, who was now on his second year in business after having tried the mercantile life back in the sixties as a young man. "I know there is a belief in some quarters that every merchant must needs do a little prevaricating in order to sell goods. From such doctrine I absolutely dissent."

We all knew that Henshaw was a man of strictest probity and the little knot of traveling men gathered in his store after closing time were eager to hear him talk, which he did from an experience passing through forty years of a more or less strenuous business life.

"When I was a young man I set up a little store in the lumber woods, my customers coming principally from the adjacent lumber camps and from those early settlers who had dared the hardships of a pioneer life to make a break in the Northern Michigan wilderness. These early farmers enjoyed a bonanza from selling their hay and food products to the various lumber camps along the rivers of the North. It wasn't as it is to-day. Then there were no lines of railroad penetrating to the remotest corners of the State. Store goods, provisions and farm products had to be drawn a long ways. Because of this prices were necessarily high.

"When I was doing business on the Muskegon we placed very little dependence on the farming community for our supplies, hauling them up from Muskegon, over the sand roads which were so bad that a ton was considered a heavy load for the strongest team. Half a dollar a hundred was the rate charged for drawing goods twenty miles. The rate from Grand Rapids to Newaygo was usually one dollar per hundred pounds."

"The railroads have knocked out all that," said one.

"True, yet we hear so much about exorbitant rates on the railroads. A twenty-mile ride in those days cost a passenger two dollars—from Grand Rapids to Newaygo three dollars was the regular fare, at least four times greater than it is at the present time."

"Travel in those days was expensive business," remarked the kid drummer.

"Quite so," agreed Henshaw. "Nothing went as smoothly then as now. There were more ups and downs in the strenuous life of the border. Talk as they may about the high price of living, what would you think if you had to pay ten dollars for a pair of ordinary shoes, half a dollar for a yard of print, twenty-five cents a pound for sugar, eighty cents a gallon for kerosene oil—with no Standard Oil octopus to rob the people either?"

"Were prices actually up to that figure?"

"Were they? Well, I should say so. What few farmers there were in the woods at the time got fabulous prices for their products. Forty and even fifty dollars a ton for hay was not unusual. One man would go down near the city, pay thirty dollars for hay in the winter time, draw into the lumber woods and sell at 50 per cent. advance, thus coining a nice little sum during the unproductive season. That man died a few years ago worth a reasonable competence.

"Everything was on a liberal scale—"

"Even wages, of course."

"Well, no, I won't say that. Wages were about the same as now."

"Good mercy! How could people with families stand the pressure?" gasped the kid drummer.

"They stood it somehow, and we heard less complaint than now. I can tell you one thing as an absolute fact, young fellow: This country never experienced good times when the cost of living was low. This may seem far fetched, but my memory runs back fifty years during which the times, good or bad, have varied with the cost of things—good times with high prices, bad times always bring low prices. If I may be permitted to predict I will say that, and you know this yourselves, times have been gradually growing worse since the panic of 1907. The prediction I wish to make is that there'll be no decided improvement while this agitation goes on in Congress regarding our tariff. On the contrary, I am very sorry to tell you that the hardest times are yet to come. You fellows had best begin to cut corners and look out for rainy days.

"I was shocked when I heard that the furniture workers of your goodly city had walked out, demanding shorter hours and increase of pay. They had, of course, a perfect right to do this, but in the face of a tariff agitation that is sure to prostrate industries all over the country, I could not help thinking the strike was very much ill-timed."

"Well, I don't know," began one drummer. "There's chance for an argument here. Now I think—" but old Henshaw waved the speaker into silence.

"That," said he, "is one of the things I refuse to discuss. You have heard my prediction; let it rest at that. I know my opinion is unpopular at the present time and I am too old a man to enter red hot into political discussion. I was speaking of some of my early store experiences."

"That's right," agreed the kid, "go on with your reminiscences; leave politics to the Washington High-brows."

"We may easily do that," remarked the cracker drummer, "although it comes rather tough for us common folks to stand for whatever those same congressional wiseacres see fit to pass. Now this reciprocity business—"

"Hold on, Jim! Politics are barred you understand."

"All right, I subside."

"Since I have referred to the strike it might be well enough for me to say right here that it wasn't a strike but a boycott that fetched me to my knees and caused me to quit business some twenty years ago; and when I quit, utterly disgusted with everything and everybody, I had no idea that I should ever again go into the mercantile trade. I did it, however, and feel that I am doing fairly well notwithstanding the fact that I am too old to catch onto every new fad and fancy that comes along.

"About my quitting, let me say that I was in fairly good circumstances when the Knights of Labor struck our town and swept everything before them like a simoom of the African desert. The boycott had not been declared unlawful at that

time, and what those Knights didn't do to the middlemen was because they couldn't think of it. A committee visited every store in the little town where I was holding forth, ordering the merchants to cease selling non-union made goods, especially cigars. At that time the union label adorned everything the same as it now does the head of the editorial columns of some newspapers, signifying the fact that such paper is run in a business way to suit its employees.

"While every other store but mine threw out the scab goods, I refused to do so. Why? Well, you see, I come of an old fashioned family that has never pried into the secrets of neighbors nor permitted meddlesome neighbors to tell its members how

**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

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.

Saginaw Valley

things in said family ought to be run. Kind of foolish, isn't it, to butt one's head against a stone wall? But that's just what I did do. Such a roaring anathema went up from the Knights when they learned that I intended to run my own business. If I should tell you of some of the methods adopted by those fellows to annoy me and mine you would not believe it. I had to take my advertisement out of the paper—or rather it was forced out by the boycotters. Wholesalers were boycotted, too, who sold to me. In those days the Knights ruled the roost, and they used their power in a reckless and tyrannical manner. Men whom I had known for years refused to speak to me when I would pass them on the street simply because I insisted on selling goods for which I had paid a fair price, goods manufactured by free labor. I held out six months, then sold everything and retired to my little farm, from which I have not been enticed until two years ago.

"I am still in the ring, however, having lived to see the law protect a man in his rights as against boycotters and sluggers. In those early days of which I have been speaking, way back in the sixties, the lumber woods knew nothing of boycotts and labor unions. A man then was beholden for success to his own individual efforts. If he was a mean duffer he could not depend upon others to hold him up. I do not see but that we got along as well then as now, and the friendship between the man who worked and the one who employed him was as deep and heartfelt as between the best of friends at this day.

"I am again in the mercantile trade; have done a good, wholesome, growing business during the past year and expect a continuance of the same. I will say, however, to you fellows who think of entering trade, go slow, and as old man Scoville used to say, 'Learn to peddle.' At the present time the merchant is buying on a falling market, which is the most dangerous one to look after. Many men at the outbreak of the Civil War bought on a rising market and became rich; you can't do that when the market is on the decline. The chance for speculation at such a time is nil. The merchant who holds his own for the next year will do well.

"The presidential year always brings more or less disturbance in business circles. The coming year will prove no exception. Capital is cautious and is watching every move on the congressional chessboard with careful eye to the main chance. There'll be no phenomenal fortunes made right away. The pendulum is swinging the other way now. Watch, cut corners and wait. Be careful not to load up with unseasonable goods.

Buy sparingly and you will be on the safe side when the returns come in." J. M. Merrill.

Express Rates Two or Three Times Too High.

Washington, D. C., June 17—The Sub-Committee on Postoffices and Postroads met to-day and took up for consideration the Lewis bill, which provides for condemning and purchasing the express companies and adding them to the postal system, and establishing a complete system for the quick transport of packages and the eatable products of the farm and truck garden, etc. At their last conference in Washington the representatives of the business men of the country and of the farmers' granges asked Congress to establish such a system, and representatives of these interests were present at the hearing before the Committee to-day.

"There are two main reasons why the express companies must be added to the postal system," said Mr. Lewis in his argument. "First the express company service does not reach beyond the railways to the country or the farmers, which the postoffice does, through the rural free delivery, which is awaiting with empty wagons to receive the express packages and take them to the country stores and the farmers and carry back to the towns and the cities the produce of the farms and truck gardens for the people to eat, at living prices. Second, the contracts of the express companies with the railways give them an average transportation rate of three-quarters of a cent a pound; and with this rate the express charges by post would be reduced from two-thirds to one-half on parcels ranging from five to fifty pounds, and about 28 per cent. on heavier weights, as a consequence of the co-ordination of the express company plants with the postoffice and rural delivery, and the elimination of the express company profits, which are averaging over 50 per cent. on the investment.

"The express companies are positive hindrances and obstacles to the business of the country. The average charge for carrying a ton of express in Argentina is \$6.51, and for the countries of Europe \$4.12, while the average express company charge in the United States is \$31.20. They charge five times as much to carry a ton of express as a ton of freight in other countries. Here the express companies charge sixteen times as much. Of course, these charges simply prohibit by half or more of the traffic in the United States. Our average is less than one hundred pounds per capita, while that of the other countries is over two hundred pounds per capita, although we have far greater demand for quick transport on account of our longer distances and more extensive business.

"We can not have an efficient parcels post. The Government can not conduct it on mail railway transportation rates, at over four cents a pound, in competition with the express companies' paying but three-fourths of a cent a pound, excluding

the weight of equipment in both cases; which enables the express corporations to pay over 50 per cent. in profits to themselves, although rendering no service whatever to the farmers and to points off the railways."

Mr. Lewis has worked out a system of "zones" based on scientific methods, from which a five pound package, for instance, can be sent 196 miles for 11 cents, while the express companies now charge 25 cents and more for like distances. From Calais, Maine, to San Francisco will cost 30 cents for five pounds, and \$2.42 for fifty pounds, as against the express company charges of 85 cents and \$7.50.

With the rural free delivery a part of the express system, an agricultural parcels post will market the farmers produce and save them the time and labor of marketing their truck. Rates even lower than those quoted are promised, by having the rural and city carriers assemble the small consignments of the individual shippers

and utilize the fast freight service on trunk lines, with passenger trains on the branch roads to hurry the stuff to destination, at the regular fast freight rates. The postoffice will recoup itself by securing carload rates for the assembled shipments, while the small shippers get their advantage over present conditions by having their collect-and-delivery system for practically nothing.

This system is now in vogue in Germany, and shippers, Mr. Lewis shows, pay only double freight rates, less than a tenth of the express rates here.

The food problem, the "high cost of living," according to Mr. Lewis' figures, is largely the result of the want of a proper articulation of our transportation with the rural sources of supply. While prices are often prohibitive to the consumer, crops may be rotting at the place of production for want of a real express service.

The Committee's hearings will be printed.

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.

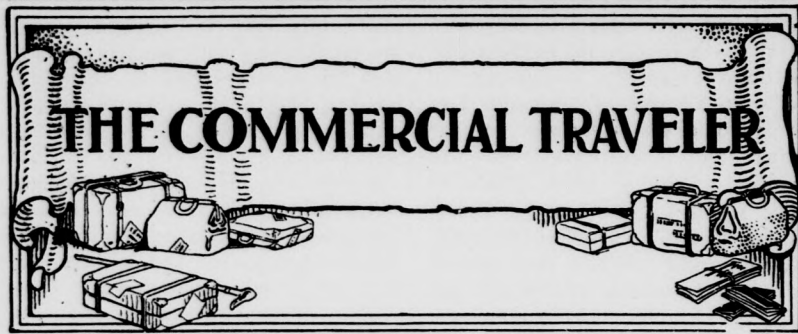
The Chatfield Milling Co. :: Bay City, Mich.

Always Reliable

Phipps, Penoyer & Co.

Wholesale Grocers

Saginaw :: Michigan



Gripsack Brigade.

Recognition is confined strictly to the man who does. What you have been or done—your expectations and prospects for the future—all may make a pretty story, but we like the sound of the man's footsteps who brings daily evidence of his labor.

A man who never starts anything will never "Finish in the money."

Reason is the most active of all human faculties. It is well for salesmen to take this fact into serious consideration if they desire to obtain the best returns from their efforts. It is an art in itself to be able to judge how well or how poorly your client reasons, for it holds good that there always appears at some time in your presentation something which appeals to your customer's reason, if your interview results in business closed. A man may be influenced by your appearance, or personality, your sincerity, or enthusiasm, your concise presentation, or your smiling optimism, your appropriate suggestion, or your logic, but unless you say or do something which appeals to his reason you won't come away with his money.

If you look as though you were representing one of the strongest institutions in the United States and talk and act as though you were a master of your subject, it will not be difficult to impress a large percentage of the men you interview of the reasonableness of their doing business with you.

Did you ever wonder why it is that the "other fellow" is making so much more money than you are? He is representing the same company, selling the same proposition, perhaps talking to the same number of persons each day that you are, but he is doing more business and getting better results. Why?

We believe that his greater success is caused by his attitude of mind. He thinks about his proposition. He works with his head as well as his feet. He is above all earnest and forceful in his talk. He directs all of his energies on the one important thing. He makes up his mind before entering a man's office that he is going to do business with that man. He forgets for the time being that there is any other man in the world or any other proposition so important to that man. He has at all times that feeling of strength and determination to win which should characterize very salesman. He is alert to all of his opportunities, and he keeps busy. He is always dignified, and every person he talks to is impressed with the fact that he believes in his proposition. He never

finds a satisfactory reason for a man's failing to do business with him.

Just in proportion as you are like this "other fellow" are you successful in your work.

Are you sure you are entirely familiar with the proposition you are presenting? If not, you are working at a great disadvantage, and you are not doing yourself or your company justice. In using your best efforts see that they are intelligently directed.

There is such a thing as being too serious. There is no such thing as being too much in earnest. Let your earnestness be of the cheerful kind. The men you call on have serious affairs of their own. You don't have to be told what you can do to a receptive client.

There is a reason for every failure as well as for every success. Your success depends much upon your ability to make your failure net a profit by showing you the reasons for it and how to remove them another time.

Chance seldom pays a dividend. The soft spots in a man's life don't "just happen." They come as a result of hard work and economy.

Don't swear.

A profane man is not only lacking in self-respect but in that finer consideration for his fellow man which always characterizes the gentleman. An oath never enhances expression nor indicates elegance. It is sometimes pardonable in a mule driver but has no standing and carries no weight in the business or social world.

A struggling young newspaper reporter, broke, and in a strange city, a few years ago, decided that his success or failure depended not upon conditions or luck but upon himself. In describing the turning point in his career he said to the writer:

"I awoke one cold morning in January to find myself out of work and without a nickel with which to buy a cup of coffee or a roll. As I sat on the edge of my bed, not knowing whether or not I would sleep in a bed that night, I made up my mind that the difficulty was not the hard times, nor the unappreciative city editors, but myself. I then and there decided that I would not fail, that I would succeed. Aloud I repeated again and again, 'I will succeed, I will succeed.' All day I sung that song of success, and before night came I had made a start. You may smile at what I am going to add, but from that day to this I have never failed, on arising in the morning, to repeat the words which I feel have been an

inspiration to me ever since, 'I will succeed, I will succeed, I will succeed.'"

This man with the success habit is to-day the editor of one of America's leading magazines, and his name is synonymous with optimism, determination and success.

It is not smooth talking, persistence or personality alone that lances the order. To quote a homely but pat illustration, the man who plays the best game of bridge is not the man who is the brilliant player, the persistent player, or the one who plays as his "hunch" directs, but the best player is the man who knows the game—knows it from start to finish—who has thought out the rules which lie back of it and who has gone deeper into those rules and reasons than his fellow players. Similarly in selling, it is a case of "knowing your game."

In "knowing the game," many salesmen—especially the "hot air" men—overlook the fact that good buying is the other half of salesmanship. Men come in to sell you, say, some specialty. Their specialty, no matter how new or how improbable the statements they make about it, is going to be tried. It will be given one trial at least. If it does not test up to the salesman's statements, a trial will be enough. It will never be permanently used by the firm. The product drops out of use, and the salesman must go with it.

The buyer who knows the life history of a product, say, Babbitt metal, or other anti-friction metal, spots at once any statement of the salesman that savors too much of "hot air." Extravagant or illogical claims made to the buyer to further a sale are bound to be a damage to the salesman's cause. Engineering products are peculiar in that they must stand up under the severest conditions, and the fact that some authority has lent his money for their production, or that the house, through the salesman, has made vast claims for them, can not make the slightest difference in the test.

Thoroughness — that's the word. The salesman who has had the most thorough training — who has done everything he has undertaken thoroughly, from the time he started in to copy the house letters as office boy, or got his first technical training in shop or college—who has reasoned back into the "whys" of the product he is selling—is the man who can sell on the proper basis. For the thorough man is the man who "knows the game."

The Spirit That Always Wins.

You as salesmen are producers—you are always under pressure to do better—to produce more business.

Do not feel that there is anything unnatural in this—we all know a quart measure holds just one quart, and squeezing, twisting and contriving won't make it hold a drop more—do not be a quart measure.

Some men—we have but few such—are content to get one or two stations a day from the beginning until the end, and as any old wind can blow a quart measure about a yard,

so they are discouraged by turn-downs. Canvassing is a depressing job; twenty or forty turn-downs a day are not, as a rule, the most encouraging things in the world; the company realizes this, and for that reason tries to select men of expansion instead of "quart measure" men—each "turn-down" should stimulate determination.

Do not become depressed—depression is as fatal to canvassing results as water is to fire.

In spite of our experiences there is no man or woman who can not be successfully interviewed; there must be a way to approach and interest, and there is a way. There is an answer to every question, and if you do not know it seek diligently until you do. Do not say perhaps these things are in a measure true, but it is a long, hard row to hoe and my case is different.

Have you read of a certain Phil Sheridan and his twenty-mile ride to Winchester? Did he say, "Twenty miles—I can never make it, then there are sure to be bad roads and maybe the bridges are down, and I can not possibly do it." Twenty miles were not a pinhead to his tremendous energy, dauntless determination and spirit of unconquerableness. In a little while the twenty miles became fifteen, then ten, then five and then VICTORY.

No quart measure or any other measure can gauge the capacity of such a man—he is too expensive, too broad, too adaptable to every and any condition.

Let the red blood of determination run riot in your veins and its very energy will force aside the blues.

To the writer's mind there is little as helpful as biography. Read of men of high purposes, how determination and constant study of men and books brought them through and over apparently unsurmountable difficulties to a well-established success—men like Washington, Lincoln, Jackson, Grant, Paul, Garfield and Livingston. A nature must be unresponsive indeed if it is not moved, interested and strengthened, and does not pitch in with more vigor than ever before after reading of and studying such men.

No example is too remote or exalted to be useful to salesmen.

It was said of one man by an admiring competitor that he must be

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.

a wizard to get the amount of business he had secured under certain adverse conditions that he had had to meet. But he is not a bit of a wizard. He has not any supernatural powers—merely the strength of mind to “keep hard at it” all the time—to put in an honest day’s work every day in the week. He is not a conjurer, but merely a persevering, persistent worker with grit and determination. Any one else in the force could do as well if he applied himself to the task with the same resolute purpose. Geo. G. Steele.

Death of a Veteran Indiana Traveler.

Ft. Wayne, Ind., June 20—Michael F. Belger, one of the most popular traveling salesmen in Fort Wayne, died last Wednesday at his home, 125 West DeWald street. Death came after an illness extending over a period of two years. He was 53 years of age.

Mr. Belger was born in Charlotte, Michigan, February 17, 1858. His father died seven days after the birth of his son, and from his boyhood Mr. Belger was the main support of his widowed mother. Her death occurred twenty-two years ago, in this city, while she was living with her son.

Twenty-three years ago Mr. Belger came to Fort Wayne, and for seven years conducted a cafe at 140 Calhoun street with his brother-in-law, E. J. Lennon. Between 1895 and 1899 he was a traveling salesman for the L. Brame Mineral Water Co. Since 1899 he has been traveling salesman for the C. L. Centlivre Brewing Co. Although he had conducted a cafe for a number of years, and had traveled for a brewing company, he had never touched intoxicating liquor.

In 1884 Mr. Belger was married to Miss Catherine Rose, at Jackson, Mich. To this union were born five children, one of whom, Edward, died in infancy. Surviving with the widow there are two sons and two daughters, John T., Fred N., and the Misses Catherine and Marie Belger.

Mr. Belger was the first county president of the Ancient Order of Hibernians, organized in this city in 1893. He was a member of the United Commercial Travelers, the Elks, Eagles and the Moose. For many years he had been a devoted member of St. Patrick’s Catholic church, of the Married Men’s Sodality, and the Sacred Heart league.

For the past two years Mr. Belger had been in failing health, but his condition did not become serious until last January, when he was compelled to retire from his work. Since that time he had been confined to his home almost continuously. For two weeks he was at French Lick, but secured no relief. Three weeks ago his condition seemed to improve and he was able to leave the house for short drives. This morning he seemed in the best of spirits and insisted on the members of his family attending the wedding of two friends at St. Patrick’s church.

About 10 o’clock he complained of a pain in the region of his heart, and requested that Father Delaney be sent for. Shortly after this he died, with his wife and Father Delaney at his bedside.

What Travelers Are Doing and Not Doing.

“Young Johnny Kolb” has again recovered his equilibrium.

A. F. Smith, formerly of the Viscosity Oil Co., has accepted a position as advertising manager for the Citizens Telephone Company. Happy Lon’s many friends at the Pilot House will be grieved to hear of the change.

Fred May went to Grandville Wednesday and returned at noon. Fred gained six pounds on the trip.

Grand Rapids Council, No. 131, U. C. T., expects to break all records in procuring new members before the annual banquet, to be held next March.

Walter Ryder, who does not smoke, is reported to have accepted his full quota of free cigars at the Muskegon convention and offered to trade them for fresh eggs with his neighbor, Glen Pope.

Fred DeGraaf, Past Counselor of No. 131, is moving from his farm in Lowell back to Grand Rapids. Welcome home again, Fred.

Quite hard to get an audience with W. S. Lawton, J. D. Martin and Wilbur Burns since their pictures appeared in the Tradesman.

Dave Hoogerhyde reports he sold a bill of goods last week—to his own store.

R. Lichtenauer has recovered from heart burn.

Through some mistake Oscar Levy was reported as having sold \$45 worth of dry goods at the Muskegon convention. This should read \$46.15 instead of \$45. We regret this error very much and hope to see Oscar reach the \$50 mark some day.

Glen Finch made a trip to Monroe street this week.

J. R. Seewald is now covering the territory formerly covered by J. M. Goldstein for Edson, Moore & Co. Seewald has made many friends during the short time he has been on the road.

Otto Weber is rapidly rising in the business world, he having recently moved to the sixth floor.

Bert Truscott, of the Birdsall Bros. Co., Honesdale, Pa., was in Grand Rapids on Wednesday. Truscott is a month late in making the trip, but he said he took cold in Traverse City and lost a whole day doctoring it. Thirty more days in a month, Bert.

Hi Garrett came in Thursday to witness the free circus parade. As Garrett was supposed to be on the road, we wish, dear reader, you would keep this mum.

Harvey Skillman goes home in a closed carriage when he gets in on Thursday.

Chas. Logie was unable to travel Thursday, being under the weather. He felt considerable better after the circus parade and was able to travel Friday after the circus left town.

Walter Lawton and Frank Ewing are willing to make affidavit that they saw a wild rabbit running down Monroe street—and just after the big temperance wave that has passed over the country, too.

Merry Mike Clarkin, of Detroit, was in town for a short time last

week. As Mike’s employers are subscribers to the Tradesman, we refrain from passing any further comment.

Pictures of the U. C. T. parade at Muskegon will be shown at the next meeting, on the first Saturday in July.

Sounds very much like “Big League”—U. C. T. at Ionia Sunday. Score, Ionia, 17; U. C. T., 6.

Tom Burton, of Rochester, N. Y., but just as well known here as in his home town, spent Sunday in Grand Rapids. J. M. Goldstein.

An Experience of a New Traveling Salesman.

James L. Hall, second son of Sherwood Hall, is now traveling in Oregon for a large lumber manufacturer. It is his first experience on the road. He writes entertainingly of current happenings to his father, who has kindly permitted the Tradesman to reproduce the letter:

For some time I have been wanting to get off a letter to you, but this business being brand new it has kept me busy nights writing up the day’s work and studying freight rates, and so on, for the coming day.

I wonder if you can remember when you started in on the road! Was business good or bad? Do you still remember it when a new salesman comes in to see you now? There are one or two old men in my territory whose first reception of me I shall never forget. They did not buy anything, but they were exceedingly courteous, sending me away with a feeling of elation rather than a fit of blues, and it did not cost them any more.

There are forty-seven lumber salesmen covering this territory, so you can judge the competition and the chances of a new man doing the business. But I have made a couple of dates and friends who have invited me to shoot ducks with them this fall. Men who run lumber yards are, as a rule, a splendid crowd and I expect this fall, when I get a little better acquainted, that with some of them I will become good friends, for I have found a bunch who like to shoot and know how to appreciate splendid duck shooting.

In covering this country, California and the neighboring states, one comes across lots of interesting things. This, of course, is the famous fruit country. Medford, the center of the Rogue River Valley, is a town of about 10,000, has a Country Club and also a University Club of over 100 members. It is a country of gentlemen farmers. A lot of young college fellows are out here, owning and working their fruit farms. But it takes money to start in. The land sells from \$500 an acre up, and splendid incomes are made from them when they begin to bear fruit. South of San Francisco last week I passed through large farms whose business was just letting the crops run to seed—“seed farms” they are called—seeds being as valuable as any ripened product.

In these interior towns the days are intensely warm, but the nights are usually cool. It is then that the

autos and the driving horses come into use. One sees more people out in their autos and carriages driving after supper to cool off than are on the streets during the day.

I have been surprised at the number of elderly men one sees on the road. My own competitors, the lumber salesmen, are mostly all young fellows, my own age. In other lines of business there are so many old men that it makes me shudder at the prospect of growing old and still having to travel.

Fortunately around lumber yards not many men have their families, so I’m not forced to kiss the babies, and as I personally don’t enjoy cigars, I don’t hand these out, being afraid I might have to show confidence in their quality by smoking them.

Well, the next time a new salesman comes in to see you, remember you have a son working and worrying along the same lines. If you don’t want his stock, at least spare him a few minutes and try to look interested, and if you can give him a little order for my sake.

The Gipsack Brigade.

The man who thinks he would have succeeded better with some other line had best get busy with that line, whatever it may be.

Expect to have to work. It naturally takes work to sell goods, just as it does to manufacture them out of the raw material.

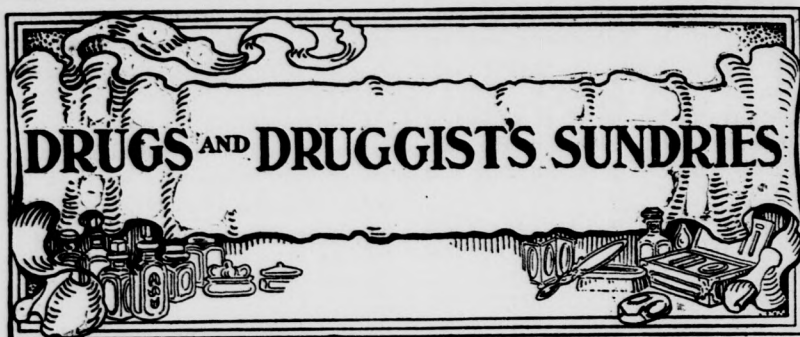
Optimism on your part paves the way for confidence on the part of your customer.

While you are thinking what the end of an interview will be, your prospect is thinking whether the beginning has interested him, or not.

Success doesn’t take account of ages. Her favorites may be old or young, the only inflexible condition being that they “deliver the goods.”

Systematize everything—your work, recreation, finances. That is the way to cut out unnecessary drudgery, unnecessary indulgences that have ceased to amuse and only do you harm, and unnecessary leakages in your expense account.

Indianapolis News: The wholesale grocers in Indiana, numbering about sixty, will give their traveling force of about six hundred men a vacation, beginning June 30 and lasting until July 10. During this time the houses will not send out representatives, but will depend on mail orders and phone calls for their business. “Many letters have come to the local jobbers from the retail trade over the state commending the project,” said W. L. O’Connor, of this city. “The retailer realizes that the traveling man’s life is not a bed of roses, and from their letters it is evident that they are glad to see the jobbers treat their salesmen and their work in such an appreciative manner. The traveling men appreciate this vacation very much, as it gives the man opportunity to take trips together, and a number are planning trips to Niagara Falls and New York City and other places of interest.”



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Mistakes Due To the Druggists' Carelessness.

At the 1910 meeting of the Kentucky Pharmaceutical Association it was brought out forcibly that a large share of the trouble to druggists occasioned by the enforcement of the pure food law was due to lack of care in the preparation of galenicals. In the course of an address to the members of the Association, Dr. Brown, of the state experimental station, said:

If I tell the truth, I don't know whether I will get away from here safely or not. But that is one of the main troubles that we have found with the druggists' preparations. There are a great many preparations that come to us where it is plain to be seen that the small variance is unintentional, and even accidental; but there are a great many preparations that come in, where the deficiencies are so great that they can hardly be due to anything but carelessness in their preparation. Now, that may be laid at the door of the clerk—someone who has used the formula for the tincture or preparation, whatever it chances to be. But, even then, if the clerk makes a mistake, it is the proprietor's business to exercise such supervision over him that these things will be impossible, or practically so.

We find that one source of error is the aversion to the use of the metric system. The druggist seems to feel, from what I can gather, that he gets so few prescriptions in that system that it is not worth while to be posted thoroughly on the metric system, and he does not realize the ease and accuracy with which that system can be

used. In all of the preparations of the Pharmacopoeia the amount and measurements are given in the metric system, and no alternative formulas are given. In these cases, they will either transpose over into the avoirdupois system, or get hold of some book that gives it. Now, it is just as easy, if you have a set of metric weights and measures to use this system as to use the other—in fact, a great deal easier than to use the grain measure. And if you use the ordinary 16-ounce graduate, a great many in filling it will tilt it up one way or the other and that will induce quite a little error. Take for instance, eight-ounces or a pint of tincture, and you can easily make an error of half an ounce in measuring it out.

Another point worth mentioning is that when the Pharmacopoeia directs a thing should be made by weight, this going on the idea that each cubic centimeter represents a gram is a very unreliable way of measuring it. It is true of water, but not true of any other substance, or even a near approximation in some instances. For instance, the Pharmacopoeia directs in making Spirit of Camphor to dissolve 100 grams camphor in sufficient alcohol to make 1,000 cc. of the preparation. Now, it seems to be a common practice for a great many druggists to add the camphor to a liter of alcohol, which makes very near 1,100 cc., instead of 1,000 cc. of finished product, or a preparation ten-elevenths of the strength intended, or 90.9 per cent. U. S. P. strength. That is one instance of where there is a chance of error being made without it being intentional. And yet it is just such an accumulation of errors that will amount to a considerable extent in the manufacture of a large number of such preparations.

The balances and weights have been found to be very imperfect in a number of states. For example, Kansas has made an inspection of the weights and measures used by the druggists of that state, and some of the prescription balances have been so inaccurate as to hardly break with one or two-grain weights. How can the druggist do accurate work with such a prescription balance as that? If you are going to do accurate work, you must have accurate apparatus. We have the greatest trouble in the world in getting accurate apparatus in our work. We have to have them standardized by the German Commission, or by the Bureau of Standards at Washington, in order to be sure to get accurate apparatus. When it comes to the apparatus that the druggist uses, there is no care taken of it

in many instances, and there is quite a chance of inaccuracy.

Another point I would like to bring out is the fact that a great deal of the deficiency is due to the way these preparations are kept in stock. That has become so important that we have gone to the trouble of preparing a bulletin containing a compilation of all the ideas we could get on the keeping and storing of drug products. The action of light and air on a great many chemicals and preparations is more than you would imagine, without having paid considerable attention to it. A great many of the silver, gold and mercury salts, organic compounds, fluid extracts, tinctures, volatile oils and preparations of that nature are quite easily affected by light, and unless they are stored properly they will be reduced to an extent that they will not comply with the requirements of the Pharmacopoeia. The Pharmacopoeia, in a large number of instances, gives explicit directions for keeping the preparation. For example, in the storage of, say, apomorphine, this should be kept in an amber-colored glass bottle. The glass is liable to cause the salt to be converted into the insoluble alkaloid, due to the alkali in the glass; therefore, the Pharmacopoeia directs that the bottles be previously rinsed out with dilute Hydrochloric acid.

Sweet Spirit of Niter should be stored in an amber glass bottle; and quite a number of preparations. The Pharmacopoeia gives specific directions for Sweet Spirit of Niter. I think if you could go into the average drug store and glance around, or undertake the work the inspectors do, you would find very little compliance with these directions. The use of these fancy glass-labeled bottles is an abomination in the drug store. They ought to be put in the ash barrel. But the ordinary ground-glass stopper is just about as bad as you could have a thing; they are like trying to fit a square plug into a round hole. They will wobble in the neck of the bottle so you can move them around. They are not even tight enough, in many cases, to prevent the vapor on a warm day from a strong alcoholic solution from raising the stopper in the bottle. A great many clear glass bottles will allow the substance to be exposed to the actinic rays, that are much more active than generally thought, and which will exercise a deleterious influence on the preparation.

In the case of chemicals, a great many chemicals of the Pharmacopoeia are given as containing a certain amount of water of crystallization. Chemicals are affected in one of two ways by water: They will either absorb moisture and increase considerably in weight, or they will give up their water of crystallization—part of them, and sometimes a considerable part of them—and increase considerably in percentage strength, sometimes up to 100 or 125 per cent. or more. For a substance like sulphate of zinc, sulphate of magnesia and chemicals of that kind, that contain a considerable amount of water of crystallization, on exposure to air they will effloresce and form a white powder; and if the chemical is taken

up by the inspector and sent in for analysis, the chances are that it will run considerably above the standard strength, because it is calculated on the basis that it is strictly of U. S. P. composition, as given in the Pharmacopoeia. That is the only way we can do it. We can not approximate the amount of water.

These are some of the points that the druggist must watch. The druggist is looked upon as being a professional man, and it is up to him to conduct his business in a professional way. If it requires study, let him study. If he is going to conduct a pharmaceutical house, he has got to be posted on his business; otherwise, he has no business trying to conduct it.

The New Man.

How about the new man—the coming man? What is he like or to be like?

He is to have a higher standard of morality.

He is to quit thinking that it is smart to get drunk or to be a sport.

He is to quit telling vulgar stories and indulging in language that should be impossible with any man who has a proper perspective as to the sanctity of that word "mother."

He will not carelessly gossip about women and men and menace the priceless reputation of others.

He will not stand on the street corners and make slighting remarks about the ladies as they pass by.

He will be healthier and cleaner and more wholesome and more sanitary than his brother of the past.

He will keep his teeth clean and his breath sweet.

He will be true and loyal to his wife, considerate for his mother and a real brother and a gentleman in the treatment of his sister.

He will love his home more than his club, be his wife's sweetheart and his children's chum.

He'll be honest and industrious.

If he is an employe he will be zealous for the interests of his employer.

If he is an employer he will be fair with his employes and try to realize and measure their feelings and rights.

He will be a genuine and real man.

Was a Man of Few Words.

Dr. Alberneathy, the famous Scotch surgeon, was a man of few words, but he once met his match—in a woman. She called at his office in Edinburgh, one day, with a hand badly inflamed and swollen. The following dialogue, opened by the doctor, took place:

"Burn?"

"B uise."

"Poultice."

The next day the woman called, and the dialogue was as follows:

"Better?"

"Worse."

"More poultice."

Two days later the woman made another call.

"Better?"

"Well. Fee?"

"Nothing. Most sensible woman I ever saw."

WHOLESALE DRUG PRICE CURRENT

Acidum		Copaiba	1 75@1 85	Scillae	
Aceticum.....	60@ 8	Cubebae.....	4 00@4 10	Scillae Co.	
Benzoicum, Ger.	70@ 75	Erigeron.....	2 35@2 50	Tolutan.....	
Boracie.....	12@ 20	Evcechthitos.....	1 00@1 10	Prunus virg.	
Carbolicum.....	16@ 20	Gaultheria.....	4 80@5 00	Zingiber.....	
Citricum.....	45@ 50	Geranium.....	oz 75	Tinctures	
Hydrochlor.....	3@ 5	Gossippil Sem gal	70@ 75	Aloes.....	
Nitricum.....	8@ 10	Hedeoma.....	2 50@2 75	Aloes & Myrrh..	
Oxalicum.....	14@ 15	Junipera.....	40@1 20	Anconitum Nap's	
Phosphorium, dil.	4@ 15	Lavendula.....	90@3 60	Anconitum Nap's	
Salicylicum.....	44@ 47	Limons.....	1 60@1 70	Arnica.....	
Sulphuricum.....	13@ 15	Mentha Piper.....	2 75@3 00	Asafoetida.....	
Tannicum.....	75@ 85	Mentha Verid.....	3 80@4 00	Atrope Belladonna	
Tartaricum.....	38@ 40	Morrhuae, gal.....	2 00@2 75	Aurant Cortex ..	
		Myrica.....	3 00@3 50	Barosma.....	
		Olive.....	1 00@3 00	Benzoine.....	
		Picis Liquida.....	10@ 12	Benzoine Co.....	
		Picis Liquida gal.	@ 40	Cantharides.....	
		Ricina.....	94@1 00	Capsicum.....	
		Rosae oz.....	8 00@8 50	Cardamon.....	
		Rosmarini.....	@ 100	Cardamon Co.....	
		Sabina.....	90@1 00	Cassia Acutifol ..	
		Santal.....	@ 4 50	Cassia Acutifol Co	
		Sassafras.....	90@1 00	Castor.....	
		Sinapis, ess. oz....	@ 65	Catechu.....	
		Succini.....	40@ 45	Cinchona.....	
		Thyme.....	40@ 50	Cinchona Co.....	
		Thyme, opt.....	@ 1 60	Columbia.....	
		Theobromas.....	15@ 20	Cubebae.....	
		Tigil.....	90@1 00	Digitalis.....	
				Ergot.....	
				Ferri Chloridum ..	
				Gentian.....	
				Gentian Co.....	
				Guaiaca.....	
				Guaiaca ammon ..	
				Hyoscyamus.....	
				Iodine.....	
				Iodine, colorless	
				Kino.....	
				Lobelia.....	
				Myrrh.....	
				Nux Vomica.....	
				Opil.....	
				Opil, camphorated	
				Opil, deodorized ..	
				Quassia.....	
				Rhatany.....	
				Rhei.....	
				Sanguinaria.....	
				Serpentaria.....	
				Stromonium.....	
				Tolutan.....	
				Valerian.....	
				Veratrum Veride ..	
				Zingiber.....	
				Miscellaneous	
				Aether, Spts Nit 3	
				Aether, Spts Nit 4	
				Alumen, grd po ..	
				Annatto.....	
				Antimoni, po ..	
				Antimoni et po T	
				Antifebrin.....	
				Antipyrin.....	
				Argent Nitras oz ..	
				Arsenicum.....	
				Balm Sillib bud ..	
				Bismuth S N.....	
				Calcium Chlor.....	
				Calcium Chlor, 1/2	
				Calcium Chlor.....	
				Cantharides, Rus ..	
				Capsici Fruc's a ..	
				Capsici Fruc's p ..	
				Cap'i Fruc's B.....	
				Carmin, No. 40 ..	
				Carphylus.....	
				Cassia Fructus ..	
				Cateacum.....	
				Centraria.....	
				Cera Alba.....	
				Cera Flava.....	
				Crocus.....	
				Chloroform.....	
				Chloral Hyd Crss ..	
				Chloro'm Squibbs ..	
				Chondrus.....	
				Cinchonid'e Germ ..	
				Cinchonidine P-V ..	
				Cocaine.....	
				Corks list, less ..	
				Cresosotum.....	
				Creta..... bbl. 7	
				Creta, prep.....	
				Creta, precip.....	
				Creta, Rubra.....	
				Cudbear.....	
				Cupri Sulph.....	
				Dextrine.....	
				Emery, all Nos.	
				Emery, po.....	
				Ergota.....po 1 80	
				Ether Sulph.....	
				Flake White.....	
				Galla.....	
				Gambler.....	
				Gelatin, Cooper ..	
				Gelatin, French ..	
				Glassware, fit b ..	
				Less than box ..	
				Glue, brown.....	
				Glue, white.....	
				Glycerina.....	
				Grana Paradisi ..	
				Humulus.....	
				Hydrarg Ammo.....	
				Hydrarg Ch. M.....	
				Hydrarg Ch. C.....	
				Hydrarg Ox Rus ..	
				Hydrarg Ungue.....	
				Hydrargyrum.....	
				Ichthyobolla, An ..	
				Indigo.....	
				Iodine, Resubli ..	
				Iodoform.....	
				Liquor Arsen e.....	
				Hydrarg Iod.....	
				Liq. Potass Arsen ..	

Lupulin	@1 50	Rubia Tinctorum	12@ 14	Vanilla	9 00@10 00
Lycopodium	75@ 85	Saccharum La's	18@ 20	Zinc Sulph	7@ 10
Macis	65@ 70	Salacin	4 50@ 4 75	Olis	
Magnesia, Sulph.	3@ 5	Sanguis Drac's ..	40@ 50	Lard, extra	bbl. gal.
Magnesia, Sulph. bbl	@ 15	Sapo, G	@ 15	Lard, No. 1	90@1 00
Mannia S. F.	75@ 85	Sapo, M	10@ 12	Linseed, pure r w 92 ..	1 09@1 13
Menthol	4 75@5 00	Sapo, W	15@ 18	Linseed, boiled 93	1 10@1 16
Morphia, SP&W 3	80@3 90	Seidlitz Mixture	27@ 30	Neat's-foot, w str	65@ 70
Morphia, SNYQ 3	80@3 90	Sinapis	@ 18	Turpentine, bbl. ..	@ 75
Morphia, Mal. ...	3 80@3 90	Sinapis, opt.	@ 30	Turpentine, less ..	@ 85
Moschus Canton	@ 40	Snuff, Maccaboy,		Whale, winter	70@ 76
Myristica, No. 1 ..	25@ 40	De Voes	@ 54	Paints	
Nux Vomica po 15	@ 10	Snuff, S'h DeVos's	@ 54	Green, Paris	bbl. L.
Os Sepia	30@ 35	Soda, Boras	5 1/2@ 10	Green, Peninsular	13@ 16
Pepsin Saac, H & P D Co.	@ 1 00	Soda, Boras, po ..	5 1/2@ 10	Lead, red	7 1/2@ 8
Picis Liq N N 1/2 gal. doz.	@ 2 00	Soda et Pot's Tart	27@ 30	Lead, white	7 1/2@ 8
Picis Liq qts	@ 1 00	Soda, Carb	1 1/2@ 2	Ochre, yel Ber 1 1/2	@ 2
Picis Liq pints ..	@ 60	Soda, Bi-Carb ..	3@ 5	Ochre, yel Mars 1 1/2	@ 4
Pil Hydrarg po 80	@ 30	Soda, Ash	3 1/2@ 4	Putty, comm'l 2 1/2	2 1/2@ 3
Piper Alba po 35	@ 13	Soda, Sulphas ...	@ 2	Putty, str't pr 2 1/2	2 1/2@ 3
Piper Nigra po 22	@ 12	Spts. Cologne ...	@ 3 00	Red Venetian 1 1/2	@ 2
Pix Burgum	10@ 12	Spts. Ether Co. ..	50@ 55	Shaker Prep'd ..	1 25@1 35
Plumbi Acet	12@ 15	Spts. Myrcia	@ 2 50	Vermillion, Eng. 75	@ 80
Pulvis Ip'eut Opil 1	30@1 50	Spts. Vini Rect bbl		Vermillion Prime	
Pyrethrum, bxs. H & P D Co. doz	@ 75	Spts. Vi'l Rect 1/2 b		American	13@ 15
Pyrethrum, pv ..	20@ 25	Spts. Vi'l R't 10 gl		Whitting Gilders' ..	@ 95
Quassia	8@ 10	Spts. Vi'l R't 5 gl		Whit'g Paris Am'r	@ 1 25
Quina, N. Y.	17@ 27	Strychnia Crysl 1	1 10@1 30	Whit'g Paris Eng.	
Quina, S. Ger.	17@ 27	Sulphur, Roll	2 1/2@ 5	cliff	@ 1 40
Quina, S. P. & W	17@ 27	Sulphur Subl.	2 1/2@ 6	Whiting, white S'n	@ 1 40
		Tamarinds	8@ 10	Varnishes	
		Terebinth Venice	40@ 50	Extra Turp	1 60@1 70
		Thebromia	45@ 48	No. 1 Turp Coach 1	10@1 20



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IT'S UP TO YOU



GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

Rolled Oats
Smoked Meats

DECLINED

Canned Meats
Cheese

Index to Markets

1

2

By Columns

ARCTIC AMMONIA

12 oz. ovals 2 doz. box 75

Doz.

AXLE GREASE

Frazer's

1lb. wood boxes, 4 doz. 3 00
 1lb. tin boxes, 3 doz. 2 35
 3 1/2 lb. tin boxes, 2 doz. 4 25
 10lb. pails, per doz. 6 00
 15lb. pails, per doz. 7 20
 25lb. pails, per doz. 12 00

BAKED BEANS

Beutel's Michigan Brand
 Baked Pork and Beans
 No. 1, cans, per doz. 45
 No. 2, cans, per doz. 75
 No. 3, cans, per doz. 85
 1lb. can, per doz. 90
 2lb. can, per doz. 1 40
 3lb. can, per doz. 1 80

BATH BRICK

English 95

BLUING

Sawyer's Pepper Box

Per Gross

No. 3, 3 doz. wood bxs 4 00
 No. 5, 3 doz. wood bxs 7 00
 Sawyer Crystal Bag

Blue 4 00

BROOMS

No. 1 Carpet 4 sew 4 00
 No. 2 Carpet 4 sew 3 75
 No. 3 Carpet 3 sew 3 50
 No. 4 Carpet 3 sew 3 25
 Parlor Gem 4 50
 Common Whisk 1 10
 Fancy Whisk 1 35
 Warehouse 4 50

BRUSHES

Scrub

Solid Back, 8 in. 75
 Solid Back, 11 in. 95
 Pointed Ends 85

Stove

No. 3 90
 No. 2 1 25
 No. 1 1 75

Shoe

No. 8 1 00
 No. 7 1 30
 No. 4 1 70
 No. 3 1 30

BUTTER COLOR

Dandelion, 25c size 2 00

CANDLES

Paraffine, 6s 8
 Paraffine, 12s 8 1/2
 Wicking 20

CANNED GOODS

Apples

3lb. Standards @1 00
 Gallon 3 20@3 50

Blackberries

2 lb. 1 50@1 90

Standards gallons @5 00

Beans

Baked 85@1 30
 Red Kidney 85@95
 String 70@1 15
 Wax 75@1 25

Blueberries

Standard 1 30
 Gallon 6 50

Clams

Little Neck, 1lb. 1 00@1 25
 Little Neck, 2lb. @1 50

Clam Bouillon

Burnham's 1/2 pt. 2 25
 Burnham's pts. 3 75
 Burnham's qts. 7 50

Cherries

Corn

Fair 90@1 00
 Good 1 00@1 10
 Fancy @1 45

French Peas

Monbadon (Natural)
 per doz. 2 45

Gooseberries

No. 10 6 00

Hominy

Standard 85

CANNED MEATS

Lobster

1/4lb. 2 40
 1lb. 4 25
 Picnic Tails 2 75

Mackerel

Mustard, 1lb. 1 80
 Mustard, 2lb. 2 80
 Soused, 1 1/2 lb. 1 80
 Soused, 2lb. 2 75
 Tomato, 1lb. 1 50
 Tomato, 2lb. 2 80

Mushrooms

Hotels @ 16
 Buttons, 1/2s @ 14
 Buttons, 1s @ 23

Oysters

Cove, 1lb. 85@ 90
 Cove, 2lb. 1 65@1 75

Plums

Plums 1 00@2 50

Pears in Syrup

No. 3 cans, per doz. 1 20

Peas

Marrowfat 95@1 20
 Early June 95@1 20
 Early June sifted 1 15@1 80

Peaches

No. 10 size can pie 90@1 20
 Pie 93 00

Pineapple

Grated 1 85@2 50
 Sliced 95@2 40

Pumpkin

Fair 80
 Good 90
 Fancy 1 00
 Gallon 2 50

Raspberries

Standard @

Salmon

Col'a River, tails 2 30
 Col'a River, flats 2 40
 Red Alaska 1 75@1 80
 Pink Alaska 1 30@1 40

Sardines

Domestic, 1/4s 3 50
 Domestic, 1/4 Mus. 3 50
 Domestic, 3/4 Mus. @
 French, 1/4s 70@
 French, 1/2s 18@

Shrimps

Dunbar, 1st, doz. 1 10
 Dunbar, 1 1/2, doz. 2 20
 Succotash

Fair 80
 Good 1 00
 Fancy 1 25@1 40

Strawberries

Standard @

Tomatoes

Good 1 05@
 Fair 95@
 Fancy @
 No. 10 @3

CARBON OILS

Barrels

Perfection @ 9
 D. S. Gasoline @13
 Gas Machine @20
 Deodor'd Nap'a @12
 Cylinder 29 @34
 Engine 16 @22
 Black, winter 8 1/4@10

CATSUP

Columbia, 25 pts. 4
 Snider's pints 2
 Snider's 1/2 pints 1

CEREALS

Breakfast Foods

Bear Food Pettijohns 1
 Cream of Wheat 36 2lb 4
 Egg-O-See, 36 pkgs. 2
 Post Toasties T No. 2

24 pkgs. 2
 Post Toasties T No. 2
 36 pkgs. 2

Apetiao Biscuit, 24 pk 3
 18 pkgs. 1
 Grape Nuts, 2 doz. 2

Malta Vita, 36 1lb. 2
 Mapl-Flake, 24 1lb. 2
 Pillsbury's Vitos, 3 dz. 4

Ralston Health Food
 36 2lb. 4
 Saxon Wheat Food, 24

pkgs. 3
 Shred Wheat Biscuit,
 36 pkgs. 3

Kellogg's Toasted Corn
 Flakes, 36 pkgs in cs 2
 Vigor, 36 pkgs. 2

Voigt Corn Flakes 4
 Washington Crisps
 36 pkgs. 2

Rolled Oats

Rolled Avena, bbls. 4
 Steel Cut, 100 lb. sks. 2

Monarch, bbls. 4
 Monarch, 90 lb. sacks 2
 Quaker, 18 Regular 1

Quaker, 20 Family 3
 Cracked Wheat

Bulk 1
 24 2lb. pkgs. 2

CHEESE

Acmé @11
 Bloomingdale @11
 Carson City @11
 Warner @11

Riverside @11
 Hopkins @11
 Brick @11
 Laiden @11

Limburger @11
 Pineapple 40 @6
 Sap Sago @2
 Swiss, domestic @2

A
 Ammonia 1
 Axle Grease 1
B
 Baked Beans 1
 Bath Brick 1
 Bluing 1
 Brooms 1
 Brushes 1
 Butter Color 1

C
 Candles 1
 Canned Goods 1-2
 Canned Meats 1
 Carbon Oils 2
 Catsup 2
 Cereals 2
 Cheese 2
 Chewing Gum 3
 Chicory 3
 Chocolate 3
 Cider, Sweet 3
 Clothes Lines 3
 Coconut 3
 Coffee 3
 Confections 4
 Crackers 4
 Cream Tartar 6

D
 Dried Fruits 6

F
 Farinaceous Goods 6
 Fishing Tackle 6
 Flavoring Extracts 6
 Flour 7
 Fresh Fish 7

G
 Gelatine 7
 Grain Bags 7
 Grains 7

H
 Herbs 8
 Hides and Pelts 8
 Horse Radish 8

J
 Jelly 8

M
 Maple 8
 Mince Meats 8
 Molasses 8
 Mustard 8

N
 Nuts 4

O
 Olives 8

P
 Pipes 8
 Pickles 8
 Playing Cards 8
 Potash 9
 Provisions 8

R
 Rice 9

S
 Salad Dressing 9
 Saleratus 9
 Sal Soda 9
 Salt 9
 Salt Fish 9
 Seeds 9
 Shoe Blacking 10
 Snuff 10
 Soap 14
 Soda 10
 Soda 10
 Spices 10
 Starch 10
 Syrups 10

T
 Table Sauces 10
 Tea 10
 Tobacco 10
 Twine 12

V
 Vinegar 11

W
 Wicking 11
 Woodenware 11
 Wrapping Paper 12

Y
 Yeast Cake 12

3		4		5	
CHEWING GUM		CONFECTIONS		Sweet Goods	
Adams Pepsin	55	Stick Candy	Pails	Animals	10
American Flag Spruce	55	Standard	8	Apricot Gems	12
Beaman's Pepsin	55	Standard H H	8	Atlantics	12
Best Pepsin	45	Standard Twist	8 1/2	Atlantic, Assorted	12
Best Pepsin, 5 boxes	55			Avena Fruit Cakes	12
Black Jack	55	Jumbo, 32 lb.	8	Bonnie Doon Cookies	10
Largest Gum (white)	55	Extra H H	10	Brittle	11
O. K. Pepsin	55	Boston Cream	13	Bumble Bee	10
Red Robin	55	Big stick, 30 lb. case	8	Cadets	9
Sen Sen	55			Cartwheels Assorted	8
Sen Sen Breath Perf.	1 00	Mixed Candy		Chocolate Drops	16
Spearmint	55	Grocers	6 1/2	Chocolate Drp Centers	16
Spearmint, jars 5 bxs	2 75	Competition	7	Choc. Honey Fingers	16
Yucatan	55	Special	8	Circle Honey Cookies	12
Zeno	55	Conserve	8	Cracknels	16
CHICORY		Royal	12	Cocanut Taffy Bar	12
Bulk	5	Ribbon	10	Cocanut Drops	12
Red	7	Broken	8	Cocanut Macarons	13
Eagle	5	Cut Loaf	8 1/2	Cocanut Hon. Fingers	12
Frank's	7	Leader	8	Cocanut Hon. Jumb's	12
Schener's	6	Kindergarten	10	Coffee Cakes	10
Red Standards	1 60	French Cream	9	Coffee Cakes, Iced	11
White	1 60	Star	11	Crumpets	10
CHOCOLATE		Hand Made Cream	16	Dinner Biscuit	10
Walter Baker & Co's	22	Premio Cream mixed	14	Dixie Sugar Cookies	9
German's Sweet	31	Paris Cream Bon Bons	10	Domestic Cakes	9
Premium	31			Domino Dots	12
Caracas	31	Fancy—in Pails		Eventide Fingers	16
Walter M. Lowney Co.	30	Gypsy Hearts	14	Family Cookies	8
Premium, 1/2s	30	Coco Bon Bons	14	Fig Cake Assorted	12
Premium, 1/4s	30	Fudge Squares	12	Fig Newtons	12
CIDER, SWEET		Peanut Squares	11	Florabel Cakes	12 1/2
"Morgan's"		Sugared Peanuts	11	Fluted Cocanut Bar	10
Regular barrel 50 gal	10 00	Salted Peanuts	12	Frosted Creams	8
Trade barrel, 28 gals	5 50	Starlight Kisses	12	Frosted Ginger Cookie	8
1/2 Trade barrel, 14 gal	3 50	Lozenges, plain	10	Fruit Lunch Iced	10
Boiled, per gal.	60	Champion Chocolate	11	Gala Sugar Cakes	8
Hard, per gal.	25	Eclipse Chocolates	14	Ginger Gems	8
CLOTHES LINES		Eureka Chocolates	15	Ginger Gems, Iced	9
per doz.		Quintette Chocolates	14	Graham Crackers	8
No. 40 Twisted Cotton	95	Champion Gum Drops	9	Ginger Snaps Family	8
No. 50 Twisted Cotton	1 30	Moss Drops	10	Ginger Snaps N. B. C.	7
No. 60 Twisted Cotton	1 60	Lemon Sours	10	Square	8
No. 80 Twisted Cotton	2 00	Imperial	10	Hippodrome Bar	10
No. 50 Braided Cotton	1 00	Imperial	10	Honey Cake, N. B. C.	12
No. 60 Braided Cotton	1 25	Imperial	10	Honey Fingers As. Ice	12
No. 80 Braided Cotton	2 25	Imperial	10	Honey Jumbles, Iced	12
No. 50 Sash Cord	1 60	Imperial	10	Honey Jumbles, plain	12
No. 60 Sash Cord	1 90	Imperial	10	Honey Flake	12 1/2
No. 60 Jute	85	Imperial	10	Household Cookies	7
No. 72 Jute	1 00	Imperial	10	Household Cookies, Iced	8
No. 60 Sisal	85	Imperial	10	Imperial	8
COCOA		Imperial	10	Jersey Lunch	8
Baker's	37	Imperial	10	Jonnie	8
Cleveland	41	Imperial	10	Jubilee Mixed	10
Colonial, 1/4s	35	Imperial	10	Kream Klips	25
Colonial, 1/2s	33	Imperial	10	Laddie	9
Colonial, 3/4s	33	Imperial	10	Lemon Gems	10
Epps	42	Imperial	10	Lemon Biscuit Square	8
Huyler	45	Imperial	10	Lemon Wafer	16
Lowney, 1/4s	36	Imperial	10	Lemona	8
Lowney, 1/2s	36	Imperial	10	Mary Ann	8
Lowney, 3/4s	36	Imperial	10	Marshmallow Coffee	12 1/2
Lowney, 1s	40	Imperial	10	Marshmallow Walnuts	16
Van Houten, 1/4s	20	Imperial	10	Medley Pretzels	10
Van Houten, 1/2s	40	Imperial	10	Molasses Cakes	8
Van Houten, 1s	72	Imperial	10	Molasses Cakes, Iced	9
Webb	33	Imperial	10	Molasses Fruit Cookies	11
Wilber, 1/4s	33	Imperial	10	Molasses Sandwich	12
Wilber, 1/2s	32	Imperial	10	Mottled Square	10
COCONUT		Imperial	10	Oatmeal Crackers	8
Dunham's	per lb.	Imperial	10	Orange Gems	8
1/4s, 5lb. case	29	Imperial	10	Penny Assorted	8
1/4s, 5lb. case	28	Imperial	10	Peanut Gems	9
1/4s, 15lb. case	27	Imperial	10	Pretzels, Hand Md.	9
1/2s, 15lb. case	26	Imperial	10	Pretzelettes, Hand Md.	9
1s, 15lb. case	25	Imperial	10	Pretzelettes, Mac. Md.	9
1/4s & 1/2s, 15lb. case	26 1/2	Imperial	10	Raisin Cookies	10
Scalloped Gems	10	Imperial	10	Revere, Assorted	14
1/4s & 1/2s, pails	14 1/2	Imperial	10	Rittenhouse Fruit	10
Bulk, pails	13	Imperial	10	Biscuit	10
Bulk, barrels	12	Imperial	10	Rube	8
COFFEES, ROASTED		Imperial	10	Scalloped Gems	10
Rio		Imperial	10	Spiced Currant Cakes	10
Common	16	Imperial	10	Spiced Ginger Cakes	9
Fair	16 1/2	Imperial	10	Spiced Ginger Cks Iced	10
Choice	17	Imperial	10	Sugar Fingers	12
Fancy	18	Imperial	10	Sugar Cakes	8
Peaberry	19	Imperial	10	Sugar Crimp	8
Santos		Imperial	10	Sugar Squares, large	9
Common	17	Imperial	10	or small	9
Fair	18	Imperial	10	Sultana Fruit Biscuit	16
Choice	18	Imperial	10	Sunnyside Jumbles	10
Fancy	19	Imperial	10	Superba	8
Peaberry	19	Imperial	10	Sponge Lady Fingers	25
Maracalbo		Imperial	10	Triumph Cakes	16
Fair	19	Imperial	10	Vanilla Wafers	16
Choice	20	Imperial	10	Wafer Jumbles cans	18
Fancy	21	Imperial	10	Waverly	10
Guatemala		Imperial	10	In-er Seal Goods	
Fair	20	Imperial	10	per doz.	
Fancy	22	Imperial	10	Albert Biscuit	1 00
Java		Imperial	10	Animals	1 00
Private Growth	24@29	Imperial	10	Arrowroot Biscuit	1 00
Mandling	30@34	Imperial	10	Baronet Biscuit	1 00
Aukola	29@31	Imperial	10	Bremmer's Butter	1 00
Mocha		Imperial	10	Wafers	1 00
Short Bean	24@26	Imperial	10	Cameo Biscuit	1 50
Long Bean	23@24	Imperial	10	Cheese Sandwich	1 00
H. L. O. G.	25@27	Imperial	10	Chocolate Wafers	1 00
Bogota		Imperial	10	Cocanut Dainties	1 00
Fair	20	Imperial	10	Dinner Biscuits	1 50
Fancy	22	Imperial	10	Faust Oyster	1 00
Exchange Market, Steady		Imperial	10	Fig Newton	1 00
Spot Market, Strong		Imperial	10	Five O'clock Tea	1 00
Package		Imperial	10	Frotana	1 00
New York Basis		Imperial	10	Ginger Snaps, N. B. C.	1 00
Arbuckle	20 50	Imperial	10	Graham Crackers, Red	1 00
Lion	20 50	Imperial	10	Label	1 00
McLaughlin's XXXX		Imperial	10	Lemon Snaps	50
McLaughlin's XXXX sold		Imperial	10	Marshmallow Dainties	1 00
to retailers only. Mail all		Imperial	10	Oatmeal Crackers	1 00
orders direct to W. F.		Imperial	10	Old Time Sugar Cook.	1 00
McLaughlin & Co., Chicag.		Imperial	10	Oval Salt Biscuit	1 00
Extract		Imperial	10	Oysterettes	50
Holland, 1/2 gro boxes	95	Imperial	10	Pretzelettes, Hd. Md.	1 00
Felix, 1/2 gross	1 15	Imperial	10	Royal Toast	1 00
Hummel's foil, 1/2 gro.	85	Imperial	10	Saltine Biscuit	1 00
Hummel's tin, 1/2 gro.	1 43	Imperial	10	Saratoga Flakes	1 50
		Imperial	10	Social Tea Biscuit	1 00

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Soda Crackers N. B. C. 1 00
Soda Crackers Select 1 00
S. S. Butter Crackers 1 50
Uneda Biscuit 50
Uneda Jinjer Wayfer 1 00
Uneda Lunch Biscuit 50
Vanilla Wafers 1 00
Water Thin Biscuit 1 00
Zu Zu Ginger Snaps 50
Zwieback 1 00
In Special Tin Packages.
Per doz.
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 12@13
Evaporated 14@16
California 14@16
Corsican 15
Citron 15
Imp'd 1 lb. pkg. 10
Imported bulk 9 1/2
Peel
Lemon American 13
Orange American 13
Raisins
Connoslar Cluster 3 25
Dessert Cluster 4 00
Loose Muscatels 3 Cr 4 00
Loose Muscatels 4 Cr 7 1/2
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
1/4 c 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
Green, Scotch, bu. 2 90
Split, lb. 04
Sage
East India 5
German, sacks 5
German, broken pkg. 5
Tapoca
Flake, 100 lb. sacks 6
Pearl, 130 lb. sacks 5 50
Pearl, 36 pkgs. 2 25
Minute, 36 pkgs. 2 75

FISHING TACKLE
1/4 to 1 in. 6
1 1/2 to 2 in. 7
2 to 2 1/2 in. 9
2 1/2 to 3 in. 11
3 in. 15
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 13
No. 8, 15 feet 14
No. 9, 15 feet 15
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. 60
Kadr Corn 1 35
Hoyle Scratch Feed 1 45

FLAVORING EXTRACTS
Foot & Jenks
Coleman Vanilla
No. 2 size 14 00
No. 4 size 24 00
No. 8 size 36 00
No. 16 size 48 00
Coleman Corp. Lemon
No. 2 size 9 60
No. 4 size 18 00
No. 8 size 21 00
No. 16 size 24 00
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

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2 oz. oval 16 80
4 oz. flat 33 00
8 oz. flat 63 00
Jennings (D. C. Brand)
Terpeness 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 25
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
No. 3 Full Measure doz. 90
1 oz. Full Measure doz. 2 00
4 oz. Full Measure doz. 4 00
No. 2 Panel assorted 1 00
Crescent Mfg. Co.
Maple, 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 1/4s cloth 4 30
Big Wonder 1/4s 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, 1/4s cloth 5 40
White Star, 1/4s cloth 5 30
White Star, 1/4s cloth 5 20
Worden Grocer Co.
American Eagle, 1/4s 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 3 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, 1/4s 6 00
Ceresota, 1/4s 5 80
Lemon & Wheeler's Brand
Wingold, 1/4s 5 80
Wingold, 1/4s 5 70
Wingold, 1/4s 5 60
Worden Grocer Co.'s Brand
Laurel, 1/4s cloth 5 75
Laurel, 1/4s & 1/2s paper 5 55
Laurel, 1/4s cloth 5 55
Voigt Milling Co.'s Brand
Voigt's Crescent 4 90
Voigt's Flour 4 90
Voigt's Hygienic 5 00
Graham
Voigt's Royal 5 30
Wykes & Co.
Sleepy Eye, 1/4s cloth 5 55
Sleepy Eye, 1/4s cloth 5 45
Sleepy Eye, 1/4s cloth 5 35
Sleepy Eye, 1/4s paper 5 35
Sleepy Eye, 1/4s 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
Badger Dairy Feed 24 00
Alfalfa Horse Feed 26 00
Kadr 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
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
Thops 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
30lb. 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 10@120
Bulk, 2 gal. kegs 95@110
Bulk, 5 gal. kegs 90@105
Stuffed, 5 oz. 90
Stuffed, 8 oz. 135
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
Queen, Mammoth, 28 3 75
Queen, Mammoth, 28 5 25
Olive Chow, 2 doz. cs, per doz. 2 25
PICKLES
Beutels 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 04
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. 308 Bicycle 2 00
No. 632 Tourist's whist 2 25
POTASH
Babbitt's 4 00
PROVISIONS
Barreled Pork
Clear Back 16 50
Short Cut 15 75
Short Cut Clear 15 75
Bean 13 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 1/2 advance 1/2
60 lb. tubs 1/2 advance 1/2
50 lb. tubs 1/2 advance 1/2
20 lb. pails 1/2 advance 1/2
10 lb. pails 1/2 advance 1/2
5 lb. pails 1/2 advance 1/2
8 lb. pails 1/2 advance 1/2
Smoked Meats
Hams, 12 av. 15 1/2@16
Hams, 14 lb. av. 14 1/2@15
Hams, 16 lb. av. 15@15 1/2
Hams, 18 lb. av. 14@14 1/2

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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
Thops 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
30lb. 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 10@120
Bulk, 2 gal. kegs 95@110
Bulk, 5 gal. kegs 90@105
Stuffed, 5 oz. 90
Stuffed, 8 oz. 135
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
Queen, Mammoth, 28 3 75
Queen, Mammoth, 28 5 25
Olive Chow, 2 doz. cs, per doz. 2 25
PICKLES
Beutels 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 04
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. 308 Bicycle 2 00
No. 632 Tourist's whist 2 25
POTASH
Babbitt's 4 00
PROVISIONS
Barreled Pork
Clear Back 16 50
Short Cut 15 75
Short Cut Clear 15 75
Bean 13 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 1/2 advance 1/2
60 lb. tubs 1/2 advance 1/2
50 lb. tubs 1/2 advance 1/2
20 lb. pails 1/2 advance 1/2
10 lb. pails 1/2 advance 1/2
5 lb. pails 1/2 advance 1/2
8 lb. pails 1/2 advance 1/2
Smoked Meats
Hams, 12 av. 15 1/2@16
Hams, 14 lb. av. 14 1/2@15
Hams, 16 lb. av. 15@15 1/2
Hams, 18 lb. av. 14@14 1/2

9





Skinned Hams 15 1/2@16
Ham, dried beef sets 17
California Hams 9 1/4@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
1/4 bbls. 1 00
1/2 bbls. 40 lbs. 1 90
1/2 bbls. 8 1/2@9
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 Butterline
Solid dairy 10@12
Country Rolls 11@18
Canned Meats
Corned beef, 2 lb. 3 50
Corned beef, 1 lb. 1 85
Roast beef, 2 lb. 3 50
Roast beef, 1 lb. 1 85
Potted Ham, 1/4s 50
Potted Ham, 1/2s 50
Deviled Ham, 1/4s 50
Deviled Ham, 1/2s 50
Potted tongue, 1/4s 50
Potted tongue, 1/2s 50

15lb. pails, per pail ..	50
30lb. bottles, per pail ...	90
MAPLEINE	
2 oz. bottles, per doz. 3	00
MINCE MEAT	
Per case	2 80
MOLASSES	
New Orleans	
Fancy Open Kettle ..	4
Choice	3
Good	2
Fair	2
Half barrels 2c extra	
MUSTARD	
¼ lb. 6 lb. box	1
OLIVES	
Bulk, 1 gal. kegs 10@1	2
Bulk, 2 gal. kegs 95@1	2

Special Price Current

12

No. 1 complete 40
 No. 2 complete 28
 Case No. 2 fillers, 15 sets 1 35
 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 40
Pails
 2-hoop Standard 2 00
 3-hoop Standard 2 30
 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
Washboards
 Bronze Globe 2 50
 Dewey 1 75
 Double Acme 3 75
 Single Acme 3 15
 Double Peerless 3 75
 Single Peerless 3 25
 Northern Queen 3 25
 Double Duplex 3 00
 Good Luck 2 75
 Universal 3 00
Window Cleaners
 12 in. 1 65
 14 in. 1 85
 16 in. 2 30
Wood Bowls
 13 in. Butter 1 60
 15 in. Butter 2 25
 17 in. Butter 4 15
 19 in. Butter 6 10
 Assorted, 13-15-17 3 00
 Assorted, 15-17-19 4 25
WRAPPING PAPER
 Common Straw 2
 Fibre Manila, white 3
 Fibre, Manila, colored 4
 No. 1 Manila 3
 Cream Manila 3
 Butchers' Manila 2 3/4
 Wax Butter, short cut 13 4
 Wax Butter, full count 20 19
 Wax Butter, rolls 19
YEAST CAKE
 Magic, 3 doz. 1 15
 Sunlight, 3 doz. 1 00
 Sunlight, 1 1/2 doz. 50
 Yeast Foam, 3 doz. 1 15
 Yeast Cream, 3 doz. 1 00
 Yeast Foam, 1 1/2 doz. 58
AXLE GREASE


 Mica, tin boxes 75 9 00
 Paragon 50 6 00
BAKING POWDER
Royal
 10c size 90
 1/2lb. cans 1 35
 3/4lb. cans 1 90
 1/2lb. cans 2 50
 3/4lb. cans 3 75
 1lb. cans 4 80
 3lb. cans 13 00
 5lb. cans 21 50
CIGARS
 Johnson Cigar Co.'s Brand

 S. C. W., 1,000 lots 31
 El Portana 33
 Evening Press 33
 Exemplar 32
 Worden Grocer Co. Brand Ben Hur 35
 Perfection 35
 Londres 35
 Londres Grand 35
 Standard 35
 Puritanos 35
 Panatellas, Finas 35
 Panatellas, Bock 35
 Jockey Club 35
COCONUT
 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
Jute
 60ft. 75
 72ft. 90
 90ft. 1 05
 120ft. 1 50
Cotton Victor
 50ft. 1 10
 60ft. 1 35
 70ft. 1 60
Cotton Windsor
 50ft. 1 30
 60ft. 1 44
 70ft. 1 80
 80ft. 2 00
Cotton Braided
 50ft. 1 35
 40ft. 95
 60ft. 1 65
Galvanized Wire
 No. 20, each 100ft. long 1 90
 No. 19, each 100ft. long 2 10
COFFEE
 Roasted
 Dwinell-Wright Co.'s B'ds

 White House, 1lb.
 White House, 2lb.
 Excelsior, Blend, 1lb.
 Excelsior, Blend, 2lb.
 Tip Top, Blend, 1lb.
 Royal Blend
 Royal High Grade
 Superior Blend
 Boston Combination
 Distributed by Judson Grocer Co., Grand Rapids; Lee & Cady, Detroit; Symons Bros. & Co., Saginaw; Brown, Davis & Warner, Jackson; Godsmack, Durand & Co., Battle Creek; Fielbach Co., Toledo.

 Small size, doz. 40
 Large size, doz. 75
SAFES

 Full line of fire and burglar proof safes kept in

13

stock by the Tradesman Company. Thirty-five sizes and styles on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

SOAP
 Beaver Soap Co.'s Brand

 100 cakes, large size. .6 50
 50 cakes, large size. .3 25
 100 cakes, small size. .3 85
 50 cakes, small size. .1 95
 Gowans & Sons Brand.

 Single boxes 3 20
 Five box lots 3 15
 Ten box lots 3 10
 Twenty-five box lots 3 00
J. S. Kirk & Co.
 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
 Dome, 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 80
 German Mottled 3 50
 German Mottled, 5 oxs 3 40
 German Mottled, 10 bx 3 40
 German Mottled, 25 bx 3 30
 Marseilles, 100 cakes .6 00
 Marseilles, 100 cks 5c 4 00
 Marseilles, 100 ck toilet 4 00
 Marseilles, 1/2bx toilet 2 10
 Henry Passcott

 Atlas soap 3 2
 Tradesman Co.'s Brand

 Black Hawk, one box 2 50
 Black Hawk, five bxs 2 50
 Black Hawk, ten bxs 2 25
 A. B. Whisley
 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
 Roseline 3 50
 Armour's 3 30
 Wisdom 3 80
Soap Compounds
 Johnson's Fine 5 10
 Johnson's XXX 4 20
 Nine O'clock 3 30
 Rub-No-More 3 80
Scouring
 Enoch Morgan's Sons
 Sapolio, gross lots 3 00
 Sapolio, half gro. lots 4 50
 Sapolio, single boxes 2 25
 Sapolio, hand 2 20
 Scourine Manufacturing Co.
 Scourine, 50 cakes 1 80
 Scourine, 100 cakes 1 80



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 saves horse energy. It increases horse power. Put up in 1 and 3 lb. tin boxes, 10, 15 and 25 lb. buckets and kegs, half barrels and barrels.

Hand Separator Oil

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

STANDARD OIL CO.
Grand Rapids, Mich.

Quick Paper Baler

**Is Quick, Simple
Compact
Durable and Cheapest**
Costs only \$20. Order today.

Quick Paper Baler Co
Nashville, Mich.



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.

Are You In Earnest

about wanting to lay your business propositions before the retail merchants of Michigan, Ohio and Indiana? If you really are, here is your opportunity. The

Michigan Tradesman

devotes all its time and efforts to catering to the wants of that class. It doesn't go everywhere, because there are not merchants at every crossroads. It has a bona fide paid circulation—has just what it claims, and claims just what it has. It is a good advertising medium for the general advertiser. Sample and rates on request.

Grand Rapids, Michigan

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—18 syrup wall soda fountain, 2 steel 10 gallon tanks, charging apparatus, rocker, 5 self-acting counter stools. Will sell separately or in lump. E. E. Calkins, Ann Arbor, Mich. 486

33% Increase In Business is the record of one of our customers in 12 months. We have the only really live premium proposition for retail merchants. Suitable for any business. A card will bring particulars. The Smith Publicity Co., Dept. D, Warsaw, Ind. 485

Good Bakery—A snap, \$500. W. H. McKee, Perrinton, Mich. 484

North Dakota and Montana Lands. For information about Great Golden Valley, where there has never been crop failure, and Eastern Montana, write Richards & Roddie, Beach, N. D. 483

For Sale—For cash, \$6,000 general merchandise stock and fixtures; best location; did \$28,000 business last year; no better trading point in Southeast Iowa and must be sold. Address Box 12, Mt. Sterling, Iowa. 481

Wanted—To correspond with department store men, merchants, business men, farmers and others with a little capital who want to improve their condition with better position or secure good investment or both. Large store corporation being formed for East and West. We need good men and capital. Address F. P. Costigan, Kirk Bldg., Syracuse, New York. 480

For Sale—357 acres level, heavy black soil, 150 acres in crop, all but five acres can be cultivated. This land lays along the river, seven miles from Thunder Hawk, S. D., on the main line of the C. M. & St. P. R. R. There is house, barn and other improvements. We consider this the best and cheapest farm on the land market in the Northwest to-day. Will give terms on same. For full particulars write Chase & Kirkpatrick, Jewelers, Aberdeen, S. D. Price \$17.50 per acre. 479

For Sale Or Exchange—Stock of goods and fixtures, inventorying \$6,000, in hustling city of 10,000 population. Address No. 478, care Tradesman. 478

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

For Sale—Grocery, best town and stock in Michigan. James S. Bicknell, Clare, Mich. 476

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—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. S. 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 \$350 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—Drugs and fixtures and soda fountain, in storage. Will sell cheap for cash. W. C. P., care Tradesman. 163

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

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 stock of merchandise about \$4,500, paying a fine yearly income. For particulars address James A. Doane, Augusta, Ill. 457

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—Control of prosperous state bank, well located in Northern Michigan carrying the cashiership. Address No. 451, care Tradesman. 451

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—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., Harri-man, Tenn. 446

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-Grisier Advertising & Sales Co.
907 Ohio Building Toledo, Ohio

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—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 or rent. Store building in Manton, Michigan, fitted up and used for general merchandise stock. Country settling up fast. Address Good, care Tradesman. 428

General store for sale. Stock inventory \$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

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

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—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

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. Ill. 984

I pay cash for stocks or part stocks of merchandise. Must be cheap. H. Kaufer, Milwaukee, Wis. 92

HELP WANTED.

Wanted—A first-class salesman for men's clothing, shoes and furnishings. Must be able to trim good windows. No other need apply. Address M. Lowenberg, Battle Creek, Mich. 482

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. 380

Wanted—Clerk for general store. Must be sober and industrious and have some previous experience. References required. Address Store, care Tradesman. 242

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

CLOCK OF THE UNIVERSE.

The word "science" means critically or with accuracy something that is known, but it is often applied to subjects of which mankind is wholly ignorant and what is asserted concerning them is the sheerest guesswork.

Scientists, as they are called, are fond of speculating concerning the age of our earth, but not only do they base their guesses on entirely different grounds, but the periods arrived at by the different theorists fail to agree by tens and hundreds of millions of years.

For instance, Lord Kelvin, a British chemist and philosopher, thought he could gauge the age of our globe from the time it required to cool down so as to have a solid crust upon which vegetable and animal life could find a firm footing. Allowing that our globe was once a mass of matter so intensely hot that it was in the form of vapor, a long period of duration was required before it could cool down sufficiently to have a solid crust five miles thick and inclosing a mass of liquid fire.

Without undertaking to be accurate Lord Kelvin declares that at least 100,000,000 years must have elapsed since our globe began to have a crust, and that time is supposed to be sufficient to enable the evolution and developments that bring us up to the present time. But now come a set of theorists, who, since the discovery of radium, a metalliferous compound which gives off light and heat without losing any of its substance or decreasing in weight, claim that there was no need in the construction of our earth that it ever should have been in a molten state and that its exterior heat is derived from the radium stored inside its crust.

But the geologists can not get along without the primeval fire in which they believe our globe was once enveloped, and knowing that life could exist on the igneous or melted rocks that formed the beginnings of the earth's crust, time was required for those rocks to decay under the influence of the rains and the vicissitudes of climate and be washed down into the hollows and cavities, where the debris could settle and become transformed into soil upon which vegetable life could grow. Prof. Sollas thinks that 26,000,000 years was time enough for all the sedimentary formations and soils capable of supporting vegetation and animal life to have reached present conditions.

These are only mentioned as some of the guesses of the so-called scientists, who have undertaken to figure out the age of our earth. It may be a little more interesting to leave the geologists and spend a few moments with the astronomers.

They tell us that time is measured by the clock of the universe, of which the sun is the center and all the planets revolving around it and around their own axes are parts of the mighty mechanism.

For instance, the planet Mercury, nearest to the sun, about which it

revolves in the brief period of about ninety of our days, has its revolution on its axis about equal to one of our days.

Next comes Venus, whose year or revolutions around the sun is equal to about seven and one-half of our months. Venus' day is about equal to ours.

Third is the earth, with a year of about 365 days and a day of twenty-four hours.

Mars is next, with a year equal to two of ours and a day about as long as that of the earth.

There should be, and once was, a planet between Mars and Jupiter, but it was by some convulsion broken up into several smaller ones. They revolve around the sun and each turns on its own axis, and they have their years and days, which, taken together, would make up an average between the revolving periods of Mars and Jupiter.

The year of Jupiter is equal to about twelve of our earth's, but its day is not more than ten hours.

Saturn's year is about twenty-nine and one-half times as long as ours. Saturn's day is about ten hours long.

The planet Uranus revolves around the sun in about eighty-four years of our time. The length of its day is not ascertained, but it is believed to be about ten hours.

Neptune, the farthest from the sun of his known planetary bodies, revolves around him in about 164 of our years, while his day appears to be about ten hours long.

The Sacred Psalmist speaks of a time when all the morning stars sang together, and it may be imagined that this was the case when this newly constructed planetary system started on its congeries of revolutions. Now, when in the course of their wonderful movements at the close of some vast duration or lapse of time, they shall all regain the precise relative positions occupied by them at the moment of their original starting, that would be one immense cycle or year measured by the clock of the universe. That is what the ancient Hindoo astronomers have said, and when that period shall be accomplished tremendous changes must occur in the mechanical operation of our earth and in the physical, social and moral condition of its inhabitants.

The ancient Hindoo cosmogony recognizes four ages or periods of our earth's existence. They are known as "Yugas." The first is the Krita Yuga, or golden age, whose duration was 1,728,000 years. The second is the Treta Yuga, corresponding to the silver age of the Greeks, enduring 1,296,000 years. The third is the Dypara Yuga, represented by the copper brazen age of the Greeks, and extending through 864,000 years. The fourth and last is the Kali Yuga, of 432,000 years. The world is now in the Kali Yuga, which is classed as the iron age. In the first of these periods men communed with gods and were admitted to divine association, but man by his wickedness forfeited divine favor, and each succeeding age was darker

and more unrighteous, the last being the darkest and wickedest of all. The Kali Yuga began about 3094 B. C. When the four ages shall have been completed after a total period of 4,320,000 years great physical convulsions causing the apparent destruction of our earth will occur. Nevertheless, there will be a few inhabitants, a specially favored family, spared to renew the population and commence a new era.

The Hindoo cosmogony only relates to the age of the earth since it was inhabited by human beings. The astronomers and geologists have concerned themselves rather with its construction and physical changes than with its human inhabitants.

PASSING OF THE PIGEON.

Here may be a chance for some one to make a nice sum of money and at the same time aid in a worthy project—the preservation of the passenger pigeon. According to the Guide to Nature, the official organ of the Agassiz Association, \$1,000 will be given for the first reliable information, exclusive and confidential, of an undisturbed pair or colony of passenger pigeons in any place in North America. The sole object is protection, hence the parent birds with eggs or young must be undisturbed. Since when the offer was made last year many alleged reports were all proved false, a fee of \$5 is required from each reporter as a guarantee of sincerity and to aid in confirmation of the report. This money will be at once refunded if the identification proves correct. For a description of native pigeons and mourning doves application may be made to Chas. K. Reed, Worcester, Mass., enclosing 6 cents in stamps. The leaflet contains colored pictures of the birds described. The society warns against reporting any bird nesting on the ground, since "the passenger pigeon always nests in trees, usually ten feet or more from the ground."

In addition to the first offer for information, others aggregating more than twice as much more are given by individuals for a second report from the various states, John Burroughs, the naturalist, being among the promoters of the work.

While perhaps no other bird since the memory of man has appeared in such hordes, its infinite numbers have possibly hastened its extermination, as in the case of the bison; and now the only authentic specimen is a female in the Cincinnati zoological gardens. Early in the seventies three pairs of these birds were added to the Cincinnati collection. They thrived and soon the flock was increased to twenty, but through subsequent ill luck only a solitary bird remains.

This call of desperation comes with peculiar significance to the residents of Michigan, since within the memory of many their numbers were almost beyond comprehension. William Brewster recorded many interesting facts picked up in the spring of 1888 in the vicinity of Cadillac, where he went in the hope of finding nesting places of some of the vast flocks then reported in Central

Michigan. He followed as far as Oden, hearing at different intervals of heavy flights; but the nesting grounds were evidently farther north.

A veteran netter at Cadillac reported to him the largest colony he ever visited was in 1876 or 1877. "It began near Petoskey and extended northeast past Crooked Lake for twenty-eight miles, averaging three or four miles wide. It was a compact mass of Pigeons, at least five miles long and one mile wide. The birds began building when the snow was 12 inches deep in the woods, although the fields were bare at the time. So rapidly did the colony extend its boundaries that it soon passed literally over and around the place where he was netting, although when he began this point was several miles from the nearest nest. Nestings usually start in deciduous kinds, but during their progress the pigeons do not skip any kind of trees they encounter. The Petoskey nesting extended eight miles through hardwood timber, then crossed a river bottom wooded with arbor vitae, and thence stretched through white pine woods twenty miles. For the entire distance of twenty-eight miles every tree of any size had more or less nests, and many trees are filled with them. None were lower than about fifteen feet above the ground.

The history of the race has been one of persecution, hogs and wild animals feasting on the slaughter which proved too great for man to consume. With the passing of the passenger pigeon the significance of the prophesy of a prominent scientist, that unless steps are taken for their preservation this will soon be "a land without birds," is emphasized. If we can not save this interesting bird from extinction we can, at least, protect the main species still left us before it is forever too late.

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Beans — Marrow, \$2.35@2.40; medium, \$2.10; pea, \$2.10; red kidney, \$1.25; white kidney, \$2.50.

Potatoes—75@80c per bu.

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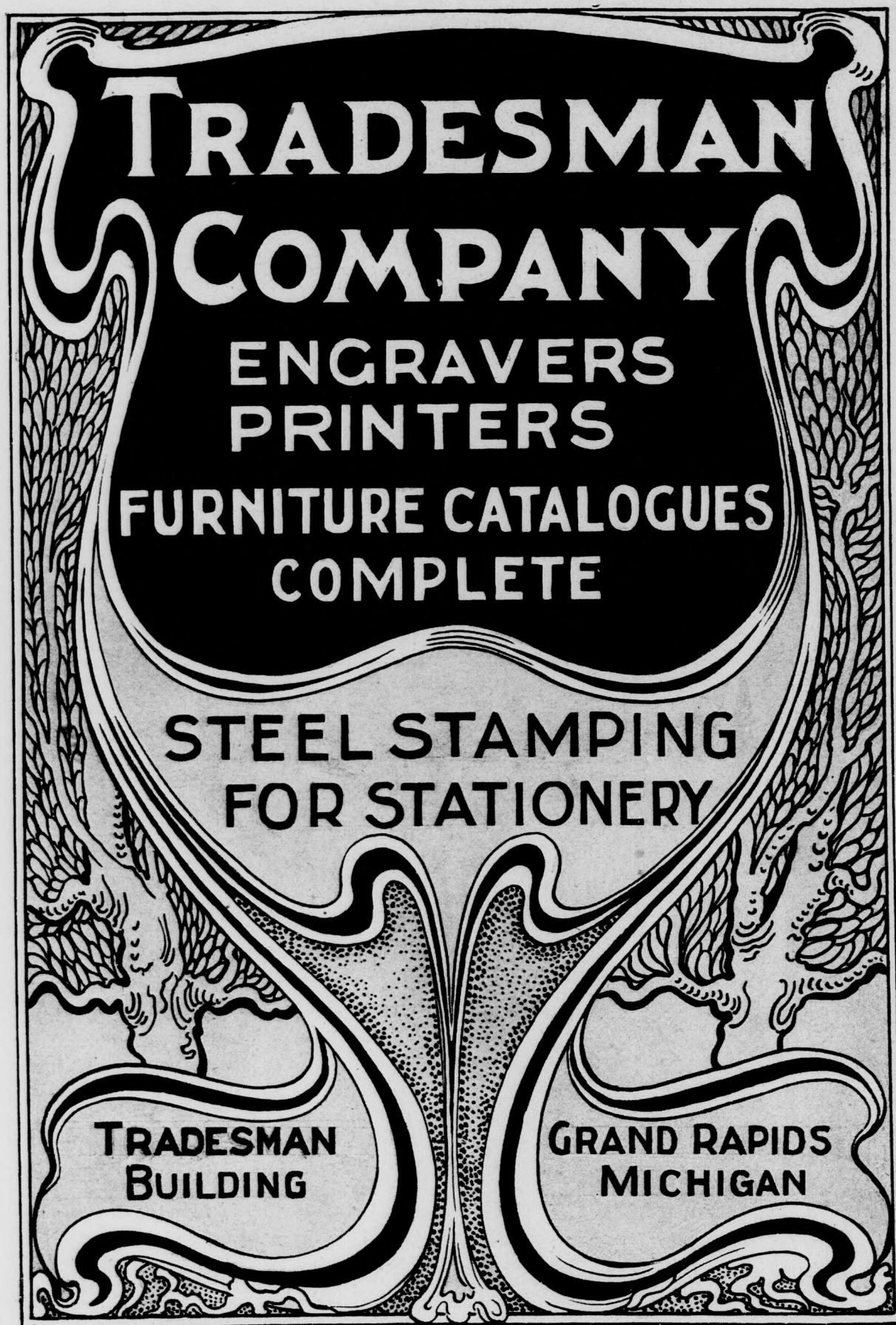
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(In his annual address as President of the Washington State Retail Grocers' Association)

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