

The Woman Who Understands



Somewhere she waits to make you win—
Your soul in her firm white hands—
Somewhere the gods have made for you
The woman who understands.

As the tide went out she found him,
Lashed to a spar of despair—
The wreck of his ship around him,
The wreck of his dreams in the air;
Found him, and loved him, and gathered
The soul of him to her heart;
The soul that had sailed an uncharted sea—
The soul that had sought to win and be free—
The soul of which she was a part;
And there in the dark she cried to the man,
“Win your battle—you can—you can.”

Helping and loving and guiding—
Urging when that was best—
Holding her fears in hiding,
Deep in her quiet breast;
This is the woman who kept him
True to his standards lost,
When tossed in the storm and stress and strife,
He thought himself through with the game of life
And ready to pay the cost.

Watching and guarding—whispering still,
“Win—you can—and I know you will.”
Somewhere she waits—
Your soul in her firm, white hands—
The woman who loves and understands.

The Happy Land



I live in the land of Endeavor,
Where nothing is counted in vain,
Where people are busy forever,
And no one has time to complain.
Out here in the world of the idle
You talk of your sorrows and fears,
And even the feast and the bridal
Resound with the plashing of tears;
But we, who are busy with lever,
With plow, and with ax, and with loom,
In the beautiful land of Endeavor,
Care not for your stories of gloom.
Out here in the land of the talkers
You're breeding a difficult race
Of pessimists, grouches and knockers,
Who swarm in your indolent place;
Your land, thus incumbered, will never
Be peaceful and happy like mine;
In the far-away land of Endeavor
This life is all roses and wine.
Oh, yes, you may go to that region
And leave all the troubles behind,
Which now, in a pestilent legion,
Are gnawing away at your mind;
But first you must honestly sever
The fetters that idleness made,
And then, in the land of Endeavor,
You'll take up the happy man's trade.

Walt Mason.

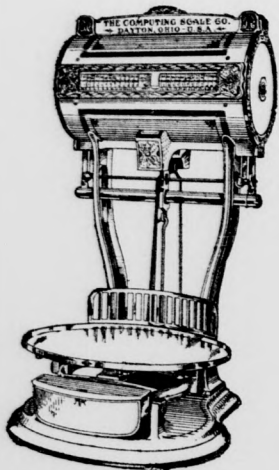
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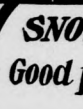
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Twenty-Eighth Year

GRAND RAPIDS, WEDNESDAY, JUNE 28, 1911

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A PATHETIC FIGURE.

The brief interviews accorded by former President Porfirio Diaz, of Mexico, on his arrival in Europe, chronicle the pathetic and at the same time perfectly natural viewpoint from which the former dictator regards recent events in his native country. The ex-dictator mildly upbraids his countrymen for their ingratitude and forgetfulness of all that he has done for them during his long life of public service. He points out very truthfully that he retired from the presidency, not because he lacked the means of making an effective resistance, but because he was reluctant at his period of life to plunge his country in a long drawn-out fratricidal war, which would probably have exhausted its resources and set back its development and progress for many years.

While General Diaz stated that he did not know whether or not he would ever return to Mexico, he was emphatic in declaring that if ever his country needed him to defend its interests from foreign aggression he would instantly respond. It is probable enough that Diaz will never return to his native land, but will be permitted to spend his remaining years in peaceable and undisturbed retirement in Spain or some other part of Europe. It is a commentary upon the state of enlightenment in Mexico that it should be deemed necessary that a former executive who voluntarily retired is compelled to exile himself for fear that his presence might instigate revolt or stir up strife.

But while Diaz is permanently eliminated, there is no assurance that any one has yet been developed capable of taking his place. Madero, the successful leader of the recent revolution, is the man most prominent in the public eye at the moment, but the outside world is not convinced that the insurgent chief has either the capacity or the personal magnetism to successfully cope with

the difficulties that are springing up on every hand. Probably General Bernado Reyes is the only man in Mexico competent, by reason of his strong personality and military skill, as well as popularity, to cope with the situation, but, unfortunately, Reyes has already announced that he will not be a candidate for the presidency in opposition to Madero, but will accept the portfolio of the ministry of war under that gentleman. It may be that Reyes is merely biding his time, knowing that the situation later on will point to him unmistakably as the logical savior of the situation.

SNUBBING ROYALTY.

Now rumor hath it that Representative Sabath, of Illinois, will attempt to prevail upon Congress to enquire into the amount of money that American girls have paid for titles, how many have value received, how many have been happy and why the made-in-America peeresses have been ignored by the managers of the Coronation.

Surely this is, so far as he is concerned, a public confession of what has become a self-apparent fact, that matrimony has been turned into pure commercialism. If no greater misfortune befalls the fair venturer than that of being snubbed at the Coronation she may certainly deem herself most fortunate. Of course, some of the rich brides had what they now regard in their own hearts as the humiliation and disappointment of their lives, but other things may be worse.

To the thoughtful American the recklessness in foreign alliances of this character has become a serious subject for remonstrance. Neither public opinion of the middle classes nor legislation seem to have any power in the matter. It is one which solely concerns the chief participants. Yet that the results work injury to us as a nation is patent to all.

Since the royal foot of disapproval has been set upon the happy brides who exchanged their fortunes for a peerage and now find the goods but imperfectly delivered, there threatens to come a public outburst of indignation and a probing into the entire peerage system. This is but to increase the objectionable position of the disappointed heiresses and to render them rightful objects of ridicule, where previously they have had more of sympathy. If the blood of royalty resents the infamous barter as do many Americans, they have the perfect right to maintain exclusiveness. Possibly through this act will come the best possible kindness to the rich girls of to-day, who will consequently think twice before stepping into the ranks of made-peeresses to-morrow.

THE GARBAGE PROBLEM.

Minneapolis has solved the problem to her own satisfaction and many other cities are looking to her as furnishing a most excellent model for health. The chief secret of her success is in allowing no unnecessary moisture to be left in the material given to the garbage man. Each bit of waste matter is drained as dry as possible and wrapped in a piece of newspaper, sealing odors somewhat, making it more convenient for handling and saving useless muss. These parcels are placed in a tightly covered can as gathered up, and are thus in the best shape to be collected, after which they are carried in a large closed receptacle to the crematory.

Columbus seems to have also an excellent system, which saves enough by-products in the consumption of the waste to do much toward cancelling the cost of collection. Not satisfied with this, an endeavor is being made to so perfect the scheme that it will be a self-sustaining matter. The grease and other material obtained for fertilizer bring respectively \$102 and \$10 per ton and, with the improvements contemplated, it is expected they will be so much increased as to fully cover all expense.

It is a subject of the greatest interest at this season, when the extreme heat renders even the small bit of refuse a dangerous menace. With the general plan founded on so solid a basis, individuals will take more pride in aiding the municipal authorities in the disposal of the waste. The importance of the matter will be more convincing to the public and the wisdom of aiding in every possible way will be more fully appreciated. Other cities are making these models for study. Yet there are many more not fully awake to the situation. They will all come to it in time—and it will be a short time. This is one of the reforms bound to gain speedy hearing, for it carries with it the vital touch.

INGRATITUDE.

There is more than the ordinary touch of pathos in the declaration of Diaz that it was those whom he had elevated that worked his ruin. Napoleon and other vanquished leaders might have told the same story with equal justice. It is so through life. We do this and that one a good turn, and are sometimes repaid in the same manner.

It is true that we get our reward for good services quite as often from unexpected sources. The cup of water extended to us by the wayside shows us how we can aid a stranger by giving the welcome draught in the same way. We must not be too particular about who pays us for the benefactions it is our privilege to

give. If we work for the highest reward, that of doing good, there will be no danger of being defrauded.

It is a cheering thought that though we may not always be able to repay the personal kindness done to us, others will do it for us. Sir Philip Sidney could never give a drink of water to a dying man but he has left the example which serves to help others for generations. Diaz has already found a friendship across the seas which should recompense him for the lack of it in his Mexican dominion; that is if there can be a recompense in exile. The point is here: Mutual helpfulness is a part of the work designed by the Creator. Opportunities come to no two individuals in exactly the same manner. It is ours to do our part in the work which comes within our reach trusting that when it comes our turn to need help some one will rise to the occasion. Individuals may seem ungrateful—and they often are—but the world is not. On the whole we get back at some time and in some way much as we give. This sort of reciprocity is as old and as enduring as the hills.

The Guggenheims are among the strongest financial and political influences in Colorado, and, in fact, the brothers are very wealthy men with very large interests which they know very well how to protect. Delegate Wickersham, of Alaska, has introduced a resolution calling on Congress to enquire why the Department of Justice failed to prosecute the Guggenheim agents for crimes committed in Alaska. He probably could have made a very good guess as to how it happened, but guesses do not count and are not as illuminating to the public as sworn testimony. The suggestion is that the documents have been submitted to the Attorney-General and that he is in possession of the facts. If they constitute sufficient ground for the reasonable belief that an offense has been committed, it is the bounden duty of the department to institute prosecutions, and that independent of whether the Guggenheims are represented in the Senate or whether they are rich or poor, or any other consideration.

If forty in every 100 among American housewives still supply their families with home made bread, it is one of the most encouraging facts in reach of optimism. It is not less encouraging because this estimate comes from the Missouri master bakers, who insist that modern housewives do not know how to bake. They claim that home made bread results in dyspepsia and the bad temper which the public shows in dealing with some master bakers.

INDIAN CORN.

How the Banker Can Show His Hand.*

I want to talk to you, for a little while to-day, about the greatest grass in the world. And it takes some temerity to talk about the greatest anything in this great world, where language almost fails to describe the greatness of its products or the goodness of its God.

Nevertheless, there is always a greatest something, a product superlative. Somewhere is the largest man, somewhere the fattest woman. Somewhere is the biggest tree and the tallest liar, and, when found, they are interesting enough to command our attention. So I repeat, that Indian corn is the greatest grass in the world—more, it is the greatest grain in the world—yes, more, it is the greatest plant of the entire vegetable kingdom, if we measure it by its influence upon man. And it is a child of America.

You will not blame, therefore, if under the influence of this happy environment, and the exhilaration incident to the approaching season of the Nation's birthday, I was enthusiastic over a mere plant originating as a wild and nubbined grass of the Southland, grown great as has grown great the land of its adoption, the matchless prairies of the Central West.

Corn an American Product.

We do not absolutely know that corn is American born, but we have every reason to think so. In the earlier and darker years of three hundred years ago a certain writer named DeTurkey wrote of it, and from this circumstance it became known in Europe as Turkey corn. From this certain students jumped to the conclusion that its earlier home was in Turkey, but this is erroneous. In the tombs, the ruins, and excavations of Southern and Oriental Europe in the Nile Valley and in Asia are found grains of wheat, of barley and of oats scarcely differing from such grains of to-day, but naught of corn. On the other hand, we find in our researches in Mexico, Central America and Peru the remains of corn, and the best thought of to-day sustains Humboldt in his conclusions that Indian corn or Maize is peculiarly an American product, and like many another thing American, it is placing its lasting impress on a world.

The Joke on Columbus.

Death is a grim joker, for he takes us from earth some scores of years before we are ready to go, and some hundreds of years before we realize just what has happened to us or to our times. One Christopher Columbus thought he had done great things—he had—only the great things were very different from what he believed. He thought he had added territory to the kingdom of Spain—he really found a land that should be infinitely greater than Spain ever dreamed of being. He believed he had found a land where the aristocracy should disport itself at the expense of the proletariat. What really

came about was a land of freemen, each of whom is greater than the kings of old; he supposed he had found the land of the golden sands—what he really found was a land of golden grains, and these golden grains in the year just past, aggregating over three billion bushels, were worth three and one-half as much as all the gold of all the earth, mined in the same year!

Corn a Grass as Well as Grain.

I have said that corn is a grass. I believe this true, and as evidence produce the blue joint, that splendid grass native to your Iowa prairies. Notice the fibrous root formation, even to the coarse roots known as brace roots—the jointed stems alike in both, the leaf growth projecting from these joints, the broad leaves and the sprangling pannicled top, the same formation and the same florets as the tassel of the maize! Take a vigorous blue stem plant, magnify it by glass or by the imagination, and you have a corn stalk the only difference being that it has no ear of golden grain. This grain is an evolution. There is a very noticeable peculiarity about the evolutionary power of corn, as distinguished from all other grains. We trace wheat back to a period 2,700 years before the days of Christ, yet it has changed scarcely a particle. Oats and barley are the same in appearance and habitat as they were when Joseph filled the granaries of the Nile against the years of need. But corn has gone on in development, from the little, four rowed, gnarled nubbin to the magnificent ear of the Iowa corn field of to-day.

All this, the working out of a law, potent alike in plants and men expressed in the scriptural injunction, that man shall not live unto himself alone.

The Natural Law of Reciprocity.

There is a curious law running through this world, which for want of a better name we will call "the law of reciprocal gain." It is the law through which, in derision, it has been said that two Yankees, cast upon a desert isle, will swap themselves rich on jack-knives. It is ridiculous, at first thought, and contrary to all our instinctive notions, for do we not know that when A and B trade one or the other of them is worsted. No! We do not know this; we only think we know it, but the premise is entirely untrue. Only when A and B do not trade, when they live solitary and alone do they lose, and they must be and remain poor indeed. The law of reciprocal gain is quite opposed to the law of the survival of the fittest, although both are making for a better world. This law is as anomalous as the beatitudes, or the Savior's pronouncement that the first shall be last and the last first. It is the law of the helping hand—the law of the enkindling flame, lighting yet another fire without itself being consumed—the law of all commerce, all wealth creation—of all co-operation—of husband and wife.

Corn Needs Man's Care.

At this point I call your attention to the fact that Indian corn is the

most human and man loving of plants. The dog, of all animals, is peculiarly attached to man; the robin among birds. A dog in the wilderness away from man is unthinkable, he would become a wolf—a robin would die in solitude. So it is with corn. For example, suppose you go out upon the primeval prairies and break a strip two feet wide and one hundred feet long, and a half mile away break a similar strip. In the fall backset both strips, next spring plant one to corn and sow the other to wheat. You are not to go near them until harvest time. This is what you will find—the wheat rank and fine and happy, the corn grown a couple of feet high and yellow and spindling, putting out a few half hearted nubbins here and there. Wheat says, "Leave me alone, that is all I ask." Corn asks for the caress of man. The children may play about it, the hoe graze its roots, the plow must stir the soil. If fathers and mothers whisper their hopes and fears within its shadow, or young men and maidens plight their troth as they walk down the path in summer eves, it makes no difference for is not corn a human plant, with almost human aspirations?

Work, the Savior of Man.

This human sided plant does more than to love man sentimentally, she does it practically—she makes him work. And be it known that work is to mankind, the Mother Superior of all ministrants, the guardian angel of all the ages. Ease, more fair faced, is yet most false. The microbe of evil finds ready lodgment in the soul of him whose hands find naught to do.

Wheat makes men work, but not continuously. Down in Oklahoma or Texas they prepare the ground and sow the crop in the fall and have nothing more to do with the crop until next June or July. Up in Canada the long winters call for no great exertion and even harvest time is only an incident since a special crew, cook shack and all take the grain from the shock and thresh it ready for the market. But corn, that marvelous plant that has come up from the Southland, makes men work, without surcease of toil. In the springtime he must plow, and harrow and plant. In summer he must cultivate again and again, really giving to each individual stalk his watchful care. In the autumn he must gather it in cribs, and then he finds his labor only begun, for having it he must feed it to get the best returns. Thus comes in the phase of big red barns, of splendid powerful horses, of blooded cattle and of moneyed hogs. This, not to mention tame grasses and clovers, those concomitants of corn farming, nor of dairy or poultry products whose worth each year excels that of all the gold and silver mined in all the world in the same time.

Corn the Mainstay of Iowa.

To you men of Iowa there is no other one element in your well-being one-half so potent as Indian corn. Subtract it, if you will, from your

economics—it will be as though the foundation stones had crumbled into dust. Take it and its contingent products from your finances—it will leave you poor indeed. With it you have a multi-billionaire Iowa—without it you will have subverted the law of reciprocal gain and substituted loss. That country which should cry to Heaven is not the land where men are rich, but the land where men are universally and hopelessly poor. The one plant of all the earth most opposed to universal poverty is Indian corn. It is the very fulfillment of the law of reciprocal gain.

Corn an Educator.

The influence of corn does not stop with the big red barns, nor the fields fenced with woven wire, nor the flocks of sheep and cattle; it knows no bounds short of the production of fine boys and girls, the men and women of the future. The boy who raises a crop of corn in contest with his neighbor has impressed upon him, first and foremost of all lessons, that his crop is good or poor in proportion to his care and attention in the selection of the seed, the preparation of the ground, and the cultivation of the crop.

Our corn farmer boy has a product which goes to market in one shape and another every month in the year and he must, therefore, know something about markets. He has live stock to care for and, having it, he learns the difference between good and poor; he tastes the joy of having something about the place good to look upon, something requiring skill to produce and thought to appreciate and he becomes, no longer a drudge or a menial, a man of capacity and growth. Farming then becomes an avocation and its followers of moment. The profession has assumed a dignity to which in the past it did not aspire. Thus the corn farmer boy grows large in his grasp of real problems and we see why it is that the commercial world looks to the boys of the corn belt to recoup their forces. There are very few bank presidents nor railroad managers in the East who have not come up out of the cornbelt of the West, the most magnificent and resourceful section of the world.

The Bankers' Responsibility.

Now then, there is no question at all of your responsibility as leaders of your communities. This is the peculiar phase of American banking, that the banker is indigenous to his locality a part and parcel of the community. Therefore I ask, "What about corn?" Do you know that the yield of the product per acre in Iowa ought to be doubled? Twenty years of united effort and education on the part of all interested will double the crop as surely as the sun rises.

The plant is right, it has demonstrated its ability to respond. The Almighty is right, he has given you every favorable condition of climate and soil. Constructive finance is right in affording you most excellent markets and means of transportation thereto. But are you right? Have you led in the movement for a better crop?

*Address delivered before the Iowa Bankers Association, by E. R. Gurney, Vice-President First National Bank, Fremont, Nebraska.

MARKET GARDENING.

Some Instances of Success Among Local Growers.

Market gardening is one of this city's important industries. As an industry it does not call for the hum of machinery, the whirr of wheels going around, black smoke from the big chimney or the blowing of a whistle early in the morning. It is a quiet industry, with sunshine and showers as important factors, and man's part is the sowing of the seed, keeping the soil stirred and reaping the harvest. As stated, this is an important industry in and around Grand Rapids, and because it is silently conducted few have much of an idea how extensive it is and how in the course of a year it runs into money.

A visit to the city market almost any early summer morning will give some idea as to how important market gardening is. Between 200 and 300 gardeners' wagons loaded with truck will be seen nearly every morning on the market these days and all through the summer, and from these not only is the city supplied but much is bought by the commission men for shipment.

Market gardening, as conducted here, is not a summer occupation only. It is an all the year around employment, in the open during the summer; under glass in the winter. The winter crops are mostly lettuce and radishes. By combining, the winter gardeners make carload shipments to Toledo, Cincinnati and other points. In this connection it may be remarked that it takes a lot of lettuce to make a carload. By the time the radishes and lettuce are out of the way the cucumbers and tomatoes are nearly ready for the harvest. The first tomatoes bring as high as 20 cents a pound, and as the season advances the price gradually tapers down to half that, or less. Outdoor tomatoes are just now in bloom or appear as little green knobs on the vines, but the hothouse crop is at its height. The Grand Rapids Greenhouse Co. is now marketing 200 bushels or more a day of ripe tomatoes, and while this is the largest, it is only one of several plants. Before the hothouse tomatoes and cucumbers are out of the way the outdoor crops begin to come on, spinach, young onions, radishes, lettuce and the other stuff in order, and from May to October the market garden is a busy place, yielding not a single crop but two and three of them in a single season, one following the other in as rapid succession as possible.

The popular conception of a market garden calls for rich, black, mucky bottomlands. There are such farms around Grand Rapids, but this city draws most of its garden truck, not from these black bottomlands but from the sandy soil south of the city, out South Division and East streets and Kalamazoo avenue way. This district is settled largely by the Dutch, and they have by experience and study learned how to produce results from the sand, and not a few of them have acquired competencies, and some have become what might

be termed wealthy. The sandy soil may not be ideal for gardening, but it has its advantages. The owner of clay or muck lands must wait for his soil to dry out before he can begin work in the spring, and if the spring be wet it may be late before the work can be started, but the sand land farmer can make his start as soon as the snow is off the ground. In times of drouth the clay and muck farmer has the advantage, but to a certain extent the sand farmer can offset the lack of rain by tillage. Two gardeners in the Kalamazoo avenue district have become independent of summer rain. They are so fixed that when they think they need a shower they can have it. These gardeners are R. Yonkers and Peter Blanksma. They have irrigation plants and for them the breaking of a drouth is merely the turning of a faucet.

Mr. Yonkers is one of the best known market gardeners in the Grand Rapids territory. He began about twenty years ago and was so lacking in means that he had to work in town during the winter to supplement his summer's earnings. He now has forty acres under cultivation and there is not a bank in town but would give him a five figure credit any time he might ask for it. The secret of his success on the sand lands is fertilization and cultivation. He buys manure in town, from his neighbors if they will sell, and brings it by the carload from the Chicago yards, and he applies it with a hand so lavish that it can almost be seen cropping out of the soil. And then he cultivates constantly and continually to keep the soil stirred and the weeds down. As soon as one crop of garden truck is out of the way he plants another. Three crops a season is his aim, and this means working his acres to the limit. The Yonkers irrigation plant covers about five acres. Through the farm runs Plaster Creek, and this creek is made to drive a ram which pumps water to a tank on the hill. From this tank the water mains radiate to the irrigated acres. The method of applying the water is the same as in the greenhouses. Pipes extend across the field about thirty feet apart, six or seven feet above the ground, and the pipes have holes at intervals of six or eight inches. When the water is turned on it jets across from one line of pipe to the next, and descends as a shower upon the growing crop. The pipes are so arranged that the water can be made to go at any angle, and this insures every foot of soil receiving its share. When opposite pipes are shooting water the jets form an arch over the intervening space and in the sunlight this is very pretty.

The Blanksma farm has about four acres under irrigation. The system is the same except that Mr. Blanksma, not having a rapid flowing stream, must pump the water by gasoline motor instead of by water power. Mr. Blanksma's specialty is cucumbers and he prefers the hothouse culture to outdoors, as he can then control conditions. Mr. Blanksma began about eight years ago, on ten

acres of Kalamazoo avenue sand land, and he was so lacking in means that he had to mortgage the acres to build his home. He early made a special study of the cucumber, how to grow it and what the market would pay most for, and he began the development of a strain that would meet the highest requirements. He let the cucumbers that came the nearest to the ideal ripen for seed and year after year he selected, and to-day he has a brand of cucumber that has no rival, uniform in size and color, ideal in shape and perfect in texture. He has been offered prices that seem almost fabulous for a few of his seed, but he lets none get away.

Mr. Blanksma is rebuilding three of his greenhouses this summer and as an experiment is growing cucumbers in the open as they are grown under glass. Instead of letting them spread over the ground he is training them up on wires.

In the growing of hothouse vegetables there are many little knacks that must be known to be successful, and most of these must be learned by experience. It may not be generally known that an indispensable adjunct to the cucumber hothouse is a swarm of bees. Without the bees to carry the pollen from one flower to another there would be no cucumbers. In the tomato house bees are not needed, but a good circulation of air is necessary. The wind carries the tomato pollen and this serves the same purpose as the bee for the cucumber.

Dundee Merchant Addresses His Customers.

Dundee, June 24—Before entering the details of this letter I want you to feel what is your interest is my interest. Without the support of my farmer friends I could remain in business but a very short time. I am writing you for your advice as well as your hearty co-operation. You know times have changed in almost every line. A farmer who would follow out the same principle of farming that was done twenty-five years ago would soon fizzle out. Very few would like to go back to the old methods of cutting grain with the scythe, as it would be impossible in this age of advancement. I think it would be hard to hire help that would do now as they did a few years ago. What applies to you also applies to me as a merchant. I must be in the progressive line. A merchant who would do business to-day as the merchant of twenty-five years ago would be a back number. A few years ago a merchant could hire a clerk who was willing to work from daylight until midnight. To-day times have changed. Other business interests are offering greater inducements to our young people and they are leaving the small towns and the country as well for the city, and can we say it is not right? Now to the point:

My clerks feel that they are entitled to three nights in a week to themselves. They say they will stay as long as I want them to three nights in a week, but feel that they should have a little time to themselves. Now I will not say myself, but do you think it fair to give them every other night off, say Monday, Wednesday and Friday nights, during the spring and summer months, beginning about April 1, closing the store on these nights at 6 o'clock, standard? I am willing to leave the decision with my customers. If you are willing we should have three nights in the week to ourselves, and will stay by us and arrange your trading for the three nights we are open, we assure you we will greatly appreciate it and will do our very best to please you and will be right on hand from 7 in the morning until any time between 9 and 12 p. m. the nights we are open. I am enclosing a postal card for a reply, and I want your expression. If you do not see fit to sign it, all right; but be so kind as to express your desire one way or the other. I am depending on you for support and to keep the ball a-rolling, and I want to do what is for the best interests of customers, clerks and myself.

O. E. Mott.

Quotations on Wisconsin Cheese.

Milwaukee, June 26—Our prices for cheese this week will be: Brick, 11c; Limburger, 11c; one pound Limburger, 12c; old domestic Swiss, 14c; new, 12c; Wisconsin colored twins, 12½c; daisies, 13c; long horns, 13c.

H. B. Stanz Co.

There is no place like home—except your place of business, and that is like home only in the fact that you belong there, and should give it your undivided attention at the proper times.

There are men who are so constitutionally dull that even a thrashing will not make them smart.

WOLVERINE ELASTIC ROOFING PAINT

The HIGH GRADE PRESERVATIVE



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.

Will P. Canaan Co., Inc.

POST CARDS

105 N. OTTAWA ST.

GRAND RAPIDS, MICH.



Movements of Merchants.

Ceresco—David Bell has opened a bakery.

Allegan—C. N. Willis has opened a bazaar store.

Conklin—Mrs. Addie Lillibridge has sold her restaurant to W. H. Norton, of Ravenna.

Grand Haven—Rice & Schroeder have opened a new meat market in the Cook building.

Owosso—A. E. Foster has purchased the interest of Chas. Ellis in the Foster-Ellis hardware.

Plainwell—B. M. Salisbury, of Owosso, has purchased the general stock of the J. E. Cairns Co.

Traverse City—Frank Beardsley has gone to Chicago to purchase machinery for his violin factory.

Wayland—Local business men have undertaken the celebration of the Fourth along sane and sensible lines.

Hastings—George W. Bradley is closing out his stock of shoes and will devote his entire time to the express business.

Eaton Rapids—M. E. Mowrey, of Battle Creek, has entered into partnership with Thos. Favorite in the tailoring business.

Kalamazoo—E. P. Slover succeeds Mrs. H. Zantengax in the dry goods and grocery business at 1003 North Pitcher street.

Thompsonville—D. N. Cornell is succeeded in the meat business by John and Park Herren under the firm name of Herren Bros.

Coldwater—Abram Carle, of Girard, has started a grocery store at his cottage at the new beach at the north end of Morrison Lake.

Hubbardston—Harry J. Holbrook is to become the new owner of the flouring and grist mill, the electric power plant and water power rights.

Standish—J. C. Howard has sold his furniture stock to W. S. Kimberlin, of Scranton, Ohio, who will continue the business under the style of the Standish Furniture Co.

Milan—The Gauntlett & Gauntlett Clothing Co. has engaged in business with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in cash.

Hastings—John H. Doak has moved to this city and opened a stock of shoes, rubbers, dry goods and women's novelties in the store recently occupied by Kep Silsbee.

Eaton Rapids—Harry Milbourn will complete his course in pharmacy at the Ferris Institute this week and come home to become a partner in the drug business which his father, John J. Milbourn, has so well established.

Hamilton—Wm. Borgman has sold his stock of general merchandise, with the exception of boots and shoes, to John Ensing, of Brazil, Ind., and Fred Ensing, of Grand Rapids.

Belding—Chas. S. Foster has purchased the interest of Thomas Welsch in the furniture stock of the Foster-Welsch Co. Mr. Welsch retires to take the management of the Fargo Shoe Co.

Dowagiac—M. P. LeMunyon has bought the stock of general merchandise of Chas. L. Aker, at Brownsville, and has already taken possession, moving there from Adamsville.

Three Rivers—Tony Van Dyke, a former member of the firm of Baker & Van Dyke, grocers in Second Ward, has opened a new grocery store at the corner of Broadway and Constantine streets.

Three Rivers—Fox & Co. have secured control of the market formerly owned by R. Rienstra conducted in connection with the DeReamer grocery and will continue the business at the same location.

Fremont—The Cash Variety store, so successfully conducted by L. H. Phelps the past three years, has been sold to L. G. Graves, of Wakeman, Ohio, who will continue the business at the same location.

Lowell—Oscar Barber, who has had charge of the Central Michigan Produce Co.'s branch at this place for the past year, has resigned his position and will go into the same business at Edmore for himself.

Onaway—William B. Gregg has purchased of A. V. Hinkley his interest in the stock of the former W. B. Gregg Co., including all accounts. The majority of the fire damaged stock has been disposed of and what merchandise is left consists of goods practically as good as new.

Carson City—I. Krohn has purchased the interest of Morris Netzorg and the firm of Krohn & Netzorg comes to an end after doing business under that name for twenty years. Mr. Krohn came here twenty-four years ago and did business for four years alone, taking M. Netzorg into the business twenty years ago.

Kalamazoo—Work has begun in remodeling the People's Outfitting Co.'s store on North Burdick street, which, when completed, will give that place the largest single lower floor space of any retail store in Michigan. The company now has eight times its original floor area and with the new improvements an additional amount of space will be available.

Eaton Rapids—H. Levetts has moved his family here from Middleville and will begin at once the work of putting shelving in the Whipp store, on Main street, which he bought a month or so ago. He expects to have his stock of general merchandise in the building and to be ready to begin active business about the first of July.

Eaton Rapids—After a business career of several months in this city, D. A. Satovsky, of Charlotte, who established a branch dry goods store here, packed up his goods Tuesday and moved them back to the county seat. The business was not as prosperous for him in this city as he had hoped for, and this was the principal reason for his having decided to retire.

Grand Ledge—The creditors of Frank W. Ewing met in the offices of the referee in bankruptcy at Grand Rapids Monday and named B. D. Niles as trustee. The latter has been acting as trustee since the store closed, under instructions from the referee. It was decided to continue the business as at present, with the intention of closing it out in a block at the first opportunity.

Jackson—E. E. Greene, who for the past ten years has been a non-resident stockholder in the clothing and shoe store conducted under the style of the Greene Co., has arranged to sell his holdings to Horace Marvin, Clyde Burnett and Arthur Mitchell, all of whom were formerly associated with Mr. Greene as salesmen. The new firm will be known as Marvin, Burnett & Mitchell.

Stanton—Earl B. Swift has purchased the drug stock of the E. D. Hawley Co. and will conduct the business as the Swift Pharmacy. The shoe and clothing stock of the E. D. Hawley Co. will be consolidated with the grocery stock in the corner store, and the Swift Pharmacy will occupy the east store of the E. D. Hawley Co. block. The store is being remodeled and repainted and will be fitted up with new fixtures.

Owosso—The purchase of the hardware stock of Henry Beswick, by Morris W. Southard, and Albert L. Densmore has been announced. Mr. Southard has been in the hardware business for twenty-five years in this place. He recently resigned his position at the Foster-Ellis store where he was employed for many years. Mr. Densmore has been employed in the offices of the Owosso Sugar Co. for some time, and has served the city as alderman. Both gentlemen will give the business their personal attention.

Detroit—J. H. Dickman, who for some time past has been manager of the Triangle Shoe Store, owned by Schroeder & Minsel, on Grand River avenue, has resigned his position to engage in business for himself. Mr. Dickman has secured a lease on the store at 57 Grand River avenue and intends to specialize on \$2.50 and \$3 shoes for men and women, but will also carry higher priced shoes. Mr. Dickman came to this city from Ohio fifteen years ago, and has been in the shoe business the greater part of his life.

Portland—C. F. Powers is a merchant who has original ideas and he is about to try out one which is probably without parallel in local business circles, but which most any merchant could follow without financial loss. He is going to close up his drug and book store and take a week's vacation. Mrs. Powers, who is associated with him in the store, is going with him to Muskegon, where they will spend a week with their daughter, Dr. Powers, on the banks of Muskegon Lake, far-famed as a summer resort. It has been twenty-five years since Mr. and Mrs. Powers were away from the store together. Then they spent Sunday out of town. Dr. Powers has been importing them to come to Muskegon for a visit, but they could never get away. Now Mr. Powers has solved the riddle and he is going to lock his doors just now while all lines of trade are dull, and have the time of his life at Muskegon.

Manufacturing Matters.

Detroit—The Detroit Trust Co. has increased its capital stock from \$500,000 to \$1,000,000.

Detroit—The Cross Gear & Engine Co. has increased its capital stock from \$20,000 to \$80,000.

Detroit—The Ideal Commercial Car Co. has increased its capital stock from \$10,000 to \$200,000.

Menominee—The J. W. Well Lumber Co. has increased its capital stock from \$100,000 to \$650,000.

Detroit—The Russel Wheel & Foundry Co. has increased its capital stock from \$500,000 to \$750,000.

Bay City—The capital stock of the Michigan Vitrified Brick Co. has been increased from \$75,000 to \$300,000.

Port Huron—The capital stock of the Lauth Auto & Engine Co. has been decreased from \$40,000 to \$20,000.

Detroit—The Detroit Scale & Butcher Supply Co. has changed its name to the Detroit Butchers' Supply Co.

Albion—The Gale Manufacturing Co., manufacturer of implements, has increased its capital stock from \$800,000 to \$2,000,000.

Kalamazoo—The Quinn Manufacturing Co., manufacturer of plumbing and jobbers' mill and well supplies, has increased its capital stock from \$150,000 to \$225,000.

Detroit—The Detroit Auto Top Fastener Co. has engaged in business with an authorized capital stock of \$50,000, of which \$25,000 has been subscribed and \$5,000 paid in in cash.

Detroit—A new company has been organized under the style of the Detroit Demountable Rim Co., with an authorized capital stock of \$50,000, all of which has been subscribed and paid in in cash.

Eaton Rapids—The water power plant at the egg case factory at Smithville, two miles above this city, is to be rebuilt and its capacity increased to a point that will make it the most extensive egg case factory in America. Its output last year was upward of 2,000,000 cases, and with the added modern equipment it will turn out nearly twice that number next year.



The Produce Market.

Apples—Southern stock fetches \$1.50@1.75 per $\frac{3}{4}$ bu. box. Home grown harvest apples will soon be in market. The outlook for the Michigan crop is good, except Northern Spys and Baldwins, which will be nearly a total failure.

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—Receipts continue to be liberal and the quality is at its very best. The weather conditions have been favorable for making butter. Owing to the large consumptive and speculative demand the market has been very active, the receipts cleaning up each day on arrival. The outlook is for continued good demand and well maintained prices. Local dealers held fancy creamery at 22c in tubs and 22½c in prints. They pay 17½c for No. 1 dairy and 15½c for packing stock.

Butter Beans—\$2.50 per box for home grown.

Cabbage—New commands \$2.75 per crate.

Celery—25c per bunch for home grown. Receipts are small in size, but the size will increase from now on.

Cherries—\$1.25 per crate for sour and \$2 per crate for sweet—16 quart crate. Sweets are rotting badly on account of rain and hot weather.

Cocoanuts—60c per doz. or \$4.50 per sack.

Cucumbers—75c per doz. for hot house.

Currants—\$1.35 per crate for red. No receipts of white as yet.

Eggs—The receipts continue to be very liberal. Owing to the weather conditions throughout the country, eggs are arriving in more or less heated condition and have to be sold on arrival. The market is steady at slightly higher prices. Very fancy goods are commanding a premium, while medium grades are slow sale. The present conditions are characteristic of the season and are likely to exist for the coming month at least. Quotations for the coming week are not likely to change. Local dealers pay 13½c, loss off, del.

Gooseberries—\$1.50 per crate.

Green Onions—15c per doz.

Green Peas—\$1.75 per bu. for Telephones.

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.

New Carrots—35c per doz.

Lettuce—85c per bu. for leaf; \$1 per bu. for head.

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—Rockyforas command \$2.25 for 54s and \$2.50 for 45s.

Pieplant—75c per box of about 45 lbs.

Pineapples—Cubans fetch \$3.25 for all sizes. Floridas command \$3.75 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, \$5.50 per bbl.

Poultry—Local dealers pay 10c for fowls; 6c for old roosters; 10c for old ducks and 13c for young; 12c for turkeys; broilers, 1¼@2 lbs., 16@18c.

Radishes—12c per doz.

Raspberries—\$2 per crate for red and \$1.75 for black. The crop of both promises to be large.

Spinach—\$1 per bu.

Tomatoes—Home grown hot-house, \$1 per 8 lb. basket.

Veal—Dealers pay 6@10c.

The Grocery Market.

Sugar—Without change as to price. The demand, however, is increasing rapidly and will soon be at its best, as fruits of all kinds are arriving in a fair supply and prices are quite reasonable for the first of the season. The market on raws has been quiet, as refiners are taking supplies sparingly in most cases.

Tea—There is nothing especially new in this market. The demand for old green stock continues and prices are very firm. As the supplies are becoming reduced the retailers are protecting themselves by taking on a little extra stock. The market for new crop teas opened in Japan about a week earlier than last year and up to the present time prices have ruled high and the choicest grades are very scarce. Medium and low grades are also high and show inferior leaf. The liquor seems good but the leaf is coarse and yellow. China teas are higher. The Chinese will not make green teas without color unless specially ordered and 25,000 packages of Gunpowders have been held up in Shanghai, a chemical analysis finding them slightly colored. These teas are not allowed importation to this country. Congous, Formosas, Indias and Ceylons all show up strong and it is prophesied that the day of cheap teas is past, quality rather than cheapness being the prime requirement.

Coffee—Eastern and Brazil prices are fully ½c above prices of May

15. The world's supply is said to be much smaller than a year ago. The demand is only fair from the retail trade, as most dealers continue to take supplies as needed and will not speculate to any extent. The crop reports coming forward state that the crop for 1911-12 will be smaller than a year ago. Some wholesalers are looking for a still higher market before the new crop supplies arrive.

Canned Fruits—Transactions are large, due to the high prices of dried fruits. Retailers are buying freely and old stocks will soon be cleaned up in many varieties. Berries are practically gone, but new pack goods will soon be ready, strawberries having commenced to arrive already from Maryland. The pack of berries is said to be very small and many are disappointed, as the outlook was fine some time ago. The market in California has been very strong and opening prices were not announced until this week, one prominent packer naming prices on a part of the line. The prices named are some higher than a year ago.

Canned Vegetables—There have been many reports as to the size of the vegetable crop this year, but it is still too early in the season to get anything definite as to the size of the pack. The market on tomatoes is firm, but no change in price has occurred since a week ago. The pea pack in the South has been very small on account of the dry weather, which is also true in the East. Spot supplies are practically cleaned up, some grades not being obtainable at any price. Corn is holding firm and the demand is large, but it may be affected by the arrival of green corn of home grown variety, but that is still quite a distance off. There is a good demand for pumpkin, sweet potatoes and squash and prices are unchanged during the week.

Dried Fruits—Prunes have been sold on the coast on a basis price of 13½c. This we believe is a record; fully 9c a pound more than new goods are being offered for. Futures are unsettled, owing to the inability of grower and packer to agree on a price. Peaches and apricots are moving out satisfactorily, and while the demand is light the stocks are equally so. Raisins are without interest on the spot, buying only being from hand to mouth. On futures the trade are not very much interested, the present holding price being above the jobbers' ideas, although apparently as low as conditions warrant. Currants are moving slowly, with the usual light demand at this season. Prices are unchanged.

Cheese—Receipts show full grass and very good flavor. The weather conditions have been ideal for making cheese and the market is a little better than it was last year. There is a very good demand both for consumption and speculation, owing to the difference in price from what it was a year ago.

Spices—Prices of black pepper show an advance of nearly 3c per pound since the first of the year. There has also been an advance in nutmeg and allspice, but not nearly

as large as on pepper. The demand is a little larger than a short time ago from the consuming trade and it is expected that it will increase from now on during the canning season.

Syrups and Molasses—Glucose is unchanged. Compound syrup is dull at ruling prices. Sugar syrup is unchanged and quiet. Molasses is dull and unchanged.

Fish—Cod, hake and haddock are unchanged and dull. Domestic sardines are unchanged, but packers say they are getting no fish and may advance. Imported sardines are unchanged and quiet. Spot salmon is unchanged and in light demand. Some more packers of Columbia River salmon named prices during the week on the same basis as those who opened some weeks ago. The Columbia River pack will likely be short. There has been no change in mackerel during the week. New Cape Shore fish are being offered, but the price is so high in comparison with Irish fish—Cape Shores are quoted at \$16 per barrel in a large way and Irish only \$10—that the trade are not interested. The catch of Cape Shores is proving a little better than last year, and the price may be lower.

Provisions—Smoked meats are ½c higher. Stocks are reported to be fairly heavy and are not likely to experience any change in price in the near future. Pure lard is firm at ¼c per pound advance over last week, while compound is in slow sale, owing to the closeness in price to pure. Owing to the high cost of raw material prices are not likely to fall in the immediate future. Dried beef is firm at ½c per pound advance over last week. Barreled pork is in good consumptive demand at unchanged prices. Canned meats show increased demand, with no change in price.

The Geo. W. Manning Broom Machine Manufacturing Co. has been incorporated with an authorized capital stock of \$30,000, of which \$25,000 has been subscribed and \$5,200 paid in in property. Those interested are Geo. W. Manning, Chicago; Curtis T. Wolford, of this city, and Geo. W. Quick, of Galesburg, Kansas.

The Kent Storage Co. has engaged in business with an authorized capital stock of \$110,000, of which \$55,000 has been subscribed and paid in in cash. Those interested are Theron H. Goodspeed, John W. Goodspeed and Robert D. Graham.

The Connor Foundry Co. has engaged in business to manufacture and sell grey iron and brass castings, with an authorized capital stock of \$15,000, of which \$8,000 has been subscribed and paid in in cash.

William Frederick Blake (Judson Grocer Co.) and wife have returned from Oberlin, Ohio, where they witnessed the graduation of their daughter, Dorothy, in the art and literature course.

Nicholas DeKruyter, who has been engaged in general trade at Rudyard for the past seven years, is spending a week with friends in Grand Rapids and Muskegon.

Detroit Produce Market Page

Millions of Eggs Destroyed Every Year.

A hen's egg may be of no more value than a potato, an apple, a piece of meat, bread or other article of food. Yet it might be a benefit to such people and many others to be interested in and to learn more about eggs.

If there be any in our land whose health, pleasure, enjoyment or financial interests are in no way affected by eggs their number must be comparatively few. Consider a single fact in regard to eggs, and think how many people are concerned in many ways.

Millions of hens' eggs are wasted every year. This means a money loss to many people. Such loss falls upon farmers, poultry men, storekeepers, shippers, transportation companies, commission men, grocers and consumers. Non-consumers and the underfed are also losers.

This great loss is largely due to lack of system. Farm flocks are not properly housed, fed, yarded or cared for. Many eggs are never found, and many which are found are already spoiled or have begun to deteriorate. Farmers, storekeepers and other dealers hold eggs in unsuitable rooms and under unfavorable conditions, and more are lost. Many eggs are broken by careless handling all the way from producer to consumer. Much breakage could be prevented by the use of heavier cardboard flats and fillers and stronger egg cases.

Deterioration could in a great measure be lessened if eggs all reached market within a week from the time of being laid instead of weeks or months, as is now often the case. The genuine poultry man loses least in eggs spoiled or broken, and he gets higher prices than the average farmer. He would surely fail in business if he were as inattentive and careless about his flock, his eggs and his methods of marketing as in the latter.

Should Test Them All.

The storekeeper loses because he does not insist on testing all eggs before paying for them. He does not so insist because he determines to be as magnanimous as his competitors, and so wins and holds farmers' trade. He fears to offend his customers by intimating that any are so careless or dishonest as to offer bad eggs for sale. He not only loses what he pays for bad eggs but he pays freight on them to the city and lets the commission man candle them and deduct accordingly. Whether it is the farmer or commission man who cheats him he never knows.

He ought to know that he himself is more to blame.

The loss from spoiled eggs in hot weather could be greatly lessened by separating all males from the laying flock as soon as the hatching season is over. Infertile eggs withstand the severe heat of summer much better than fertile ones. An infertile egg which has been subjected to 104 degrees of heat for twenty-one days in an incubator is still a good egg for cooking. Under a setting hen it would not be as it would absorb exhalations from her body and probably other odors from her surroundings.

The freshness of an egg—that is, the number of days since it was laid—does not alone determine its value as food. Good eggs must have quality to begin with. Hens which live on grass and refuse and drink from filthy puddles lay poor quality eggs. Be they ever so fresh, such eggs have not the rich flavor and satisfying qualities of eggs from healthy hens fed on an abundance of clean grain or grain and meat, and having access to pure water. The poor quality egg spoils sooner than the best quality.

Many farmers and storekeepers keep eggs in the cellar, thinking that the best place for them. It may be the worst. A cellar for holding eggs temporarily should not only be cool but dry and free from bad odors. The commission man says a cellar is a worse place for eggs than for them to be left in crates on the sidewalk in the hot sun.

Only those who make a study of eggs can ever know much about them. One person may "happen to know" a few valuable facts and another person may "happen to know" some other facts. Farmers, poultrymen and all egg dealers should ever be on the alert to obtain information which will enable them to get more information and profit for their labor. They can get the fullest information only by diligent reading of publications devoted to the egg business. The poultrykeeper who never reads a poultry journal and the storekeeper who does not take a trade paper are both in the same class. They are losing more than money alone.

A False Impression.

"What sort of a magazine do you publish?"

"The official organ of the dentists."

"I see. A sort of mouth organ, eh?"

A man should love whisky wisely but not too well.

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

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Eaton Rapids, Mich

BUTTER, EGGS
CHEESE, FRUITS
PRODUCE OF ALL KINDS
Office and Salesrooms, 34 and 36 Market St.

COLD STORAGE
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McDonnell Brothers Co.

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

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

DETROIT

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.

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.

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.

MILK CONTROL.

Why the Government Should Take a Hand.

Our system of government involves certain divisions of power among the political units. The federal government assumes control over matters of national importance and which affect the whole people alike. The states control state issues. This division of powers reaches the unit of government. Cities receive charters from the state giving them control over matters which concern the urban population only. Proper health regulations are a prime requisite in cities where people live so close together, and cities are necessarily given control over such matters within their limits. The milk supply has a very positive bearing upon the health of the people and thus necessarily receives the attention of the city authorities. It has, however, always been very difficult to draw the line between the rights of local and central government. The greatest civil war in modern times was caused by such a controversy and a wordy war is still being fought on the same grounds. While governmental and state authorities have indirectly touched upon the control of the milk supply by laws effecting the health of cows, and have in some cases established standards for dairy products, the control of market milk for cities, the place where the problem has become acute, has been left almost entirely to city legislation and policing. It is undoubtedly true that this must always hold to a greater or less extent.

The proper sanitation of distributing depots, transportation company terminals, modes of distribution, etc., must always be a matter which affects the city mainly and should be left under the control of the city. In modern milk control, however, it seems to be the general consensus of opinion that the best results are secured when policing begins at the farm where the milk is produced. Under these conditions the producer and the city health officers have found many things upon which they do not agree, and strife, destructive to the interests of both, has resulted rather than the hearty co-operation conducive to the best results in the promotion of the industry.

Probably the most serious source of trouble is the lack of efficient milk standards. The score card is generally considered at the present time the most efficient and practical method of controlling conditions surrounding farms upon which milk is produced. It must, however, be admitted that it is a very defective measure of the quality of milk produced under such supervision. It deals with conditions conducive to the production of sanitary milk instead of measuring such qualities of the milk produced. Investigators—

city state and federal—are working upon the problem of milk standards, and it is to efforts of this kind on which we will have to depend for better standards.

There is another feature of the problem, however, which is worthy of careful consideration. As has been stated, at present the city bears the whole burden of milk control. There are several points in which better results would be secured if such supervision were under state or federal supervision.

First, Economy.—At the present time, cities of any size draw their milk supply from a considerable territory. Producing sections are often so situated that they are able to ship equally well to each of several markets. A dairyman so situated naturally likes to have the advantage of these several markets and to do so must be inspected by the authorities of each city. The writer has in mind conditions surrounding the city of Washington. Many cases can be cited when dairies are being inspected by two cities and in some cases, at least, where producers hold permits from three or more health boards. It is very evident that these multiplied inspections are a useless expenditure of money. Inspection by state or federal authorities would make no inconsiderable saving in cost of inspection. It may be argued that one city should be able to accept the inspection of another. Standards vary so greatly that many of the best informed differ on material points. Even if city health boards could agree upon standards there would be still another insurmountable difficulty, in the shape of division of territory. Each city would naturally wish to inspect and draw its supply from the nearest possible source, because the expense of inspection would be less, and the inspectors could keep in closer touch with the producer. This opens up another objection against the present source of inspection.

Second, Discrimination against the more remote producer.

The more remote the producer is from the market, the more expensive to the city will the inspection be, and the more difficult to properly supervise such production. Health boards and milk inspectors must of necessity be specialists and aim at best results from a health standpoint. While they may be men of the highest type, from a personal and professional standpoint, conditions are such that they can not be expected to give to the man living a hundred miles from the city the same consideration that is given to the man one mile from the city.

Any observant person will have no difficulty in discovering conditions of this nature in at least many sections of the country. It is a natural result of the system and it is very questionable whether it can be overcome entirely, as long as milk inspection

is left to the cities alone. This works a hardship upon the remote producers and to a greater or less extent furnishes a monopoly to the more favorably situated at the expense of the consumer. Of course the fact must be recognized that the man situated near the milk markets must of necessity have the advantage over the more remote producer. But in some lines of production, more especially cream, a distance of from one to two hundred miles is not a serious handicap except express charges, which are far from being prohibitive, when a can of 40 per cent. cream can be shipped from two to three hundred miles, in many cases for fifty cents or less, and the selling price of such a can is in the neighborhood of fifteen dollars.

On the other hand, this distance from market is practically prohibitive of proper inspection by city authorities, at least when such producers are somewhat scattered and inspection is liable to be duplicated by several cities. As a result, parties so situated secure permits to ship milk with great difficulty or not at all, and this is more especially true in the cities where inspection is more efficient. A properly organized state of federal control would greatly overcome this difficulty and still be much less expensive than the present inspection.

Third: Adjustment of Dispute.—Under the present conditions, the city courts pass upon violations of laws which are enacted by city councils. One class to the controversy acts as both judge and jury in the case. Even though city health authorities are above reproach in integrity and sincerity of aim and purpose, they of necessity look at one side of the proposition and can not help being biased in their judgment to a greater or less extent. The matter of discrimination against more remote producers is a case at hand. That such discrimination does exist is beyond dispute, and conditions are such that such discriminations are bound to continue as long as milk inspection is in the hands of the city authorities.

If two producers, one one mile from the city and the other one hundred miles from the city, ask for permits to ship dairy products to the city, the city authorities are always going to favor the man nearest to the city, because efficient inspection can be maintained with much less expense in the case of the man one mile from the city than the man one hundred miles away. Whatever the dispute may be, there is sure to be an element of partnership in judgments, which can not be entirely overcome under the present system of milk control.

There is no lack of precedent for the state or federal government taking a hand in milk control. From year to year, a larger and larger percentage of food control is taken up

by state and federal governments. The producers of market milk are suffering greatly at the present time from lack of fixed, well defined policies in milk control. In many sections there is an indefiniteness, as to the position liable to be taken by city authorities, that makes the business precarious. As a result, many natural producers hesitate to enter into such production to the detriment of producer and consumer alike. State or federal control would very largely do away with these difficulties.

W. K. Brainerd.

Taste in Cheese.

It would appear that the public taste in cheese is changing very much, and that cheesemakers are confronted with the necessity of bringing out a new quality of Cheddar to suit this altered taste. The matter has been brought to the front as the result of the action of the Scottish makers at the recent London Dairy Show. London judges only were appointed, and as the Northern and Southern tastes are quite different, the Northern exhibitors refused to enter exhibits which would be condemned out of hand. Formerly the custom was to appoint a Northern and a Southern judge together, and let them adjust their own differences, and a departure from this custom has ended in a boycott practically. An experienced exhibitor who had unique opportunities of knowing both the London trade and also that of the West of Scotland, once told the writer that the judges ought always to be Liverpool or Manchester men, because the cheese factors of the Midland cities knew both the Cheddars from Scotland and from Somerset, and could hold the balance true between them. Apart from this altogether, however, a different kind of Cheddar is now being required by the public; one with more moisture in it, that will spread on bread like butter—one, in fact, made on some of the "soft cheese" principles. The writer remembers in his youth that Cheddars were kept until two years old, and had a "gout" with them that required a pretty strong palate to tackle; his mother's cheese were often sold for this keeping purpose. Nowadays we want to eat them at two weeks old. At the cheese fair every week at Whitchurch in Shropshire the cheese are sold at a week old—they never hear the church bells twice—and this appears to be the kind of cheese that consumers are requiring now. How it is to be made is for the cheesemaking experts to devise.—London Dairy.

In Shantytown.

Mrs. Boyle—How's yer husband arter the accident?

Mrs. Doyle—Faith, sumtoimes he's better an' sumtoimes he's worse, but frum the way he swears and yills an' takes on whin he's betther, Oi think he's betther whin he's worse.

BOOTH COLD STORAGE DETROIT, MICH.

A perfect cold storage for Poultry and all kinds of Fruits and Produce. Eggs stored with us usually sell at a premium of 1/2c per dozen. Liberal advances. Railroad facilities the best. Absolutely fireproof. Correspondence solicited.



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E. A. STOWE, Editor.

June 28, 1911

THE SANE FOURTH.

After years of wholesale slaughter under the name of patriotism the American people seem to be rapidly awakening to the fact that to allow our youths to suicide on the Nation's birthday is as sinful as it is useless. That the annual holocaust must be eliminated from the Fourth of July program is an idea that is surely growing.

In many cities municipal authority has stepped in to regulate matters, and it is only a question of a brief time when the deadly amusements (?) shall have become obsolete. Meantime the question is, what to use to replace the old forms? Patriotism should not be allowed to become cold; nor is it necessary. There are many things to replace the objectionable features which even more vividly recall the reason for the celebration.

A historical parade might be made an instructive as well as a pleasing feature of the day, the life and drum giving the noise so dear to the young American. With a little preparation a few of the leading characters of revolutionary times may be reproduced and the old-time music and patriotic airs of all times will give zest to the occasion.

An interesting window made up of old curios and heirlooms, whether strictly of a military type or not, will serve to bring your work into favorable prominence. You may have relics in your own possession which will serve nicely. Friends may be willing to add to the collection providing the articles are so placed that no damage can come to them, but of course unless they can be protected from the hands of the many no such contributions are to be expected. Historical plays, and the various outdoor games will furnish an abundance of entertainment such as will not give the doctors a rich harvest in the weeks to come.

MEXICAN COOKING SCHOOL.

Industrial education has so far touched Mexico lightly, despite the fact that this phase of work should appeal most forcibly to a suffering people. But Mexico City is now to receive what may prove the source of

a new and better life, for a cooking school under the leadership of a Boston graduate will soon be a part of the Woman's College there.

To those who understand the importance of hygienic cooking in the home the plan is suggestive of wide missionary possibilities. Proper eating is one of the essentials to proper living. We are fast finding out that the fabled excellent cooking of the Southern "aunty" does not stand in comparison with our own. There is the lack of daintiness which promotes the appetite. Things are too much fried and the superfluous grease becomes in time almost nauseating, in addition to being unwholesome.

The young woman who goes to organize a cooking department in the new field takes up the work, well appreciating the fact that she can not hope to do more than revise her own methods to fit into those of the land. The open fire will be aided by the fireless cooker, which she can herself make. Yeast bread rarely, if ever, used, will be gradually introduced. Tact must be used in the displacement of time-honored customs. New conditions to be met and new material given to work with will keep her more than busy during the early weeks. With this may come an opening for new food products and improved ways of serving those now familiar among the importations for our own tables. It is certainly a joy to learn that there are brighter prospects on more than one side for the better living of a people too long under a cloud.

Two weeks ago the Outlook placed itself in a ridiculous light with those of its readers who are familiar with the facts by publishing a distorted and wholly erroneous version of the great furniture strike in Grand Rapids. Last week the Survey published what purported to be an account of the strike to date, but kept as far away from the truth as the sun is distant from the moon. There is an old saying to the effect that one must go away from home to learn the news, but the Outlook and Survey have varied the adage somewhat by showing that one must go away from home to learn what is not so. The editorial references are decidedly unsettling to local readers of both publications because they naturally create suspicion as to the creditability and reliability of anything appearing in either journal purporting to give the facts about events happening beyond the immediate range of the editorial vision and environment. There is no reason why either publication should go out of its way to distort facts and convey false impressions, because neither holds briefs from the unscrupulous union labor leaders who duped the men to leave their employment in which they were happy and contented, by deceiving them at every turn and making promises which were never intended to be kept. The publications in the Outlook and Survey can do no particular harm except to themselves by unsettling public opinion as to the reliability of their utterances.

SINCERITY WITH SALES.

The summer sale is now on, when prices are slaughtered in order to clean out the shelves for seasonable goods. Posters and advertisements in the local dailies tell of bargains in all directions, some of which are genuine, others are quite the reverse.

It is one thing to tell the people about the wonderful cut in dress goods and quite another to bolster up their faith if they happen to know that some of the special values enumerated are really only regular rates. There are always standard articles about the price of which there is no question. In many instances the plan seems to be to make a cut on these, and then by force of words to convince that the regular 50 cent goods which are going at 39 cents are a bargain.

Eight bars of Lenox soap for a quarter is a favorite drawing card in the country stores. Most people use soap and they also know the regular price of it. The reduction in this case is unquestioned and the reputed cut on other goods finds a more trusting public. But there is always some one to report a flaw. Soon it leaks out that the 10 cent gingham is just such as Blank has been selling all summer at the same price.

Then comes the re-action, for people abhor being humbugged. Better the frank and candid statement in the first place. For the good impression made by the really cut rates is forfeited by the exposure where the reputed "bargain" is only a regular sale. Baits work well in fishing, but even the fish will in time refuse to bite. Fishing for "suckers" in the line of trade is, on the whole, unprofitable. A reputation for sincerity is of more value than the profits accruing from any alleged sale which does not carry the real value back of it. You are working for a reputation in the future, rather than for a few extra dollars just now.

NIAGARA FALLS IN DANGER.

Those familiar with the Niagara of twenty years ago view with regret the encroachment which factories and power houses have made upon nature's masterpiece of grandeur. The American Falls seem now so shallow in places that one can almost wade across. The intense green of the Horseshoe has faded in spots on account of the lessened flow of water, and the impressiveness of the rapids is in places marred through the same cause. Say what they will to the contrary, manufacturers can not convince the old admirer that the greed for wealth has not seriously damaged the Falls.

The limit of the Burton bill, which gave entirely too much liberty to the power companies, expires June 29 of this year. That companies are now striving to make a grab to increase the drain 68 per cent. beyond the present limits, which is 25 per cent. of the average flow, gives just cause for alarm. It is said that the increased income from the extra water they want to take would amount to more than five million dollars annual-

ly. But what is this individual gain in comparison with the National loss.

There is a commercial aspect in this as well as an aesthetic one. Niagara draws a million visitors every year. These people distribute an immense amount of money, both at the Falls and to the transportation companies; and those who care nothing for the loss of a world's wonder should at least think twice before allowing such a drop in the distribution of money.

Friends of Niagara are earnestly requested by the American Civic Association to appeal to their Congressmen and Senators to use their influence in saving the cataract from destruction. Now is the time to act. We may be sure that the corporations will be prompt and energetic in gaining every possible advantage. Indifference now may turn to shame later.

THE QUESTION OF DEBT.

In olden times we heard much of the folly of running into debt. Modern teaching has striven to prove that debt may be a good business investment and that some of the most substantial fortunes rest upon just this foundation. This is not only true of purely speculative ventures, but it is equally true of farming, and some of the very best farms in this country owe their existence as such to the mortgage which once involved them.

The danger is not in debt but in the habit of depending upon the credit system. The debtor who really hates debt and uses it simply as a makeshift—a ladder upon which to rise—soon puts it away from him unless he has been a poor calculator or a real misfortune comes his way. To him it may be a profitable investment, furnishing for a brief time the capital necessary to work out his broader plan.

The man who is bound to stay in the same place, who simply aims to get along in the easiest way, who is continually "borrowing of Peter to pay Paul," should by all means bear in mind that this way of going into debt is neither honorable nor profitable. It is this which cripples the entire household, bringing more of misery than any amount of money can recompense. It keeps the wife in doubt if not in constant fear. It removes the incentives to progress. It fosters shiftlessness at every turn. It is constantly a source of irritation in a family, crippling every member. It is the only thing which grows without care. The debt habit, once acquired, breeds other debts which never could be regarded in the nature of investments. If debt seems good, treat it as a strictly business matter; an obligation which must be met squarely. In this way it may be laudable; in any other, it is sure to prove a deadly foe.

A Georgia judge has decided that no woman can practice law in his state. That is a rash decision and no judge who keeps abreast of the times would have rendered it. He has been asleep, and during that time many changes have taken place, among them the right of woman to enter any vocation.

NEW PATTERNS ALL READY.

During the strike one of the worries of the uninitiated has been that the manufacturers would be unable to get out their new patterns in time for the opening of the new season. As a matter of fact this has been one of the least of the anxieties of the manufacturers. The new season opened this week, and it is safe to say that from an inspection of the local lines nobody would know that a crippling strike had been on.

In the days when "originality" was the strong talking point in the sale of furniture the strike might have been a serious proposition. In these days furniture "styles" change almost as radically as the styles in millinery or dress goods. Furniture brought out in July was passe in January, and goods offered in January were in the discard the following July. But in these days "period furniture" is in vogue. The aim of the designers and manufacturers is not for originality but for the truest and best reproduction of the work or the ideas of the old masters in furniture designing. The manufacturer who has been wise in his selection of models or happy in his interpretation of what has come down from the past is under no pressing necessity of making radical changes to hold his trade. He has a line that meets all the requirements of the highest and best furniture art, and in such an emergency as the Grand Rapids manufacturers have had to face, can stand pat a single season or for a year and still have nothing to fear from competitors. There is scarcely a manufacturer but has some patterns that have been on the floor ten to twenty years and which are still numbered among the best sellers. Berkey & Gay have patterns that are old enough to vote, and so have the Nelson-Matter Co. and the Phoenix. These patterns are true to type, as near perfect as they can be in artistic merit and will be as good a hundred years hence as they were a hundred years ago.

In a general way period furniture can be divided into five grades, each subject to several subdivisions. The broad classifications are French, Early English, Later English, Colonial and Mission. The French patterns follow the conceptions of the designers in the days of Louis XV. and Louis XVI. In the Early English are the Flanders, Jacobean, Elizabethan and William and Mary. The Later English includes Sheraton, Chippendale and Hepplewhite. The Colonial is subdivided into New England, Dutch and Virginia. The Mission is not subdivided but it covers a wide range, and often encroaches on the Early English. No one manufacturer endeavors to cover the entire field. They specialize and endeavor to make their specialty the best, most perfect and most artistic in the market, and they have little regard for expense in carrying out their aim. The Grand Rapids Furniture Company, for instance, specializes in Early English, and A. W. Hompe spent several months in Europe studying the best models of the furniture of the Early English pe-

riod in the museums, art galleries and wherever they could be found. The Royal specializes in Sheraton and Chippendale, and Robert W. Irwin and Ralph Tietzort have made trips abroad expressly to study the work of the masters in the original that the Royal goods may be perfect in the smallest detail. Before featuring Flanders Berkey & Gay sent Wm. H. Gay and a designer on a tour of England, Holland and Belgium. The Century favors New England Colonial, and Designer Somes has traveled all over New England in search of the best models. The Paine affects the English in upholstered goods and Chas. S. Paine has made several trips to England for ideas and models and to "prove up" on matters of detail in construction and finish. The list of manufacturers who have gone to extra expense and pains to perfect their lines can be extended to embrace nearly every concern in town, and that they do go to such pains explains why Grand Rapids stands so high in the furniture world. This care for accuracy in detail has even extended to manufacturers of furniture accessories. M. S. Keeler, of the Keeler Brass Works, for instance, has made special trips to Europe to study the furniture trimmings used in the different periods, that a Sheraton suite, for instance, may be correct even to the drawer pulls. In upholstered goods almost as much care is taken in the selection of the cover fabrics as to the general design. With all this attention to making perfect, radical changes from season to season are unnecessary. Under normal conditions the ordinary changes are to drop the patterns that have been slow to sell and to bring out something that will sell better. Another influence that brings changes is the endeavor to follow what seems like a popular tendency, and this suggests that it is the buying public, not the manufacturers, who makes the styles. The manufacturer brings out a few pieces as an experiment, and if they prove good sellers an increased number of patterns in the same style are offered the next season, and then other manufacturers take it up, and this particular style becomes the vogue. These passing fancies are not always original lines, but represent merely the revival and subsidencies of the old. For a few seasons it may be Colonial, and then the French patterns may have a run, to be followed by something else. No one "period" ever becomes so very fashionable as to seriously interfere with the established trade in the other, or rather no standard "period" is completely out of the running.

The new season which opened Monday finds the Grand Rapids manufacturers in excellent shape to meet the buyers. There are not as many new patterns as usual and fewer novelties, but with rearrangement of show rooms and new groupings few of the buyers will know the difference. In former seasons all orders have been accepted, but this season orders will not be taken beyond the certainty of delivery. The price tags show the number of pieces in stock

or in process and upon which delivery can be guaranteed, and beyond this the acceptances will be conditional. The strike is practically ended, but the manufacturers will not take chances. The buyers seem to showing a disposition to be accommodating that is very gratifying. In some instances they are giving second choice orders, naming what they would prefer if they can not get what they really want. There was a good attendance of buyers in town Monday for the opening day, mostly from the East, as usual. The indications are not favorable for a big season, but the manufacturers are hoping for at least a fair average trade, the spring business was light.

The outside exhibitors are as numerous as usual, and in many instances their lines are stronger than in former seasons, in the hope that they may catch a larger share of that trade which wants something different. It is certain the exposition buildings will be more attractive to the visiting buyers than ever before. The outsiders, by the way, have done something this season for which there is no precedent. They raised a fund of \$1,500 among themselves to advertise Grand Rapids as a furniture market. The fund was started in Jamestown and the request for contributions met prompt response in amounts for \$5 to \$25 from most of the other exhibitors. The money was expended in circularizing the trade and in trade journal advertising, urging buyers to come to Grand Rapids as usual this season. This, it is believed, has done much to offset the efforts of New York and Chicago to make the trade believe there would be nothing doing here on account of the strike. This friendly act of the outsiders may lead to an organized co-operation between the home and the outside manufacturers to promote the interests of Grand Rapids as a furniture market.

RACES IN AIR.

The fatalities at the popular aviation meets have become appalling; and while all recognize that any new venture must have its martyrs and that this one has unusually trying dangers, that they should be so many times multiplied through the mere matter of rivalry is a source of sincere regret.

Great money prizes held up always secure foolhardy deeds, and in its infancy aviation is paying the price in blood of a rivalry which has no legitimate place save on tried and fully tested paths. To danger is added recklessness and the flight which should be made with level headed caution is one full of chance, the thought uppermost being not how to best control the machine but how to win the prize.

Competition has its place in development, but the infant sport fraught with so much danger needs not the stimulant, but instead a quiet for the nerves. Companionship in aviation has its advantages; but the rivalry which serves to send men into the air when conditions are such that they should stick to terra firma is all wrong.

There are always cheering crowds who delight in the foolhardy acts of others, even although they fall to earth in fragments. The man who, left to his own judgment, would decline a flight with the elements or machine in not the best condition, will swerve when rivals are going ahead or in the face of a disappointed crowd. It is this violation of judgment which has killed more mid-air performers than aviation, pure and simple.

Mid-air races are a positive detriment to the cause of aviation. The recklessness attending them has no place by the side of the true experiment. Wise were the Wrights in perfecting their machines far from the reach of human eye; and wise will be others when they resolve to conduct themselves in the air as though there were neither rival nor sight-seer within seeing or hearing distance.

CHARITY THROUGH SPORT.

Pittsburg a few days ago enjoyed a ball game which had behind it a most worthy cause. Funds were raised for the building of a home for convalescent mothers and babies. The cause called out an immense crowd, including many of the best people in the city. The players were good and played their best. Girls sold "ice cold" and ice cream cones which netted almost as much again as the admission fees. It was a day of days for the sport lover.

There were many in the crowd whose eyes penetrated back of the zest in the game. They could see in the rear of this wan mothers and suffering children to whom the game was more than a temporary rest and diversion. There was for them healing virtue in the outing. There was a short cut to the road to health. There was charity of the best type, yet those who extended the aid were at the same time getting the worth of their money.

They were doubly paid, for the help thus given paid in itself as well as in the game. Why may not every city do something along the same line? With ball games on every hand, there is no reason why the hand of mercy should not be found in the entertainment of summer. The school children of Pittsburg are already planning a similar aid and it is expected that several new homes will be established this season as a result of the combination. One for girls and another for children afflicted with tuberculosis are in contemplation.

Amusement and relaxation are among the necessities of modern life. When they can be so managed that the profits go for a worthy cause the enjoyment becomes intensified. There is no town, large or small, which will not include the ball game among its sports. There is no town, large or small, which has not some pressing need—some call for the betterment of a class of its people. A combination of the two may be made to work wonders.

Lightning is something that strikes a man without giving him a chance to strike back.

Banking

Quotations on Securities Handled By Local Brokers.

Last Sale. Asked.	
American Gas & Electric, common	55½ 56½
American Gas & Electric, preferred	48½ 44½
American Light & Traction, common	297½ 298
American Light & Traction, preferred	106½ 107
Cities Service, common	68¼ 68¾
Cities Service, preferred	78¼ 78¾
Commonwealth Pr. Ry. & Lt. common	59¾ 60¼
Commonwealth Pr. Ry. & Lt. preferred	90 90½
Empire District Electric, preferred	80 80½
General Motors, common	45½ 46
General Motors, preferred	84¾ 85¼
Grand Rapids Railways, preferred	83 85
Lincoln Gas	24½ 26¼
Mich. Pacific Lumber	10½ 12
Mich. State Telephone, preferred	99¼ 100½
Bonds:	
Denver Gas & Electric 5's	94 94¼
Grand Rapids Railways 5's	100½ 102½
G. R. Gas Company's, 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 27, 1911.

Lamoureux Forgeries Recalled by Jones' Affair.

The Old National Bank was hard hit by the rascality of Jones, the Muskegon flyer. How much of the fraudulent paper of the Electric Fuse Company issued by Jones was held by the bank has not been made public, but the amount is said to have been around \$40,000. The purpose of mentioning this is not to call attention to the bank's misfortune, but to tell the action the bank took in the matter, an action highly characteristic of the banks in this city and which explains why the Grand Rapids banks have such high standing. As soon as the loss was discovered, instead of trying to cover it up, the amount was deducted from the undivided profits account, and the paper as an asset ceased to exist. It was "written off," and as far as the bank is concerned became a closed incident. There may be some salvage, in which event some day there will be a happy little bulge in the undivided profits, but in the meantime what is looked upon as a loss will be accepted as such. With surplus and undivided profits of over \$700,000 the bank can make the deduction and still have a nice wide margin left.

Taking it for granted that the worst has happened, that the loss will be total is the way the Old National Bank does business, and, as stated, it is characteristic of the Grand Rapids banks generally. The banks carry

loans and discounts to a total of \$18,783,254, according to the statements of June 7, and so careful are the banks to keep their assets clean that should an expert go through all these millions in notes and other obligations not one-tenth of 1 per cent would be laid aside as even doubtful. Sometimes when a failure hits a bank for a considerable amount the loss may be distributed over a year or even longer, but as a general proposition as soon as it becomes certain that a loss has been sustained, the amount is wiped off the books. What may be saved from the wreck later is accepted not as payment on the old debt, or a realization on assets, but as clear velvet, a windfall, a gift from heaven.

The Jones incident recalls an episode in Grand Rapids fifteen years ago: The acknowledged bean king of Michigan, it is needless to mention his name as he will be remembered by this description, committed suicide. An investigation into his business affairs disclosed them to be badly entangled. The State Bank of Michigan, then but four years old and still struggling for its foothold, held the bean king's paper to the amount of about \$60,000, and the collateral it held as security was bills of lading, which were found to be fraudulent. The loss was total, and was so large that not only was the bank's surplus and undivided profits wiped out but its capital was badly impaired. Putting the bank into liquidation was seriously considered and propositions to act as the liquidation agency were made to the Old National. Instead of pursuing this course, however, the bank's capital was reduced from \$200,000 to \$150,000, and business was continued. This wiped out the loss and with \$50,000 less capital the bank had a surplus left of about \$30,000, and its assets were real assets. That was in '97. Eleven years later, in '08, when the State and the Kent merged, the State had surplus and undivided profits of \$158,000, an amount greater than its capital.

When the old State was in the deepest of its troubles the State Banking Commissioner came to town to see what need be done, and a remark he made will apply to the Jones' incident to-day. He said that banks can insure against fire and burglary, that they can safeguard themselves against embezzlement, but against forgery there is no protection. Using the ordinary instruments of credit and banking the forger operates under the guise of honesty and legitimate business, and there is no way to find him out unless by accident or until something goes wrong, and then it is too late.

It is a remarkable fact that the furniture strike is not reflected in the business statistics. With a large contingent of the industrial popula-

Merchants and tradesmen will find the **COMMERCIAL** a convenient place for their banking. Thoroughly equipped branches at 46 W. Bridge and corner 6th and S. Division and the main office at Canal and Lyon streets.

R. D. GRAHAM, President.
C. F. YOUNG, Vice President.



Grand Rapids National City Bank

Capital \$1,000,000

Surplus and
Undivided Profits
\$350,000

Solicits Your Business

Kent State Bank

Main Office Fountain St.
Facing Monroe

Grand Rapids, Mich.

Capital - - - - \$500,000
Surplus and Profits - 250,000

Deposits
6 Million Dollars

HENRY IDEMA - - - - President
J. A. COVODE - - - - Vice President
A. H. BRANDT - - - - Asst. Cashier
CASPER BAARMAN - - - - Asst. Cashier

3½ %

Paid on Certificates

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

Merchant's Accounts Solicited
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.

There is Nothing in Safe Banking that we Cannot Perform

PEOPLES SAVINGS BANK OF GRAND RAPIDS, MICHIGAN

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

Savings Department Reserve 18 %

Commercial Department Reserve 27 %

THE FOURTH NATIONAL BANK

UNITED STATES DEPOSITORY

GRAND RAPIDS, MICHIGAN

OFFICERS

WM. H. ANDERSON, President
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.

tion idle it would be supposed that the savings deposits would show decrease, but as a matter of fact from March 7 to June 7 there was an actual increase in the savings and certificates of \$288,000, and since Jan. 7 there has been an increase of \$464,000. The bank clearings in April and May showed small shrinkages as compared with the same months last year, but the total for June will show an increase over June last year. Several theories can be advanced in explanation of this showing. Not so many men are idle as has been represented. The furniture industry is not so big a factor in the industrial life of the city as has been supposed. Instead of keeping their money in the bank that element that is out on strike has been using teapots or socks. Anything that may be preferred can be accepted. It is possible, however, that we have been saving up the financial troubles incident to the strike until a later date.

The banks are loaded with money as they have not been in a long time. The cash, cash items and reserve on June 7 aggregated \$7,741,248, and this is the largest accumulation of unemployed funds the banks have ever shown. It is \$1,472,000 more than a year ago, \$2,600,000 more than two years ago. On a percentage basis the unemployed funds represent 25.3 per cent. of the total deposits. The only time the percentage was so high was on Feb. 5, '09, when the high mark was made of 26 per cent., but 26 per cent. then meant \$1,200,000 less cash than is now in the banks. The lowest record at least in recent years was August 22, '07, when the percentage was only 18.8. The current rate of interest for loans in this city is 6 per cent., but loans at 5.5 and even 5 per cent. are not uncommon, although the bankers do not admit it. This condition is not singular to Grand Rapids. The banks in other cities are running over with unemployed funds and borrowers with high credit can secure accommodations as low as 3 or even 2½ per cent., but it is not every borrower who has credit good enough to command such a rate.

Plan To Retain Women Employees.

Perhaps if more companies would follow the plan of the California firm which has given a block of its valuable stock to one of its woman employees, providing she remains unmarried for ten years, there would be less cause for the complaint that woman's value as an assistant is lessened by the fact that just as she is trained into the work at hand she leaves business to marry.

This California firm has drawn up a contract with the young woman stipulating that if she remains unmarried for ten years the block of stock will be given as a consideration. If she decides to marry within that time, however, the stock reverts to the company. If she waits until the end of the contract term she will have reached the age of 34.

Business holds little promise to woman, as a matter of truth. Once in a while a woman vaults ahead in

a big concern, but it is so seldom that it is noteworthy when discovered. It is a "news find." She may enter the employ of a business firm on the same day that a young man, fresh from her own business college class and of her own age, may assume duties with the same company. She may work harder, serve more faithfully, in all ways be the superior of the young man, but if a vacancy for a "head" position is open who is placed in line for it? The man or the girl? The business man chooses the man because he considers him permanent. The girl drifts because there is no future for her.

Of course, as long as Cupid continues to roam around woman will continue to forsake business life quite willingly. There is something to be said for the firm in the question. But, likewise, as long as business life holds no real future for woman—except in the rare instances—there also is something to be said for the girl.

An Honest Congress.

"Seems to me," said the old farmer who was selling potatoes to the grocer, "that the newspapers that have been pitching into Congress for so long will have to dry up."

"What's happened?" was asked in reply.

"Well, you've seen what they are going to do for the farmer, haven't you?"

"I did see something about revising the tariff and making a farmers' free list."

"Yes, sir; that's what they are going to do, and it shows they are honest men, after all. Going to help the farmer to get along for the first time in fifty years."

"Have you read the free list referred to?" was asked.

"Nope; but it's a bully thing."

"Yes. They are not going to charge the farmer any duty on plug hats, dollar suspenders, kid gloves, diamond necklaces, five thousand dollar autos and steam yachts. Uncle Rube is going to be right on top after this."

The farmer sat down to think the thing over for two or three minutes, and then said:

"Well, it seems to me that them papers that have been pitching into Congress better keep right on! Is any one fool 'nuff to think a farmer does his plowin' with a diamond necklace around his neck?"

Struck the Soft Pedal.

Ma—Gracious! What's the matter with the baby?

Pa—Oh, he bumped his head against one of the pedals of the piano.

Ma—Poor little dear! Perhaps he's seriously hurt.

Pa—Nonsense! It was the soft pedal he struck.

Many a painter who claims to be wedded to his art is in reality a grass-widower.

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.

We Only Issue Plain, Understandable

LIFE INSURANCE POLICIES

With Guaranteed Values. Lowest Rates.

The Preferred Life Insurance Co. of America

Grand Rapids, Mich.

JAMES R. WYLIE, President

WILLIAM A. WATTS, Sec'y and Gen'l Mgr.

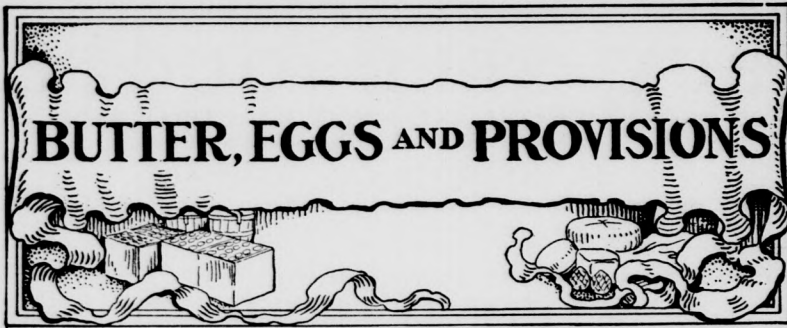
Are You In Earnest

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



Owners of Frozen Poultry Anxious To Unload.

New York, June 26—Conditions in the dressed poultry market are far from satisfactory—the result of a combination of circumstances, the more potent being the anxiety of the owners of frozen poultry to take their loss and clean up before coming under the restrictions of the present cold storage legislation. Then, again, the warehouses here are filling up to the roof with eggs and are compelling owners of poultry that have secured financial aid to turn their poultry into cash, and the latter factor is the predominating one. The cold, wet spring has deferred the opening of the summer resorts until nearly a month behind the usual time. The city hotels are at their lowest ebb as the attraction of the coronation has drawn so many of the wealthy classes to Europe that the outlet in that direction is also greatly diminished.

The market on fresh-killed fowls immediately after our last report weakened under the pressure to force frozen poultry into consumption, and resulted in a 13c quotation for iced fowls, the lowest point reached in many years. For the past three weeks the market hovered around 13c as a pivotal figure, something showing exceptionally fine bringing 13½c, while anything soft or carelessly handled had to be shaded to 12½c.

At the beginning of this week, 12th inst., a better feeling developed which resulted in an advance to 13½c on Wednesday, with market ruling firm at that figure. Dry-packed boxed fowls have not been plentiful and sold at 16½c per pound over the current prices on iced fowls.

Western spring broilers are arriving more freely, but, owing to the light available supply of frozen, the demand is quite good at 27@28c for those averaging two pounds each, while mixed sizes ranged from 23@25c on dry-picked and from 22@26c on scalded broilers. A few large Ohio and Michigan broilers coming and working out at 26@28c per pound, for those averaging two pounds each, but small and thin scalded are neglected. Virginia and Tennessee milk-fed broilers are meeting a good demand at 30c per pound. Philadelphia broilers have not been so plentiful and fancy sold freely at 40@45c, while Pennsylvania broilers are showing a very wide range in quality and selling anywhere from 22@28c, a few fancy large going out at 30@32c.

At the time of last writing Long Island spring ducklings were selling

at 19c, but we forecasted the situation and made the prediction that 14c would be the pivotal price and for the last two weeks the finest Long Island ducklings have been selling at 14c, while the ducks coming from Pennsylvania and Maryland are bringing the same price.

Old roosters have been in free supply for the past month and rarely brought over 8c, but some speculative feeling has developed, and market advanced to 8½@9c, ruling firm.

The volume of business in squabs has been quite large, and, while prices have remained extremely high during the early spring, the demand has slackened off recently and the market is lower. On fancy white, averaging 8@9 pounds to dozen, it is possible to strain \$3.25@3.50, but the smaller sizes are neglected, small white not exceeding \$1.75@2 per dozen.

Frozen Poultry.

The market has been in a most chaotic state for the past week, and the instability of values led to much dissatisfaction. No matter how well pleased a buyer was with his purchase to-day, he would always find something cheaper the next day and regret that he did not wait. This has decreased the volume of business to a hand-to-mouth style, and, regardless of how attractive the quality or price might be, it was practically impossible to induce buyers to operate beyond the extent of their most pressing needs. It is conceded that the available supply of fancy roasting chickens is not burdensome, but owners can not get the original cost on present market and are holding back until later in the season. Good, useful roasters can be had at 14@16c, while 17c is only reached on fancy. Milk fed held up to 18@19c, but are not moving. Other kinds of frozen are not moving.

The Brennan cold storage bill was signed by Governor Dix, but it is so deficient in application that several court rulings will be necessary before it will become operative.

P. O. Foy.

Indiana Dealer Talks Plain To the Farmers.

During extreme warm weather all eggs should be gathered at least twice a day and more often if possible. Never leave any nest eggs. This is not necessary and is a bad practice.

Broody hens should never be allowed to loaf on the nests. The temperature of a full-feathered hen is at the boiling point on a hot day and the heat of the hen's body is

sufficient to spoil eggs in about twenty minutes' time. Put your broody hens in prison away from the laying hens where the nests may be undisturbed except by the layers. Give your chickens plenty of pure cold water. You can not water them too often in warm weather. Clean, wholesome feed (no slop) and pure water are a necessity if you want your flock to produce fine eggs.

After the children have brought in a fine nest of eggs found hidden away by her majesty, the old biddy hen, while it looks like a chance to stop the childish glee you had better take no chances, but throw them away. There is an Indiana statute which forbids selling stale eggs and is punishable by heavy fine. Be careful. Always think of the poor laboring man and his family who may be disappointed after buying your so-called "fresh eggs." How would you like it?

Remember eggs are food. A good, wholesome egg is known to contain as much nutrition as an equal amount of meat, in weight, and is considered better food for the summer. Don't get the idea that eggs are only produced to sell and turn the hen producing them into the coin of the realm. Millions of people are egg eaters. They are your customers. Treat them right and keep the quality up. Never wash eggs at any time of the year, especially in warm

Dairy Butter 18c

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.

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

WANTED---Packing Stock Butter

Ship us your ROLL or PACKING STOCK BUTTER, DAIRY BUTTER and EGGS and receive the highest market price. Prompt settlement. Send for our weekly quotations.

Dairy Farm Products Co. Owosso, Mich.



We have the output of 30 factories.

Brick, Limburger in 1 lb. Bricks, Block Swiss

Write for prices.

Milwaukee, Wis.

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

Headquarters for

Watermelons, Cantaloupes, Bananas
Oranges, Lemons, Etc.

The Vinkemulder Co.

::

Grand Rapids, Mich.

weather. An egg shell is porous and is penetrable to water and also bad odors. If the fresh-gathered eggs are somewhat stained or soiled, wipe them with a slightly dampened cloth, but never allow eggs to be put in water to soak off any dirt.

My good farmer friends will take these kindly suggestions in the same spirit in which they are offered.

After the eggs are gathered as often as possible see that they are kept in a cool, dry place, a good cave or cellar. Never keep them in a damp, foul-smelling place, and I do not believe that it is necessary to remind you not to place a fine basket of eggs in the hot sun.

Where old hens make their nests in fence corners there is always a chance of spoiled eggs. The wet grass and the hot sun will finish a good egg quickly. Market your eggs as often as possible. Twice a week is not too often to sell your eggs during the summer, and now, while the storekeeper and huckster are probably saying: "Go for the farmer," let me add that the cause of bad eggs reaching market is just as often the fault of the dealer as the farmer. It is no unusual thing to find your fresh eggs put in boxes in an old filthy cellar where your grocer or huckster keeps coal-oil, gasoline, stole butter and decayed vegetables. The pure food laws should go a step farther and reach out for the fellow who does not care how he handles eggs.

After the farmer has used every precaution in gathering and caring for farm products, never marketing eggs in open baskets, for the sun, dirt and rain to pour on, when it is so easy to put a little cover over the best food produced on the farm, how easy it is for the dealer or huckster to haul them around all day in the hot sun and spoil all the farmer's labor.

There is room for improvement all along the line. Let me suggest that a little more attention be paid to the proper care of "hen fruit."

Charles M. Weiner.

He Had a Pull.

The town of Pullman was not ostensibly named after the late Mr. Pullman himself. The story is that W. W. Beman, the architect of the town, being justly proud of his work, went to the proprietor and asked that it be named "Beman."

"Um'm," said the magnate. "Fact is, I had thought of calling the place 'Pullman,' from the man who built it and paid for it. However," Mr. Pullman added, as he observed a look of disappointment on the architect's face, "I am not particular. Now what do you say to a compromise? Suppose we take the first syllable of my name, 'Pull,' and the second syllable of your name, 'man.' There we have it, 'Pull,' 'man'—Pullman. You see that combines your idea with mine."

Mr. Pullman's suggestion prevailed and the name, it seems, was a compromise, although it is not reported that Architect Beman was greatly pleased thereby.

Reducing the Sale of Rotten Eggs.

The following circular—No. 16—has been issued by W. P. Cutler, Food and Drug Commissioner of Missouri, and is being distributed by him and by the large egg dealers to the country merchants and farmers in the interest of better eggs:

"You should be careful to see that laying hens are kept away from setting hens.

"All eggs in hid-away nests, like straw-stacks, under logs and in the weeds, are likely to be musty, rotten or otherwise unfit for food.

"Incubator eggs are always unfit for food and the sale of the same is illegal.

"Plenty of clean, dry nests should be provided.

"Eggs should be gathered daily in cool weather and twice a day in hot or rainy weather.

"Do not wash eggs; use the dirty and small eggs at home.

"Keep your eggs in a cool, dry place which is free from odors.

"Market your eggs daily if possible; if not, every other day. Keep the eggs out of the sun when taking to town.

"Oil, onions and other strong odors contaminate eggs.

"Shut your roosters up, or eat them or sell them after June 1, your eggs will be the better for it.

"If the farmer will obey these instructions it will be money in his pocket, and Missouri eggs will command a better price in the market.

"Merchants who ship lose eggs by keeping them under the counter.

"In the summertime eggs should be shipped every day.

"If you buy rots, with good eggs, keep them apart, as the rots will spoil the good ones."

"Best candle them and be done with it."

One enterprising Missouri firm—M. N. Alexander & Co., at Aurora, Mo.—is mailing out, along with the above circular, a letter reading in part as follows:

"Are you having trouble with your eggs? After filling an order, do you have an indignant housewife ask you if you select her for a victim when you wish to get rid of your bad eggs and give more favored customers the fresh ones?"

"Do you know the taste of a stale or bad egg acts in such a manner upon the party trying to eat it that the thought of eggs for the rest of the summer is nauseating, and they never forget where they purchased the egg, either. You bought the egg in good faith, taking it for granted it was fresh—but—the man who takes the trouble to candle his eggs before he delivers them to a customer is going to build up a reputation as a fresh egg dealer and the man who sells the bad eggs will never convince his customers he is not to blame when they know the other man manages to put them over fresh.

"You see the advantage the fresh egg man has over the man who takes a chance on losing a customer rather than take just about a minute, and even less, of his time to candle a dozen or two of eggs.

"We are not selling candling lamps, but we are interested in educating the people in taking care of their eggs, and we know that, once you start candling your eggs for your customers, you will wonder why you ever put up with the annoyances in the past in the matter of replacing bad eggs.

"Don't wait until the other man starts it. You are a leader, not an imitator, and remember there is money in buying and selling good, fresh eggs and—well, you know how much money there is in fooling with bad ones and what a lot of pleasure there is in replacing eggs you paid good money for."

A Small One.

A grocery salesman entering a store found the place in charge of the delivery boy. Upon being asked where the proprietor was, the boy replied:

"I am the whole cheese here." The traveling man departed, leaving a note for the proprietor, which the boy promptly opened.

"Permit me to suggest," it read, "that you are nearly out of cheese."

The poor little fly has 8,000 eyes, scientists tell us. You storm and deny God, poor idiots, you don't know beans about a fly.

It is easy enough to live within one's income. The trouble comes when one tries to live without one.

Roy Baker

General Sales Agent
Michigan, Indiana and Ohio

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

Wm. Alden Smith Building
Grand Rapids, Michigan



Mapleine

is now
Thoroughly Estab-
lished 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.

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

ISELL'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.

We do printing for produce dealers

Tradesman Company
Grand Rapids

TABLE SCRAPS.

Expensive Method of Feeding Poultry.

Written for the Tradesman.

Poultry raising has its problems as well as other kinds of business, and one of the most important is the question of feeding. One would naturally suppose that any farmer's wife, especially if reared on a farm, ought to be well posted on so apparently simple a matter as feeding hens and chickens and be able to give any one all needed information in the matter.

Be it known, however, that from the newly-hatched chick to maturity there are various stages of development, each of which requires a ration suited to that particular stage. This is not all. One needs to know how and what to feed to produce broilers for market at the earliest age and at the least cost; how to feed for winter egg production; how to feed breeding stock; how to feed during the moulting season; how to fatten for market; how to condition for the show room; how to vary feed for the different seasons of the year; how to feed fowls closely confined or on ample range, etc., etc. These phases of the feeding problem must be considered with respect to cost of feed in order to succeed in the business or secure the greatest possible profit.

The poultry raiser of many years experience, if progressive, is seeking information along these lines as well as the beginner. Therefore new methods of feeding are frequently heralded by advertisers in poultry journals and by writers of much or little experience with poultry. There are fads and fancies in connection with this matter the same as with many others.

The impression that feeding poultry as well as other live stock should be done scientifically is gaining ground among reading people. Therefore the methods of our fathers and mothers, not to mention our grandfathers and grandmothers, are turned away from and the agricultural experiment station reports and lecturers and writers who give scientifically combined feeding formulas are given first attention.

Instead of visiting those engaged in raising poultry or other live stock, as the case may be, and asking for information, the beginner nowadays buys a book by some noted authority or subscribes for one or more journals devoted to the particular industry.

Now, while it is wise to obtain all the help possible from experienced, up-to-date poultrymen, to adopt approved modern methods and conduct business scientifically and systematically, it should not be forgotten that "grandma" or "auntie" may be competent to clearly state many foundation facts and give valuable advice and suggestions to the beginner.

It is worthy of note that in directions for feeding poultry and in the relating of individual experiences by those who have had good success with poultry there may be found fre-

quent reference to "table scraps" as a valuable portion of the ration. One of the inducements held forth to city residents to keep hens is that the "table scraps" will furnish all or a large part of the necessary feed. It is true that many who complain of the high price of eggs or of the inferior quality of the eggs from the grocery could amply feed a small flock of hens with the table scraps and produce all the eggs needed by the family.

One need not be a garbage collector to discover actual conditions in this matter. The grocer's deliveryman, the butcher's, the milkman, each has ample opportunity to obtain some adequate conception of the enormous waste of food in our cities, towns and villages.

The city resident is not the only one to be censured for throwing away that which costs hard-earned money. There is more waste of food among farmers than one would expect. We mean one who knows how close and careful most farmers are in buying necessities, how hard they work and how much they complain about not being able to make more than a bare living.

Farmers, however, get much of their food material at first cost; they grow it. City residents pay the added expense of transportation, milling, canning, preserving, storing, retailing, delivering, etc. Farmers get some money return from table scraps in pork, fowls and eggs, and some benefit from the services of the cats and dogs which also help to consume them. The city resident who keeps no fowls, domestic animals or pets loses not only the cost of such food thrown away but helps pay the expenses of collecting and destroying garbage.

No matter whether farmer or city resident; no matter whether the housewife gets products at first cost or 10 to 50 per cent. additional; no matter whether "table scraps" return a part of their cost by feeding or whether they are burned or dumped in the ocean; every one who wastes wholesome food does wrong. If ever the time comes when such people suffer hunger or are dependent upon charity for food it is only what they deserve and might expect.

If a person pays for his food is it anybody's business whether he eats it or throws it away? Some will say, "No." If a person builds a house or buys one, is it anybody's business if he sets fire to it and burns it down? The law says, "Yes; he is a criminal," and the people demand his punishment. How can one be right and the other wrong?

What does this enormous waste of food mean? Who are responsible or why is it so?

It means that people in general in this country have an abundance of food. It means that they can afford to buy all they need to eat. It means that they have time to prepare more food than is needed each day. It means that fathers and mothers are generous, even indulgent. It means that children are not required to eat what they do not relish nor are not especially fond of. It means



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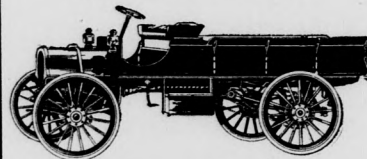
City Bakery Co., Grand Rapids, Mich.

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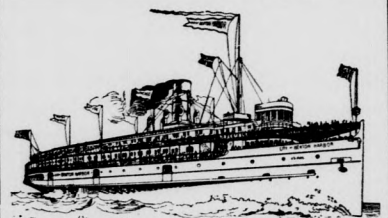
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they are allowed to take more than they need and then leave a part to throw away. It means that parents allow children to over-rule their better judgment as to the needs of the child. It means that housewives do not wish to be regarded as stingy or miserly. It means they do not distinguish between such and true economy. It means they do not try to save as much as possible of the money the husband or father may have worked hard to earn. It means false pride. It means people do not wish their neighbors to think they are not rich, or that they need to be saving. It means that many cooks need to study and learn how to use the odds and ends so that they will be as attractive and appetizing as freshly prepared food.

The dominating thought of the housewife is to prepare plenty of food, to cook enough so that no one will call for more when there is none for them. When she throws away the griddle cakes, doughnuts, bread, meat, etc., she does not say to herself: "There goes lard at 18 cents a pound, butter at 30 cents, sugar at 6 cents, flour at 3 cents or more, and meat at 10, 15, 18 or 20 cents." She does not think she is throwing away spices, baking powder, flavoring extracts and other ingredients which are even more expensive. If there be a cat or dog or a few hens to feed it is too much trouble to buy or prepare cheaper food on purpose for them.

The poultryman who conducts business on a business basis can not afford to pay 5 cents a pound for bread or 10 to 20 cents a pound for meat for his flock. He buys grain at from 1 to 1½ cents per pound, and scrap meat or meat meal at from 1 to 2½ cents.

To one who has been brought up or has been forced by necessity to practice the strictest economy every evidence of loss or waste is a source of concern, annoyance, distress or grief. It is bad enough to see crops ruined by frost, drought, storm or lightning; it is too bad to see fruit wasting in the orchards because the owner can not harvest or market it or secure hired help to do the work for him. It is far worse after all the work of planting, sowing, tilling, harvesting, storing, marketing, manufacturing, retailing and cooking to see these products wasted, and know that there are many in the world who are hungry or underfed. These hungry ones are not all way off in a distant city or foreign land; some are fellow-citizens, neighbors or employees of those who waste the nourishing food.

Waste—money loss—is not the most deplorable feature of this widespread habit. These things portray the moral and intellectual condition of the people; they betray the faults and failings of humanity. So, in answer to the question: Why this waste? we must say: Because of pride, selfishness, disregard of obligation to relatives, friends and the world in general; because of ignorance, lack of instruction and training in right habits; because social

accomplishments are set above house-keeping, home-making and home-preserving; because economy, prudence and thrift are not sufficiently taught and insisted upon.

The assumption may not always be well founded, but the hard-working, saving, close-figuring grocer and others like him can not help believing that many people are determined to have their luxuries, gratify their extravagant and foolish desires and even vicious habits, no matter if they have to borrow, beg or steal to do so; no matter if they realize that in some way at some time other people will have to foot the bills.

E. E. Whitney.

What Other Michigan Cities Are Doing.

Written for the Tradesman.

The Detroit Chamber of Commerce is predicting a population of 815,000 for that city in 1920.

Greenville expects to receive material benefits through the recent organization of a Good Roads' Association.

The Manistee Board of Trade is hoping to secure a new industry, a Chicago concern making upholstered furniture.

Muskegon's summer resorts will attract nearly 2,000 visitors, making this the banner season since 1908.

"Petoskey Day" will be observed Sept. 21 at the Emmet County Fair. Detroit plans to erect a large building on the State Fair grounds for an exhibit of the things made in that city.

Business men of Lansing favor the plan of holding agricultural and industrial fairs annually in that city, but believe that it is too late to arrange for such an exhibition this year. The first fair will be held in 1912.

The Lake Shore Railroad will add to its trackage and freight handling facilities at Kalamazoo, spending about \$90,000 in improvements there.

The Cadillac Chair Co., recently organized in that city with \$100,000 capital, will locate its new factory west of the St. Johns table plant.

Kalamazoo's new milk ordinance, requiring dealers to deliver milk in bottles, received a tie vote in the Council and Mayor Farrell's vote defeated the measure.

Battle Creek's long fight over the city hall site is ended, first payment having been made on the Niles Bryant site, at Marshall and North Division streets.

Three Rivers will hold its third annual Chautauqua Aug. 19-27.

St. Joseph will celebrate July 4, one of the features being the dedication of the newly built cement grand stand, the largest along the west shore, costing \$6,500.

South Haven will be unusually patriotic this year, the programme opening July 1 and closing the night of the 4th.

Otsego will vote July 17 on the proposition of awarding a gas franchise to C. A. Runyan, of South Haven.

The Agricultural Fair will be held at Three Rivers Oct. 4-6.

Marshall will take a holiday July

12, with races, games and other doings at the fair grounds.

Escanaba has voted to vacate one of its streets to enable the Escanaba Manufacturing Co. to enlarge its plant. Almond Griffen.

G. J. Johnson Cigar Co.

S. C. W. El Portana
Evening Press Exemplar
These Be Our Leaders

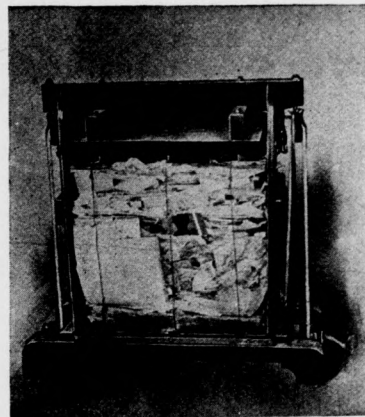
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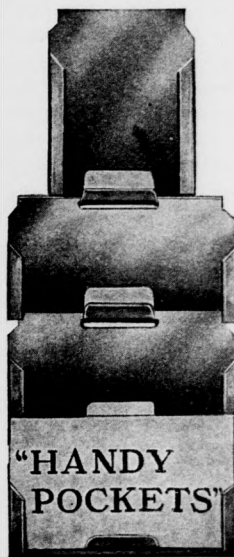
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Make the most convenient and inexpensive way of utilizing your wall space for post cards. We also manufacture pockets for magazines, tablets, books, etc. We have over 100 different display cabinets for displaying goods in the retail store. Also a complete line of mail boxes, corn poppers, and 5, 10 and 25 cent household specialties.

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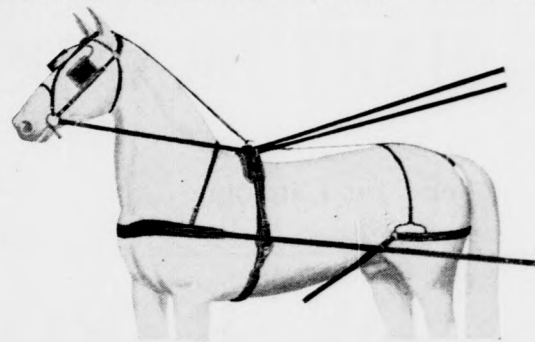
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Now for "SUNBEAM" Harnesses

THE new spring line is ready for dealers' inspection and orders for future shipment are now being taken. We have made many improvements over an already famous line and have added several new numbers, making "Sunbeam" harnesses a brand that anyone may be proud to sell or buy. We know you can do more business than ever and hope to be favored with some nice orders. Kindly reserve your harness purchases until our salesman calls upon you. Write us if you need any quick shipments.



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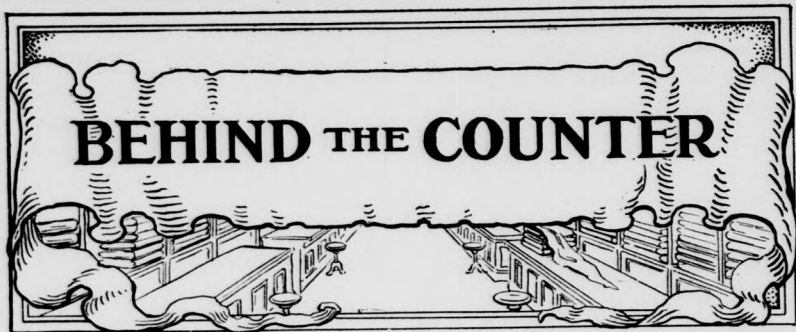
Sunbeam Goods Are
Made to Wear

Fire and Burglar Proof SAFES

Grand Rapids Safe Co.

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Grand Rapids, Mich.



How a Grocery Clerk Furthered the Temperance Cause.

Written for the Tradesman.

Entomology is that division of zoology which treats of insects. That is the way Bolivar Boswinkle got it from a ten-cent handy manual and Bolivar at once started in to be an entomologist. Otherwise there would have been no excuse for this story and the village of Milton wouldn't have been stirred to its foundations.

Up to the time Bolivar became an entomologist he was the best behaved grocery clerk in the village, but after he had been seen chasing through Jordan's swamp, which divided the east and west portions of the town, with a butterfly net in one hand and the handy manual in the other, the natives gently tapped their foreheads with one finger when he appeared, signifying that Bolivar was a candidate for the booby hatch.

Bolivar didn't mind their sneers. He went right ahead and added to his collection of insects when he was not on duty in the store and

soon he had the finest, and probably the only, collection of pinching bugs, butterflies, dragon flies and ugly looking beetles in the village.

Bolivar had a method in his madness for some day he hoped to put salt upon the tail of some rare and valuable insect which might be sold to some scientific institution for a fabulous sum. A fabulous sum to Bolivar meant the wherewithall to wed Lucinda Potts, the charming but freckled daughter of Hiram.

Lucinda was perfectly willing and Papa Potts was willing, too, only he failed to see how Bolivar, on a salary of \$8 per, was to furnish a modern bungalow and support Lucinda in the manner in which she was accustomed to being supported. That is one reason why Bolivar chased butterflies.

The other reason Bolivar chased butterflies was that he was rather portly and he had read at some time or another that exercise will reduce flesh. Perhaps that's what kept up his courage and made him persevere

in his self-appointed task after he had run afoul of a poison ivy vine on one occasion and had felt the stinging sensation caused by close contact with a nettle patch on another.

Bolivar used to keep his bugs, before he chloroformed or gasolined them, in empty jars and cans in the grocery store, and upon divers occasions Hiram Potts had been stung by insects of one sort or another when he by some mischance placed either of his hands into one of the cans containing specimens of the insect world. Hiram didn't like the sensation to any great extent, but as he was an easy-going, pleasant old chap he stood for the transforming of sundry boxes and jars into a miniature British museum.

It was along in June that Bolivar conceived his idea of a wireless electric light, an idea that was to make him one of the most celebrated of men; in fact, the benefactor of the whole human race.

Bolivar's idea was simple enough. He would go over into Jordan's swamp, catch a lot of fireflies, place them in a glass can and at night they would flash rapidly enough and strongly enough to give a sort of light.

With this object in mind Bolivar hid himself to the swamp one night and chased fireflies. Covered with mud he emerged from the place two hours afterward with close to half a hundred of the insects. Entering the store he placed them carefully in a large pasteboard box which once had held tobacco. He said nothing in re-

gard to his idea and was especially close-mouthed after opening the store the next morning and finding his fireflies had chewed a hole in the side of the box, an event which resulted in all of them escaping when he opened the door.

Such was the condition of affairs in Milton when on the next night 'Squire Hudson was awakened by a pounding at the door of his domicile.

Rousing hastily he went to the door.

"Who's there?" asked the 'Squire.

"Joe Jasper," was the reply, "and I want to sign the pledge before a justice of the peace."

'Squire Hudson was thunderstruck. The reason for this was that Joe Jasper was the village ne'er-do-well, a man who loved his rum better than anything else on earth and the last resident of the village the 'Squire would suspect of becoming a "white ribboner."

"What's the matter, Joe?" asked the 'Squire.

"Oh, nothing," was the answer, "excepting that I am tired of the booze and want to turn over a new leaf."

Fearing that if he waited until morning Joe would change his mind, the 'Squire opened the door and Joe entered. The formalities took only a few moments.

After Joe had departed the 'Squire scarcely was able to sleep; but the next day when nine more residents of the village appeared with a request similar to Joe's the 'Squire was

Highest Grade Canned Goods

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Peas packed fresh from the field by automatic continuous machinery, under perfect sanitary conditions. All water used is from artesian wells. Skilled helpers, expert processors—all under personal observation of experienced packers—give to the

HART BRANDS OF FRUITS AND VEGETABLES

Distinctive character and make them TRADE WINNERS AND TRADE HOLDERS

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Ask Your Jobber for Hart Brands

W. R. ROACH & CO., Hart, Mich.

Factories at HART, KENT and LEXINGTON—All Model Plants

Judson Grocer Co., Distributors, Grand Rapids, Mich.

dumbfounded. He failed to learn from any of them the true reason for the action.

It was only a day or two afterward, when Deacon Brown, a man above reproach, reported having seen strange lights in the swamp that the 'Squire began to get suspicious. He waited until dark and then went out and took a look for himself.

At first he failed to see anything. Then suddenly, off in one corner of the swamp, he spied a red light. Almost before it had faded there was a green light to the left. Then came a blue on the right. Then, like a firecracker, something exploded in mid-air.

The 'Squire, with protruding eyes, made for home. The smash of a whisky bottle closely followed upon his arrival.

Then other folks in the village began seeing queer things. The newspaper correspondents took it up and the newspapers sent special men out to solve the mystery. They didn't solve it. Neither did several eminent scientists, who, attracted by the reports, came to Milton to show off their knowledge.

Finally one of the big dailies offered \$200 for the correct solution of the mystery. That night Bolivar Boswinkle mailed a letter to that newspaper. Two days afterward he had a check for \$200 and the paper had the story. In effect it was as follows:

"Bolivar Boswinkle, a humble grocery clerk in the store of Hiram Potts, at Milton, is responsible for

the multi-colored will o' the wisps which have been hovering over the Jordan swamp in that village and puzzling the most eminent of scientists. A short time ago this precocious youth caught a number of fire-flies which he imprisoned in a paste-board box in the store. The insects chewed their way out of the box during the night and ate a quantity of colored fire and powder which was intended to be sold for Fourth of July. This caused some of the fire-flies to show colored lights while flashing in the swamp, while others of the insects, which ate of the powder, exploded, the powder being touched off as they flashed."

There was a column more of it and a picture of Bolivar. Some of the natives were disturbed on account of having signed the pledge under false pretenses, but it was a good joke on them and they had to take their medicine. The joke tickled Potts so that he raised Bolivar's salary \$3 a week, Bolivar agreeing to chase no more bugs.

The \$200 went toward furnishing a home for Bolivar and his blushing bride, the former Lucinda Potts.

Charles R. Angell.

The Way She Cured Him.

Mrs. Oldwed—Does your husband still talk about his mother's cooking?

Mrs. Newwed—Not since I invited her to come and spend a week with us and let her do the cooking.

Self-preservation is the cheapest part of valor.

Only Two Kinds.

"I suppose you see lots of human nature here?" he said to the clerk who had exchanged a glass of soda water for his check.

"No, sir, I don't," was the prompt reply.

"Why, I should think it would be a great place for that."

"No, sir. We never see but two phases of human nature here. A man comes in and calls for what he wants—drinks it—wipes his mouth on his hand—says it's a hot day, and off he goes."

"And the women?"

"Well, I've been here five seasons, and I have never seen one get away from the counter in less than twenty minutes. They change their minds three and four times about the syrups. They sit down. They wait for the froth to settle. They lick the spoon before using it. They hold arguments. When they can no longer find excuse for tarrying they get up grudgingly and wish they had taken something different from what they did."

"But, after all, they are good patrons," said the interrogator.

"Oh, yes. About three out of five try to carry their checks off with them for use another time, and those who have to hand over tell us somebody's else soda water is twice as good as ours."

Joe Kerr.

Didn't Mean Him.

As the man with a newspaper in his hand entered the street car he stumbled over the feet of the man

who had his legs stretched across the aisle, and he made use of a real swear-word before sitting down. He had been reading his paper for about three minutes when the other called out:

"Any great news, Judge?"

"Yes, sir," was the prompt answer. "Here's an item about a street car hog that had both legs broken by stretching them across the aisle."

"Whew! Both broken, eh?"

"Yes, sir."

"And he will probably die, eh?"

"I hope so!"

"Does it say that he had bristles on his back?"

"Every hog has bristles on his back, sir."

"Did they get him to a hospital?"

"I hope not. I hope they let him die right there!"

"Any name given?"

"No."

"Well, for fear that they will get me mixed up in it, although I'm no hog, I will—"

And he reached down with his hands and pulled the right leg back under him, and then did the same with his left, and then sat erect and said:

"Served the critter just right, but I do hope he didn't leave a widow to mourn his untimely legs!"

A Logical Child.

"Mother, I know what elephants' tusks are made of?"

"What, dear?"

"Why, paper knives."



THE grocer really doesn't want to sell bulk starch.

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

at the bottom of the bin and which he can't well serve to his customers.

But what is there to take its place?

Argo—the perfect starch for all laundry uses—hot or cold starching—in the big clean package to be sold for a nickel. That's the answer.

You don't have to explain it but once to your customer—If she tries it, she'll order it again. To sell Argo—stock it.

CORN PRODUCTS REFINING COMPANY

NEW YORK

PROGRESSIVE IDEAS.

Can Not Emanate From an Idle and Careless Mind.

Written for the Tradesman.

We all know the definition of the word "idea" we know what it means—that is we have a romantic vision of its meaning.

When we conceive an idea—a new suggestion—it is only the name of the family of thoughts behind it just the same as when we meet a person we have not seen before—we hear his name, see his face and learn where he lives, but in order to know more about him we will have to be with him. So it is with an idea. Each and every one of us meet new ideas almost every day, we learn their names—as it were—and get a few other ideas about what they can do, but in most cases we fail to stay with them long enough to find out what there is really behind them.

When we meet a man for the first time we form our opinion of him, still we know there is a great deal about him that is not revealed to us, for we have learned by sad experience that we do not catch all of a man's thoughts at once for the family of thoughts controlling him can not be expressed in one thought—still it remains true that we can get a general opinion of what he is by looking him square in the face. So it is with the thousands of ideas we meet from day to day and that come to our minds silently.

The reason we fail to make a success with many of the good ideas that come to our minds, is that we form our opinion of them just as quickly as we foolishly do when we meet people. Our minds are very conceited, they make us believe that we can read a man's whole history in a moment, and these very same conceited thoughts try and do treat us the same way concerning new ideas.

It takes a man his whole lifetime to show us just what he is and it takes the family of bright ideas just as long to show us what they can do, but too many of us throw them aside the first time we meet them and for no other reason than that we are conceited in our little schemes and opinions.

All of our best thinkers who lived thousands of years ago were treated in this way, and those who will reason with the truth are learning that we are just beginning to find out how and what these men would have done if they would not have been put to death.

You and I will live long enough to see our mistakes in this respect, we are killing our bright and progressive ideas right along from day to day by taking snap judgment as to what they are and what they can do. After we are dead and gone—perhaps—some other mind will take up the ideas that came to our minds and make a great success by following them carefully each day.

The premonstration of the mind is a wonderful force, its the power that throws out these things we call ideas, it is not our individual desires, these prophecies, these predictions of greater things are families of thoughts that

no one can understand—only by working with them year in and year out. We can not know any thing if we do not have personal experience—our judgment and opinion amounts to nothing, without experience.

So it is plainly seen and understood that we foolishly make up our minds as to what a new idea has in store for us before we really know just what is behind the thought.

Every idea, prediction and prophecy (all meaning the same) have wonderful and powerful families of thoughts behind them and these thoughts can not show us their real value in a day, month or year it is going to take them our whole business career to show us the way to manage our business and life in general.

So again in this thought—which seems plain—we must be real careful and try to realize that it takes years to learn just what one progressive idea is and will do.

When we are willing to be as the little child and place ourselves in the school room which nature has prepared for us we will find that our education will never be completed, and that we will never reach perfection—but our work will be done on the right principle, and those who follow us will have a pattern that will be worthy of their attention.

Right here is where too many of us merchants are making a great mistake, we are too conceited in our opinions concerning the business world and things in general, we allow lying thoughts to make us believe that we know all there is to be learned about our business and everything else. We think the editors of our trade periodicals and the contributors are simply talking to hear themselves and that no man knows more than we do—still we have self respect enough to show others that we make mistakes.

The wise merchant will take nature at her word and go on improving his business from year to year by listening to the balance of the thoughts concerning the original ideas—it makes no difference where they came from.

The original idea that came to us when we were first made to believe that we could make a good living—retailing merchandise did not intend (and could not if it did) to give us all of the thoughts necessary in the first impression, it knew that it would have to keep on feeding our minds as long as we live—but we have not as yet learned this principle.

The reason so many of us are not allowed to roll over and go to sleep nights, is because we have insulted these bright and progressive thoughts by not doing our duty each moment of the day.

Too many of us treat our original ideas just like we treat our children—by turning them loose to take care of themselves.

The prefigurement of the mind should be studied by each and every individual who really and truly wishes to do right and who is really praying for success in life and in business generally.

"Coming events cast their shadows before," in this thought is where we

can form our opinion as to what ideas are, they are the announcement of duty—every individual has a fortune-teller sitting on his shoulder whispering the necessary thoughts in his ear that is either making him a success or failure—and its our duty to watch results of our actions and govern ourselves accordingly.

If we can see nothing but truth and principles that will help the whole human race in the actions of our minds, we should follow the thought, but on the other hand, if we find them selfish we ought to drop them.

Some of us have treated these bright and progressive thoughts so shamefully that they have left us in the wilderness of doubt, and therefore we will never again be able to see truth when we meet it and will have to go through life guessing at what is best to do.

Productive and progressive ideas can not enter a mind that entertains thoughts of idleness and carelessness. Edward Miller, Jr.

His Method.

Mrs. Easy—Will you remove the snow for a dollar?

Weary William—Yes'm, if you'll let me use me own method.

Mrs. Easy—What is your method?

Weary William—Pray for rain.

Willing To Take a Chance.

There was recently haled into an Alabama court a little Irishman to whom the thing was a new experience. He was, however, unabashed, and wore an air of a man determined not to "get the worst of it."

"Prisoner at the bar," called out the clerk, "do you wish to challenge any of the jury?"

Whereupon the Celt looked the men in the box over very carefully and with a skilled eye.

"Well, I tell ye," he finally replied, "Oi'm not exactly in trainin', but Oi think Oi could pull off a round or two with that fat old boy in th' corner."

Sorrow is the one friend which nothing can alienate.



GRAND RAPIDS FIRE INSURANCE AGENCY

THE MCBAIN AGENCY

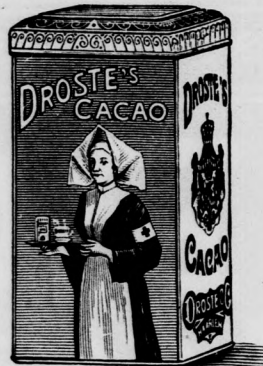
Grand Rapids, Mich. The Leading Agency

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Gives your customers more for their money, is just as good in quality, and makes more money for you compared with other good cocoas—three vital reasons why you should not overlook DROSTE'S COCOA. You owe it to your trade as well as yourself to sell the best at the least expense to both. Write today for samples, prices and particulars.



reasons why you should not overlook DROSTE'S COCOA. You owe it to your trade as well as yourself to sell the best at the least expense to both. Write today for samples, prices and particulars.

H. Hamstra & Company

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Dollars for You

Mr. Grocer, in pushing HOLLAND RUSKS. Good for Breakfast, Lunch and Dinner. Holland Rusks are so appetizing served with fruits and cream. Urge your customers to try them. We employ no salesmen. We put the quality in our goods. Jobbers and retailers like to sell them because they are repeaters. Order a sample case. Five case lots delivered. Advertising matter in each case.

Holland Rusk Co.

Holland, Mich.



Give a Man Work Instead of Charity.

This is written in Italy, a country that is full of beggars. To be sure, there are not so many as there used to be, before the present government took hold of things. The authorities now are doing what they can to abate the nuisance; but it is difficult to stop what has been a custom of centuries, and what has even been commended as a pious thing.

Of all creatures that infest the social system, perhaps the beggar is the most despicable. And that for the simple reason that he is doing his best to destroy charity. The altruistic impulse is the noblest in the human heart. To strengthen and develop it is to advance the happiness and peace of the race. The institution of begging tends to cut the nerve of altruism. It prostitutes pity to a means of livelihood.

Begging is not bad because it costs so much; it is bad because it prevents society from paying the much greater debt it owes. People become satisfied, and think they have done their duty when they hand a few pennies to the wretched old woman in rags at the church door; whereas, as a matter of fact, their duty is to pay many dollars to schools, hospitals and the like for the purpose of preventing ignorance and suffering.

I have had quite a struggle to screw my courage up to the point where I make it a rule never to give a cent to the professional beggar. But I have succeeded. I think I am more just and more kind for it. Also more liberal; for the moral pang has made me seek out honest and straight institutions which are doing worthy eleemosynary work and to give them ten times what the beggar tipping would have cost.

Begging Debases the Character.

Those who really care for their fellowmen should refrain from encouraging beggary in any way, for the reason that no business is so debasing to the character of the one who follows it. A beggar must cringe and grovel and demean himself before his fellowmen. He literally sells his soul to contempt. He deprives himself of every manly, self-respecting quality.

I am aware of the precepts of the commands, "Give to him that asketh of thee," "Sell all thou hast and give to the poor," and the like, as well as the theorem, "He that giveth to the poor lendeth to the Lord;" but it all depends on how one reads the Bible.

It should not be construed literally. The book itself says: "The letter killeth, but the spirit maketh alive." Especially is this true when a literal compliance with a precept plainly defeats the object which the giver of the precept had in mind.

The admonitions of religion should be mixed by us with all the intelligence and common sense we possess. Now, while in the days of Christ, in the middle ages, and in all the eras previous to this age of popular government, it may have helped cure the hurt of poverty to bestow aims indiscriminately, it is most cer-

tain that such action in this day of the world increases poverty, debauches souls, ruins character and tends to prolong iniquitous and unjust social conditions.

There were no public hospitals for the sick, no blind asylums, no deaf and dumb institutions, no places to care for the insane and feeble minded, and no public employment offices in existence in the age when the New Testament was written. Before our era there were no public schools, neither were there legislatures for the redress of public grievances.

All these modern institutions do by system and intelligent order, and hence do a thousand times better, the work of humane help toward the unfortunate. My first duty, therefore, if I want really to be a humane and kind man is to pay my just taxes to the Government. The man who dodges his taxes and doles out so-called charity to the poor is a swindler. It is as if he gave the poor a loaf of bread and destroyed their bakery. He gives where it can be seen and noted, or at least where it can not be seen and where he can feel only through his reason.

No greater and more genuinely charitable institution ever existed since the foundation of the world than an American state. Think of the millions of children in the public schools equipping themselves for self-support, and of the thousands in the various asylums and hospitals shielded from suffering and shame and neglect, and all at the expense of the state!

I look askance upon every private endowment. Nothing is good through and through that is done for a people that is not done by the people themselves. I believe the state today is doing more real eleemosynary work than all her churches, benevolent private organizations and generous millionaires put together. I hear no hard words for Carnegie and Rockefeller and others who have endowed colleges, libraries, hospitals, and the like; but I can not help thinking that the time will come when the millionaire who has found himself in possession of more money than he can use will turn it back to the people whence he got it.

Charity in True Sense.

Another means of real charity is to furnish employment and to treat employes like human beings. I believe a man like the late Marshall Field, like my friend Milton Wilson, who sells men's furnishings throughout the world; like my other friend, Paul Friedemann, of Limbach, in Saxony, whose underwear factory is a model of humane contrivance for the welfare of his workers, or like any one of a hundred others I might mention who give honest workers a fair chance to earn a competence and not sacrifice their self-respect, is doing infinitely more good than the medieval saints who gave bread and pennies to the beggars, or than the traditional English Lady Bountiful who goes about among her underpaid tenants distributing cakes and jellies.

What right minded and right

hearted people want is not a chance to grab but a chance to earn.

Give a man justice and you give him the noblest charity.

Give a man opportunity and you help him without breaking down his self-respect.

Give a man work and fair pay for it and you give him something without at the same time robbing him of that sense of manhood and usefulness which is "the immediate jewel of the soul."

Frank Crane.

A Rare Season.

At St. Louis traveling man, making his first trip through North Dakota, woke up one May morning to find the ground white with snow.

"For heaven's sake," he asked the hotel clerk, disgustedly, "when do you have summer out in this country?"

"I don't know," replied the clerk. "I have only been here eleven months."

A man is not necessarily honest because he is poor.

One quail on toast is better than two in the bush.

The Clover Leaf Sells



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A Good Place To Establish A Profitable Grocery Business

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

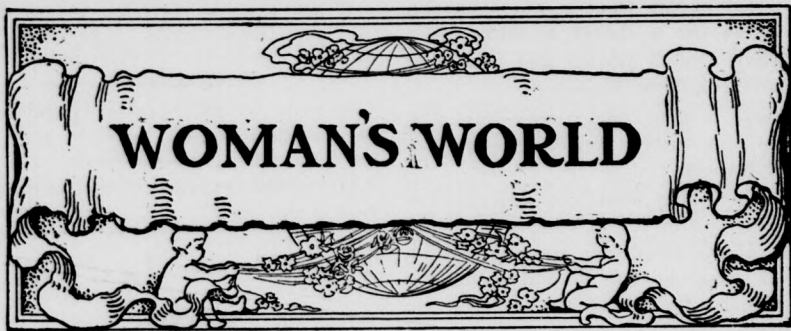
There are five thousand inhabitants and the surrounding territory is all that could well be desired.

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

Good Churches—Good Schools—Good Climate

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

Obey that impulse.



Wanted—Recognition for Successful Homemaker.

Written for the Tradesman.

We all want to succeed. The desire to "get there" is so universally implanted that the few who lack it may properly be classed as degenerates and freaks. Not only do we earnestly desire that all our efforts shall come to a prosperous issue, but we covet the public recognition and praise, the credit marks and the shoulder straps that are awarded the victors on the various fields of attainment.

It is quite easy to define what constitutes success for a man. Our standards are fairly clear cut. If he is a doctor, he must be sought by many patients and have a good degree of skill in healing them; if a lawyer, he must so conduct his cases that he has plenty of good-paying clients; if a merchant or any kind of a business man, he must so manage his enterprises that his balance sheet will show at least a fair amount of profit. Unless it be regarding devotees of the fine arts or others who follow way-up pursuits with which plain people have very little to do, we habitually measure a man's success in terms of money.

The moralists tell us this is not just as it should be, and their strictures give us an uneasy feeling. So if some of us were asked to give our ideas of what constitutes success, we should specify that to be genuinely successful a man must not only make money but he must make it honorably. Whether or not we put in any such qualifying limitation, our ideas of success for a man are inevitably connected with definite, tangible achievement.

It is much the same with a woman who pursues any gainful occupation. Even if she spends all she makes, she at least has the mighty satisfaction of receiving her pay envelope containing a certain number of good dollars every Saturday night. If the number of these is large enough, she will have fine, stylish shoes, good gloves, silk petticoats and exclusive millinery creations—in short, "some wardrobe," and other things that gladden the feminine heart. If she rises from the ranks and accomplishes something a little out of the ordinary, she will receive, owing to her sex, a name and a fame far out of proportion to her actual deeds. Take, for instance, the girl who saves her money for a term of years, and buys a lot and builds a bungalow or a cottage upon it. All up and own the street on either side are as good or better houses built by the earnings of men; nevertheless

that particular little structure will be pointed out and the achievement heralded as a glittering example of what a woman can do.

How about the homemaking woman, the wife and mother who spends her days in faithful toil for her loved ones, what does she have to show for her work? Alas! what does she have to show? Of all the causes for the widespread discontent among women who lead domestic lives, the envy—sometimes silent, often openly expressed—of their sisters who go out into the world and "do things," the fact that labor in the home produces so little in tangible results is certainly one of the chief. If the results of the homemaker's efforts are largely intangible, the honors which are accorded her are even more imperceptible.

Still, we are thoroughly agreed that after all is said and done the most useful woman—nay, rather, the most indispensable woman—is the homemaker. Much as we may admire what women are doing in other lines, we have to acknowledge that after the little time necessary for adjustment to changed conditions, the arts, the professions and the industries would doubtless move on in some manner without their women workers. But no one is able to think out a way by

which we could get along with any comfort without the home women. They are the ones whom we all want to stick by their jobs. But, with human perversity and stupidity, they are the ones to whom we hand out the very least either in the way of recognition or reward.

This perplexing intangibility of the work of the wife and mother increases with civilization. The pioneer matron of seventy-five years ago could display with pride yarn she had spun, mittens and stockings she had knit, blankets she had woven, cows she had milked and butter and cheese she had manufactured. Perhaps she sometimes went out into the fallow and picked or helped "log up." Maybe she could point to half a dozen sturdy boys and as many fair-faced girls who called her mother, and who were all willing and efficient helpers in the giant task of transforming a piece of forest land into a cultivated farm. When the change had been wrought, and acres of waving grain stretched about on every hand, she could justly claim that her labors had been directly productive of the fair result.

Everything is different now, so much so that her granddaughter can point to no such material achievements. Indeed, with the granddaughter, the better her work the less she has to show for it, the more entirely is it merged in the attainments of her husband and her children. As to money, if the father is able to provide sufficiently, she spends wisely and judiciously, but does not attempt to earn. She may be the inspiration of his business success, but naturally he gets the credit for it. She does not try to become famous as a cook, for she is the guardian of the health of her household, and understands that

plain, wholesome food and not fancy dishes must be the staple articles of diet. She is a good housekeeper, looking well to sanitation and cleanliness, but she does not strive for notableness, for she has known housewives who became so absorbed in their warfare against dust and dirt that they forgot the comfort and real welfare of their families. She is the counselor, the guide, the companion of those who stand near to her, the conservator of the precious home spirit.

We are fearful that domestic life is becoming distasteful to large numbers of women; we know we do not have enough of these faithful and high-minded servitors; but when shall we think it worth our while to give fitting recognition to those we do have? Of course, their children can not realize what mother does for them until they are grown up, perhaps not until they have children of their own to care for. In blindness and thoughtlessness most men are only children of a larger growth, so the husband of the home woman often fails entirely to appreciate the priceless value of his wife, or if he does faintly apprehend her worth, he neglects telling her about it. Ought not the general public to do something in the way of bestowing recognition upon this kind of woman before she becomes extinct? Can we longer afford to leave it to the angels, who are supposed to survey from above the doings of mortals here below, to give her a proper score? Quillo.

WOLVERINE PAPER BALER IS SIMPLEST, STRONGEST, BEST, CHEAPEST

Write for price and catalog

Ypsilanti Paper Press Co. Ypsilanti, Mich.

You have had calls for HAND SAPOLIO

If you filled them, all's well; if you didn't, your rival got the order, and may get the customer's entire trade.

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.

Why Business Men Should Take Vacations.

The business man who does not take a vacation—a long and good one—is making a grave mistake. He is making a still greater mistake if he has put his business into such shape that his constant personal attention to it is necessary.

While the personal factor is the largest and most influential in any successful business, no institution should be made dependent for its day-to-day operation upon the actual presence or detailed management of a single guiding hand. Such a business lives in constant peril. Any one of innumerable exigencies might suddenly remove the directing hand, and the business would run wild to destruction.

The man who builds up a perfect machine, of which he is the head, has great executive ability, but he has more ability, and shows more wisdom if he goes still farther and puts the machine in such shape that, for a reasonably long time, at least, some other hand may guide it. No business machine should be so constructed that a single mishap would wreck it.

So, if that is your excuse for not taking a vacation, the sooner you remove the obstruction the better. Go into the woods. Go to the cool ocean beach. Go up into the mountains. Camp on the shore of some lake. Tramp along the banks of some stream where fish abound. Do anything which gives you exercise, and fills your lungs with pure ozonic air of the wilderness—and keep away from the restraints, conventions and bad hours of the fashionable resort.

If your wife and children want to go with you and enjoy the kind of life you are planning, take them if you can, for no man is so happy as the one who is at play with his own family. But if they want to go to some fashionable resort, where you can not get the change, relief and out-door pleasures you need, let them go if they must, but do not let them drag you with them. It is for their best good, as well as your own, for you to take the kind of vacation which will restore your energy, and fill to the brim the reservoir of vigor upon which you must draw for another year of work. They ought to see and appreciate this as well as you, and they will if you tell them in the right way.

While we are talking on this subject of keeping the reservoir full, we want to say that a little stream should be kept running into it all the time. You should not depend upon filling it only once a year. Never let it get empty.

By this we mean that every man should have some fad or interest outside his business, and as different from it as possible, if it is only collecting postage stamps. There is nothing so recuperative to an exhausted mind and to the flagging powers of enthusiasm as to be able to turn at frequent times to something new and different in which one takes genuine interest.

There is scope for wonderful va-

riety in the selection of this side interest. Indeed, it is usually not selected at all, but comes through instinct and natural pre-election. Side interests should never be permitted to dominate the mind, nor to take first place from business. They should always be kept under strict control. They furnish that relaxation from business strain and that recuperation of mental and physical vitality which are so necessary from day to day to keep the mind and body in their best working condition.

If you have no impulse whatever towards anything outside your store, select something deliberately, and take hold of it. It may be the improvement of your town, the making of playgrounds for the children, a public library, golf grounds, some fraternal society, Sunday school work, picnics for children, Chautauqua courses in summer and lecture courses in winter, or numerous things more personal, and less of a public character. So far as the beneficial effect goes, it is of no consequence.

The essential thing is that you have some fount of rejuvenation from which you may constantly drink. The good vacation in summer, in the open air, and the little daily vacation of a few minutes or an hour or so, means a more alert mind, a stronger body, greater business capacity, and a longer life of enjoyment with the wife and the children and grandchildren.

The June Bride.

It was in mid-July of last year. Coming suddenly upon her daughter and finding her in tears, the fond mother had asked:

"Estelle, what harrows your heart? Do not fear to tell your mother all."

"It is, mother, that he cometh not," was the reply.

"You mean that you are discouraged about getting married?"

"Y-yes."

"But you needn't be. He will come in due time."

"So will death!"

"Well, if you feel that way about it we must hurry things up a bit. Get on your hat, my dear, and go forth to the swamp to gather huckleberries. I will let our tame bear loose at the proper moment."

"Thank you, mother. You are the best mother in the world."

Three-quarters of an hour later, at the huckleberry swamp, a bear rushes into sight. A maiden's screams awake the echoes. A young man passing along the highway in his auto hears the racket and rushes to the rescue. Bear is licked to a frazzle and the maiden rescued. Love at first sight. More love at second and third sights. Will you be mine? I will.

Among the very, very happy June brides is Estelle. Among the proud and happy mothers is her own. Among the grinning, winking tame bears is that of her father's, who scratches his left ear with his right hindpaw and whispers to himself:

"When you want to hurry things up get a bear to do it!"

For Sale or Rent.

A Fourth of July oration—one of the old-fashioned kind, such as mother used to make.

The oration contains 5,000 words, and can be committed to memory in one day by a rising young lawyer who wants to run for prosecuting attorney in the fall.

All the gestures are marked in red ink, and no mistakes can be made.

Reference is made to the Pilgrim Fathers, Lexington, Bunker Hill, Yorktown, Trenton and other continental victories.

No reference made to any of the fights in which the British walloped us.

Valley Forge, the American Eagle, freedom, liberty, Old Glory on tap all the way through.

Usual remarks about the Father of His Country.

Usual remarks about tyrants.

Been an unqualified success for thirty years. Must be heard to be appreciated. Indorsed by Roosevelt and others. Apply early, as the demand is positively immense.

Joe Kerr.

The Mean Old Thing.

"That Swift girl is the hatefulest thing I ever knew! She never hesi-

tates over making a sight of herself."

"What has she done now?"

"Why, she has gone and had a bathing suit made exactly like mine!"

There is no risk or speculation in handling



Registered U. S. Pat. Off.

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.**

Something New All the Time

Coffy Toffy

Our latest product is a summer novelty.

Good Old Fashioned Butterscotch

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

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



We Manufacture

Public Seating

Exclusively



Churches We furnish churches of all denominations, designing and building to harmonize with the general architectural scheme—from the most elaborate carved furniture for the cathedral to the modest seating of a chapel.

Schools The fact that we have furnished a large majority of the city and district schools throughout the country, speaks volumes for the merits of our school furniture. Excellence of design, construction and materials used and moderate prices, win.

Lodge Halls We specialize Lodge Hall and Assembly seating. Our long experience has given us a knowledge of requirements and how to meet them. Many styles in stock and built to order, including the more inexpensive portable chairs, veneer assembly chairs, and luxurious upholstered opera chairs.

Write Dept. Y.

American Seating Company

215 Wabash Ave.



CHICAGO, ILL.

GRAND RAPIDS

NEW YORK

BOSTON

PHILADELPHIA



The English Clothing and Outfitting Exhibition.

The English Clothing and Outfitting Exhibition—the fourth of the series—has just been held in London in that funereal building, the Agricultural Hall, and proved very successful. One hundred and twenty-three firms exhibited and the show attracted large numbers of retailers from London and the provinces. It showed a great improvement over last year's, the stands themselves being more attractive and the goods shown being better arranged. Some of the color schemes were exceptionally striking, although the English tendency to crowd too many goods into a small space detracted from the artistic value of some of the displays. The Englishman always tries apparently to make his window or other show space as complete an index of his stock as possible. He seems afraid that he may possibly miss some small item and give a prospective customer the idea that it can not be obtained in the shop. This tendency results in the jamming of a huge mass of goods into a small space, and spoils the whole effect of the window. It must be recorded that an improvement has taken place amongst the better class retailers during the last year or so, and windows are much more sparsely and artistically dressed now, but the ruck of the retailers still stick to the old method. The same idea permeates some of the wholesale firms, when they come to exhibit, and the result is not commendable. There were several very good stands with backgrounds. One was a model of a "Dreadnought" battleship with part of the hull finished in plate glass to allow the exhibition of dummies wearing boys' and youths' suits, particular attention being devoted to sailor suits. Other stands with very artistic backgrounds depicted riverside inns with figures fishing clothed in rainproof garments. One American firm, which does a large trade over here in adjustable coat collars, was represented as at last year's show, and seemed to be having a busy time of it. No other American firms seized the opportunity to introduce their goods to the English market, although there were several small American lines, handled by English firms, to be seen.

America leads the way in what are known over here as en suite goods—ties, shirts, soft collars and socks all to match. Some years back attempts were made in England to push sets of such goods, but without much success, and the goods were no longer to be found in shops. Now there is

a recrudescence of the idea and such sets are being shown in a number of windows. An enterprising retailer in London has hit on the idea of matching ties with the buttons of fancy vests. The thing has gone best in blacks and grays, although some striking combinations in stripes have also secured considerable attention. Ties and waistcoats of varying materials and shades, covered with lace usually worked in black and gold, are to be seen here and there, but only find favor among the bravest members of the community, for truly, to wear such things is to court a great deal of attention from passers-by. Of course they are only a passing fad and have too many disadvantages to be accepted as articles for regular wear. The slightest accident might tear the lace and destroy the value of the tie or waistcoat, and in addition to that their wear-resisting qualities are very small. Still they must be considered as novelties.

Interest in England is now centering on the Coronation and Coronation goods. The official period of mourning for the late King terminated on May 6 last and the last vestige of sombreness has now vanished, even from the raiment of those connected with the Court, or those who without such connection follow rigorously the example of the society immediately in touch with Royalty. The wholesale houses have made ample preparation for a swing of the pendulum, and we are promised light and striking shades for general wear. The Coronation trade will not be restricted to London as far as retailers are concerned, for the holiday spirit throughout the length and breadth of the country will undoubtedly cause provincial people to loose their purse strings and lay out a considerable amount of money on new clothes, a circumstance made possible by the spell of improved trade now present in England. Coronation reds, blues and purples are chiefly used as backgrounds for the ties, sometimes altogether plain, and sometimes in stripes of different shades. Some of these ties have crown and coronets, as well as the Royal monogram, embroidered on them. Others have the sweet pea flower as a pattern in various shades. This last requires some explanation. There has been a determined attempt to introduce the sweet pea as the Coronation flower this year and a large London daily paper has offered a prize of \$5,000 for the best bunch of sweet peas grown. Hence the exceeding great popularity of that flower. Everybody is talking sweet peas and they enter largely into the

thoughts of the body politic just at present and will do so until the prize is won. The Queen is alleged to favor the carnation as the flower of the year, and this also is being used as a pattern on ties. Every kind of material is being employed, and some of the knitted ties look exceptionally smart. Socks have been rather quiet in tone lately, but now begin to get more bright. There are no Coronation socks, strictly speaking, although those on an amethyst color come nearest to such a kind. Greens are very popular, as are stripes in various colors also. A large number of the socks are clocked in white and colored silks. Shirts exhibit a tendency toward blue in varying shades, and heliotrope likewise, while plain-fronted goods seem to be relegating pleated shirts to the background. The double cuff still remains popular.

As regards cloth for suitings, blue is the popular color, and serge, the material. However, there is still a large demand for greys but the attempt to push browns into favor has failed. Some very pretty tweeds, silver grey in color with lines of white silk are to be seen about. Homespuns are expected to be worn more for holiday occasions than ever before, mostly striped. Sporting coats for the autumn shooting season are to be made considerably longer than before. They will mostly be unlined with patch pocket outside. Tailors are preparing for a return to the velvet-collared overcoat next season. This went out of fashion a year or so back, but it is stated on good authority that a determined attempt will now be made to re-instate it. A velvet collar certainly looks very smart when brand new, but it has the obvious disadvantage of getting shabby very easily. Still, with the man who can afford it, that is all right, as it means additional work for the tailor in the shape of new collars or coats. I fancy the man who has perforce to be economical will eschew the velvet collar and stick to the coat with the collar of the

same fabric as the rest of the garment.

A French Consular report states that there is a good opening for felt hats in Abyssinia. The people there wear soft felts largely, not only the men but the women as well. The colors favored are grey, black and chestnut brown. The crown is about 6½ inches in height, the brim is 5 inches in width and the hat is of a style such as will be remembered from portraits of the late Emperor Menelik. They are at present mostly supplied by Italian manufacturers and bring at retail from 50 cents to \$1.15. The value of the annual import of these goods is about \$2,500.—Clothier and Furnisher.

A Little Suspicious.

"Aren't you taking a vacation this summer?"

"No."

"Don't you ask for one?"

"Yes."

"Wouldn't they give it to you?"

"That's what's the matter. They were so much more enthusiastic about it than I was that I grew a little suspicious."

We use Gibraltar Percale in our Princess House Aprons, both light and dark, or Gingham. Price \$4.50 per doz. Try a few on our 30 days' guarantee.

The Vicksburg Clothing Co.
Vicksburg, Mich.

We are manufacturers of

Trimmed and Untrimmed Hats

For Ladies, Misses and Children

Corl, Knott & Co., Ltd.

20, 22, 24, 26 N. Division St.
Grand Rapids, Mich.

Our Aim is

To interest merchants in our Fall line of Sheeplined Coats, Leather and Duck Coats, Mackinaws and Wool Pants. Wait for our salesman with samples. It will really pay to do so.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Mich.

We close Saturdays at one o'clock



Status of the Underwear and Hosiery Trade.

The summer time period for men's underwear at retail had an early start this year when the chill of the first portion of May was succeeded by a continuance of warm days that brought customers for knit goods and fabric goods and opened the season of providing for summer comfort. While lisle and balbriggan are the leaders in knit goods, followed by solid colors, plain or mercerized. Fancies are few and are chiefly to be seen in imported stocks. There are surprisingly good values in lisles and balbriggans at 50 cents retail, as good, perhaps, as ever were offered at that price, notwithstanding the unsettled conditions of the wholesale market, owing to the ups and downs of the cotton staple. There was a fairly good retail business done in medium weight knit underwear in March and April, the leaders seemig to be the German grays and naturals, and it would appear as if our domestic manufacturers succeed better with their cotton mediums than with their woolens. This is not a new subject and is mentioned merely as a reminder that a new line of domestic mediums woolen underwear will be on the market soon for fall orders.

At the annual meeting of the National Association of Hosiery and Underwear Manufacturers, held in Philadelphia during the last week of May, President Andrew said that owing to the high cost of raw material and the tariff agitation, the knit goods trade has just passed the most unprofitable year ever known. Referring to the hosiery line, with which he said he was best acquainted, he ascribed the existing depressed conditions to a change in the demand of the consumer for fine gauze and cheap silk goods, with the result that staple merchandise was thoroughly neglected. Alluding to the present market as a falling market, with indications of a drop in the prices of yarns, Mr. Andrews cautioned the manufacturers to go slowly in the future.

The wholesale underwear market is not one of the bright spots of the commercial field. There were and there are complaints over slow duplicating on spring goods, and there are growls over slow ordering for next fall. Viewing the subject in the all-round sense it may be admitted that there is some truth in the remark that underwear being an unseen portion of a man's daily wear, has suffered the worst among all the badly used portions of a man's wardrobe in the existing depressions. All the same the warmth of May was good for the jobbers' market. Slow stocks were set in motion when the slim stocks in retailers' hands called for replenishing.

"Tans for color and laces for construction." So says a hosiery authority in regard to what will go for late spring and all of summer. Laces are coming into strong call again for both men and women, but that gauzes will surrender their flimsy foothold is a question to be reck-

oned with. While solid colors are still in the lead, it is to be wondered at that blue is not leading them all this coronation year, when, in memory of the English King's service as a sailor, blue is to rule for men's and women's wear in Great Britain and Ireland. Blue is the sock color over yonder—we may get it by induction.

Consular information from Chemnitz continues the story of a shrinkage of its hosiery trading with the United States. Its staple lines are practically barred by our existing duties, and when it comes to competing with our 50 cent silk hose, why, she has not a ghost of a show; she can not even attempt to raise an apparition, for, as everybody is not aware, Chemnitz pays not only a duty on raw silk but also has the handicap of an export duty on her manufactured silk hose coming to this country. We get our raw silk free, and our domestic makers of the thread silk article are progressing beyond the 50 cent limit. The remaining hope for Chemnitz lies in her cheap hand labor.—Clothier and Furnisher.

There Was Room For Both.

A church located in a town just outside of Chicago was hearing candidates for its vacant pulpit, and, as customary, these applicants for the position of soul saver, were guests over Sunday of the various church officers, says the Housekeeper.

Deacon Green, who was the proprietor of the only hardware store in town, had been notified that the candidate for the following Sunday would be quartered at his home, but had forgotten all about it.

Saturday morning an athletic-looking young man, carrying a grip, entered the store, and, asking for the deacon, opened the conversation by saying: "I suppose you received my card, Mr. Green."

"Well," said the deacon, "I don't just remember whether I did; let me see, asbestos goods, isn't it. What house is it that you are traveling for?"

The young clergyman, with a twinkle in his eye, responded gravely: "I travel for the house of the Lord. I sell sky charts."

The deacon realized his error, but, unabashed, replied: "Well, there is lots of demand for both lines of goods in this section, and the trade that you don't supply the asbestos man can take care of afterwards."

He Belonged to the Show.

"Can any of you tell me," the Sunday school teacher asked, "why Daniel, when he was cast into the den with the lions, was unharmed?"

"I can, please," piped the juvenile who always figures in this brand of anecdote.

"Well?"

"Cause teacher, he b'longed to the show."

Just because you don't believe in the Bible, it doesn't mean that your opinion settles it. Remember that.

The aim of a man's life should be to hit the bull's eye of success.

What is the Best Sort of Bath?

There are baths and baths—hot baths, cold baths, tepid baths, tub baths, sponge baths, and showers; some adapted to the weak and some to the strong. She who would base her conclusions as to her welfare upon the results of any one without first trying all is making a serious blunder. It is indeed the exceptional person who will not find benefit for her health and comfort as well as a general sense of well being in one of the many kinds of baths. No one can possibly be injured by being clean every morning.

For many—possibly for the majority—a cold bath is too much of a shock. If there is not an immediate reaction after it, even with a vigorous rubbing, it undoubtedly is a mistake. Some find a quick cold plunge or shower after a warm bath beneficial when they cannot endure a cold tub. It requires a tremendous amount of vitality to take a cold bath, but its reward lies in the added vitality that it gives, sending the blood surging through the body and stimulating all the activities. If it acts in just the opposite way, leaving one shivering and blue, then it is a serious blunder to repeat the experiment. A hot bath is rather stimulating than otherwise, since it excites the circulation, and it has the virtue of being infinitely more cleansing than the cold bath, and of drawing the blood from the brain to the skin, so that it acts as a sedative at night.

The tepid bath neither adds to the vitality nor takes from it, and is consequently best adapted to those who are not strong. It is, of course, not wise to eat or to go out directly after a hot bath, since it draws the blood from all the vital organs and opens the pores. The cold bath is the greatest protection against exposure, but it decidedly is not cleansing. That means that the ideal bath is a combination of the tepid and the

cold; either a scrub in the tepid bath in the morning, followed by a quick cold shower or plunge, or a cold bath in the morning for stimulation and refreshment, followed by a warm or hot bath just before going to bed. We may forego the stimulation, delightful and exhilarating though it may be, but we cannot afford to dispense with the bath that makes us clean, and that is, the warm or hot bath.

If a tub is an impossibility, the sponge bath is a worthy substitute. It is the least exhausting of all methods of keeping clean, and, although irritatingly insufficient when one has become accustomed to the luxury of a tub, is certainly not to be scorned.

Among all these, every person, whether strong or weak, no matter what his idiosyncrasies, should be able to find one adapted to his needs without weakening his vitality; in fact, with the decided effect of increasing it, since the health of the entire body must needs be increased by keeping the pores open and active.

Ethel Osborn.

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ONLY A DAY DREAM.

Incident in the Life of Joseph McDonald.

Eleanor Smith, finding all ordinary occupations stale, unprofitable and most wearisome, and herself possessed of a restless spirit, which urged her to do something, and yet recoiled at every suggestion she offered, started out, quite aimlessly, and alone, to walk. She took the direction of Meadow Brook, because the paths in that direction were so lovely.

Joe McDonald, finding all ordinary occupations stale, unprofitable and wearisome, at the same moment also started out alone for a walk. He chose the path leading to Mound Creek, because that was the one he wished to follow. At the valley, where an unnamed stream came down, he paused.

Often before had he looked upon this little hollow, as he had passed it, and every time he seemed to have an idea of some sort regarding it. Some dim, unformed sort of an idea away back in his head which had never exactly exerted itself, because, perhaps, he had been too busy with other things to listen to its rather timid voice.

This morning, however, the idea struggled harder to make itself known; and Joe McDonald bade it come forth. It proved to be a very forceful idea, as well as a pleasant one; so pleasant and forceful that the man even allowed it to check the speed with which he had set out for Mound Creek.

He looked across the road, to where the little stream went flashing from under its wooden bridge, hidden among some bushes, then re-appeared, then hid behind some far trees, and was lost from his view. He gazed up the stream; he had not far to look, for there it ran, through a sort of pocket valley formed by two steep hills and almost closed at the back, or upper end, by another hill equally as steep. As he stood there, his eye caught the flutter of white through the trees, and it was coming his way—or rather down the winding path leading across the hills to Mound Creek. As it emerged from the concealment of the leaves, Joe McDonald's heart gave a great leap; for the flutter of white was a gown enclosing the slender figure of Miss Eleanor Smith.

"Hello!" he exclaimed, gaily, "I did not expect to find you here!"

"Neither did I," came the quiet answer, "I just strolled out and happened to land here; I'm glad I did, though, for it's a lovely spot, isn't it?"

"Lovely fails to describe it!" he rejoined, with enthusiasm; and ran up the path to help her over a steep place.

For that moment, lost in the wonderful mystery of the touch of her hand, and the joy of her presence, he forgot the stream and all other things.

Marvelous indeed was this strange phenomenon by which the mere presence of one particular person filled

all the air with a tingling glow; and the man wondered at it. If the girl had any thought of that kind, she was extremely careful not to express it, or let it show itself; so she immediately spoke of other things—the first thing which came handy being another reference to the valley.

"Is it not a wonder," she asked, "that no one has ever built a summer resort here? As to myself, I think it ever so much more charming than Meadow Brook, or Mound Creek, either."

"Say! do you believe in telepathy?" asked Joe, almost startled. "I certainly do! It has only been a few minutes since that same idea came to me, and I have decided that if I can get options on this property, I will have a real summer resort here. Down there at the road where the stream emerges to the fields, those hills close with a natural buttress to not over a hundred feet in width. Well, across this I'd build a dam, and here I'd make a lake, as high as that old yellow rock."

She looked up at the huge yellow rock, and clasped her hands with an exclamation of delight.

"How glorious!" she cried, "I never thought of that—how beautiful it would be! Why, if the lake comes up that high, it will go clear back to turn in the valley, won't it?"

"Yes," he replied, "and I don't know to where that turn leads. Let's go up and look it over."

"That'll be jolly," she agreed, and together they started to follow the stream.

"Now my idea," explained Joe, "is to build the dam at the roadside, and the hotel right over the dam, facing the lake."

"Oh, ideal!" she exclaimed, her enthusiasm growing. "Now let's follow this curve to the valley."

"I guess I had better," he decided. "If the path is too rough for you, I'll go alone."

"Oh, it's not too rough for me," she declared at once, "for I am an excellent climber."

Together they started to explore the now narrowing valley, following the stream over steep rocks and fallen trees, and pushing through briars and bushes and around slippery banks until they came to another spring welling up from under a flat, overhanging rock, and tumbling down to augment the supply for the future lake.

They stopped here and had a drink of the cool, delicious water. The man made a cup from a huge leaf, and the girl said it made the water taste fuzzy; and then, after spreading his coat upon the earth, to protect her gown, he showed her how to get on her knees and hands and drink au naturel, a trick at which she was most charming—but of course didn't know it.

They followed the now very small stream around sharp curves, until they at last found its source, which was yet another spring, and here there was no more valley. But they suddenly came upon a cleft in the hill to the right, which afforded an exquisite view over the beautiful low-

lying country, miles in extent, which lay between this and the next range of hills—a pleasant vista with green farms and white farm houses, smiling streams, waving trees and grazing cattle.

They stood in wonder at the beauty of it all, and in silence both looked out over the valley. Unconsciously the girl slipped her hand through the man's arm.

"Just imagine a sunset over there," he said, slowly. "If those fleecy clouds are there when the sun goes down they will be a fleet of pearl-gray vessels with carmine keels on a sea of gold."

She glanced at him quickly, marveling that this man had so many sides; she had known him two weeks now, and every day she found a new side to his nature. Before she could frame some way to show her appreciation of his gentler gifts, he briskly returned to practical things.

"Our lake would scarcely come to this point. I do not think it will cover the springs, but I do not want it to. I am going to look after options right off! I am glad I did decide to stay another two weeks!"

The girl was startled, as she recognized the fact that she was glad, too.

"Won't it take a lot of money to build all this?" she asked, turning her face that he might not read the pleasure stamped thereon.

"Yes, it will," he answered slowly.

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The
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"It will take nearly a million, I guess."

"Well, have you it?" she asked, in childish innocence, her eyes widening.

"No, I have not," he answered frankly. "I'm all tangled up in other business, and only have enough to cover an option on this land."

"Oh," she answered, in a disappointed tone, "then you would not build a hotel, would you?"

He smiled and answered, "Hardly."

She frowned and murmured, "I do not know how you'll do what you want to, but I guess you do, maybe."

He looked at her a moment, quite thoughtfully, and would have said something, perhaps, had she not asked, softly:

"What will you call the lake, Mr. McDonald?"

"Lake E'lner, of course."

"Indeed? Who gave you permission?"

"Nobody; it's a free name, I guess."

"Maybe so, Mr. McDonald, but if I ask you not to you will not call it that—now, would you?" And she smiled at him.

"Maybe not, but you won't say no, now will you?" And he smiled at her.

Although the bank over which they were now making their way was too difficult for conversation, it afforded some delicious helping; but soon they came out into the main valley, and here they could look down the road. Eleanor and Joe paused to survey their course, and appreciate his plan.

This time it was the man who gently slipped the girl's hand through his arm.

For some time they stood together, gazing in silence at the land with which they had purposed to do so much. Then suddenly the girl exclaimed:

"Joe, I have an ideal!"

The man jumped and his heart gave a joyful leap. All unconsciously she had called him—"Joe"—and this proved that she had been thinking of him that way. Her eyes were sparkling, and her face glowing; not due, however, to the fact that she had called aloud that name—for the girl was too eager to notice the mistake, but due to a new thought.

"Another idea, Miss Smith?"

"Yes, I don't know much about measuring; but three feet make a yard, don't they; and doesn't that road drop about ten yards?"

"Yes; but—"

"Well, that's thirty feet, the same height that you say the dam will have to be; why not raise the road making it as high as the dam?"

Joe offered her his hand. "That's worth shaking hands on," he said. "You must come into the firm! Yes, that solves the whole problem. You are a wonder, Miss Smith! We will build the hotel fire-proof, of course, and of native rock. There is plenty of stone around here, and the roofing shall be red tile."

"Won't it be great!" she exclaimed.

"Won't it be great!" he echoed. "Never was a business scheme so

pleasantly brought forth and matured.

Again they looked over the valley, but they saw not the tiny streams and wild flowers; 'twas a valley no longer to them, but beautiful Lake E'lner. It was a lake with dainty little canoes and skiffs drifting on its waters. They did not see the trees, which a few hours ago had afforded them shade from the rays of the July sun, but a house—a summer resort built of native stone and having a roof of tiling.

Silently the man took a paper—an old letter which he had failed to post—from his pocket, and sketched the imagined lake and hotel. It was a light sketch, and might well be called a shorthand picture; and yet it was full of sunshine. The girl was surprised, yet deeply impressed at his skill and wondered once more if he could do all things.

He walked to the stream, leaving her alone with the sketch on her lap. The breeze caught up the paper, and gently dropped it on the ground beside her, right side up, of course. The girl stooped, of course, and, of course, too, she could not keep from catching the words:

"I love her, Eldon, she's the dearest girl on earth. I can never tell you how much I do love her; 'tis all I have been living for since I came. I never loved a woman before in my life, I didn't know what it was like; it's the most—"

Hastily she turned the letter over, and carefully kept the sketch upward on her lap, just as the man had left it. When Joe returned she carefully handed it over to him, sketch upward. He did not take it, but instead he clasped the hand that offered it. The girl gazed at the ground, and neither saw the lake, valley or house. (The man tried to catch a glimpse of blue, but not the summer sky.)

"Of course, Eleanor," he said, softly, "this is only a day-dream so far, but it may be possible to make it as sweet."

"Sweeter, Joe," she murmured, softly. Cecil Wilson.

A Good Guess.

The entertainer was seemingly in good voice as he began: "Ladies and gentlemen, having blindfolded my partner, I will now proceed to test her thought-reading powers. I have in my hand an apple. Will you kindly tell the audience what it is that I am holding in my hand?" "An apple." "Correct. I have here a watch. Kindly tell the audience what I have." "A watch. "Quite right. You see, ladies and gentlemen, it is impossible to catch her." The entertainer produced a piece of wood and a saw, and commenced to saw vigorously. "Kindly tell the audience what I am doing." No reply. "This is rather a difficult feat, ladies and gentlemen. I will try again. Can you tell me what I am doing?" said the entertainer, continuing his sawing. "Yes. You are singing." Loud applause.

A train of thought may run off the track.

New Danger Threatens Mankind?

Dr. Hensingmuller, of the University of Gottingen, is foreseeing some of the effects of the powerful, insidious X-ray when finally we develop to its limit the uses of electricity to which the wireless system points.

The Professor points to the present well known disposition of stray electrical currents to attack metal water and gas mains in the city streets, destroying them in the process defined as electrolysis. This, the scientist holds, must be an inevitable result when waves of electricity will charge our atmosphere to the extent that reasonably may be expected in the future. Already he is not averse to suspecting that the rather insignificant uses of the wireless current is now affecting the teeth and the hair of mankind.

We have a comparatively new trouble with our teeth, in which the teeth loosen in the jaw without apparent cause and drop out, leaving the dentist in mystery. In these recent years the general tendency toward baldness has been marked as unusually apparent. Are the electric waves used night and day in wireless telegraphy a cause? Prof. Hensingmuller suspects they may be. The effect of electrolysis is marked as it escapes from the cables of a power

station. He says that in the sending of a wireless message only one mile that portion of the electrical energy used is only 1-300,000,000ths of the energy expended. The rest goes in to the air.

He Was Retained.

It was the President of the Steel Trust who sent for the head bookkeeper and said to him:

"Mr. Stevens, you have been with us about three months, I believe?"

"Yes, sir."

"I am sorry to say that we shall have to let you go."

"But hasn't my work been satisfactory?"

"Very much so; but an exigency has arisen. We are to be investigated by the Government, and our books must be made to show that we are making only 15 per cent. profit."

"But, sir, I came here direct from the Rubber Trust, after fixing their books so that they didn't show but half of that!"

"Mr. Stevens, you may stay on, and your salary will be raised to \$15 per week!" Joe Kerr.

It does not so much matter what the man across the street is doing as what you are doing yourself. That is what settles your own success or failure.

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

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

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

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GAINING AN EDUCATION.

Going Through College on Nothing a Year.

This is a story of the college boys; of those fine, determined, steadfast fellows who swing along through the world with an air of conscious pride in their particular colleges and a belief that no better college exists. It is a story of the inner lives of these same collegians; of their strife with world-conditions, in their efforts to work their way through their four years. It is a story of men who mean to gain that necessity of modern life—a college education—and who in doing it are forced by existing conditions incidentally to gain a living.

Not long ago one of the students in a certain Western college passed over the campus. He was whistling merrily, which was perhaps the reason that he did not see another student and a cow which stood not far from the path in a little hollow of the surrounding woods. The freshman was on his knees beside the cow, which had evidently proved refractory, for she looked around with an agonized appeal in her mild eyes, and a growing wonder that any human should be so ignorant of her ways. As the campus-crosser came up his brother student hailed him joyfully:

"Say, Jimmy," he asked, apprehensively, "what's the matter with this animal? I've been milking her half an hour and can't get a blamed drop."

The other student was country-bred. He took the pail and the up-turned box and sat down with the air of a professional. Soon the milk was pouring into the pail in a rattling stream. The other stood by stupefied.

"Well, by jings!" he ejaculated. "I thought it was just a matter of brute force. It's most worth my college course to have learned how to handle a cow, anyway."

At the end of the term he was known as "Bossy" on account of his skill with the udders. And as a side issue he earned enough at his job of milking the resident woman's cow to carry him triumphantly through the last three months of his college year.

He was but one of a numerous army of students who constantly devise ways and means that their four years' course of study shall not be lost. In the universities of Stanford and Berkeley, California, about 25 per cent. of the students depend almost wholly on their own efforts for the necessities of existence; an equal proportion work their way half through college, while about a third labor for the luxuries of college life. These workers reach their goal of a diploma and honors in about the same proportion as the more favored ones, who need to labor not. Each worker who means to stand on that commencement platform some day pitches into his double task with unlimited grit; he rarely misses a lecture or a recitation; studies at night or in snatched moments while dressing or breakfasting; thinks of nothing else but his square foot of sheep-

skin, and is exceedingly ingenious in making his circumstances accommodate themselves to his desires.

He can do this in a hundred and "two" ways, and any of them are instantly seized when opportunity offers. If opportunity does not look around the corner at the psychological moment, these fellows who work, and manage, and scheme, and plan, and who use their brain and muscle in a stout endeavor to best the wolf of poverty, go out and look for her. You can see them any day, battering at her doors. Sometimes she comes out in the guise of an eating-house waiter, as a gardener, dish-washer, or bill collector, or even, if Dame Fortune be particularly fickle, as a baggage "smasher" for express firms willing to employ a cheap "strong man."

Listen to the tale of the Berkeley man! He meant to win his sheep-skin and knew that he would have to work for it. His first step was to invest all his spare cash in a wheelbarrow. Then he girded up his trousers and his courage and looked about him for odd jobs. The first day he moved one trunk, the second seven, and eighteen the third. When he reached his Sophomore year he had arrived at the dignity of a horse and wagon. He left college with his valued diploma in one pocket and a check for \$5,000 in the other, the proceeds from the sale of a large and lively express business which had its beginning in a wheelbarrow and a man who was bound to win.

Hard work of whatever sort does not affect the standing of the student with his fellows. He may wait on a group of them at the college club or eating-house, and join them later in one of the gayest routs of the year. The collegian who ran a peanut stand near the college quadrangle, was altogether too popular to suit his ideas; but he attended strictly to business, and his best friends were forced to pay for peanuts consumed while the owner of the stand was looking the other way. The freshman who waited on a sorority table for small pay but generous board, repaid the liking of the girls by marrying the sorority belle, when his four years were up, while another who posed as an actor in a popular amusement park during dull seasons, won the heart of the leading lady, married her and afterward won laurels on the stage. An impecunious comrade had the bright thought of becoming press agent for a small theater in a nearby town, and "made good," much to his own satisfaction and of the theatrical managers. When a "hello" girl was needed for the campus exchange an enterprising student volunteered, moved himself and belongings down to the small office and lived there, sleeping on an improvised couch and having to get up at night whenever a call was made.

There was an inn at Stanford University badly run by incompetent hands, where the students had to eat three times a day, because it was the nearest place. Two brothers, lively, breezy, popular fellows, in

need of funds, saw their chance and embraced it. They managed to persuade the proprietors to sell out on their own terms, took over the house, put in a cook and offered positions as waiters to a dozen students. The place became tremendously popular and soon paid for itself, as well as made money for the brothers. It took common sense, financial shrewdness and skillful management to make this venture a "go," but added to this success is the fact that one of the brothers became President of the student body, and that both took the Carnot medal—the highest prize for oratory on the Pacific coast. Nearly all colleges can show a number of small eating-houses managed by college men who know what a good meal is, and who can furnish it on terms agreeable to anyone temporarily "hard-up."

"Don't disturb the freshie," was on a big sign hung above the head of a straitened student who was laboring to add to his insufficient income by blocking the plug hats of the upper classmen. He cleared one hundred and fifty dollars by this transaction, charging each classman what he considered each could stand. Another student with a taste for paints decorated the walls and ceiling of a campus candy-shop, putting a Japanese frieze on as a finishing touch, and receiving a small remuneration, joyfully paid by the delighted owners. Sometimes difficult law courses are typewritten for the benefit of other students; on one occasion the syllabus sheets in a certain engineering course were mimeographed by a determined student, who promptly cornered all the work of the college in that direction, on learning that he was a success. Newspaper men, if experienced, can pick up about eighty dollars monthly by acting as correspondents for the big city journals, and a popular form of labor is that of assuming the duties of runner or agent for laundries, or the manufacturing houses which furnish fraternity jewelry in large quantities every year. A Stanford student who received this last opportunity, made a respectable sum on his commissions, for he had quantities of friends and they all backed him up with a will.

Nothing surprises the dwellers on the college campus; but the Chinese cook of a sorority house must have been startled when a big husky freshman suddenly appeared at the kitchen door with a demand to be permitted to help in the work. He helped that "boss" cook morning and evening, but it didn't take all of his spare time, so the University gave him a room free of charge in the frame barn which housed the campus hose-cart, and he turned himself into an amateur fireman, promising to be on hand whenever the fire-bell sounded. As he was lonely, he made room for five other students in his barn, and between the six of them expenses of living took a drop. One of these barn-roomers was a man who put in his evenings when the others would let him sewing college pillow covers, to be retailed at one dollar apiece at Christmas. Those

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Watson-Higgins Milling Co.
Grand Rapids, Mich.

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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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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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GRAND RAPIDS, MICH.



pillows were tremendously popular, and "Georgie" turned a pretty penny.

The ever-present camera offers a good chance for gathering in the shekels. Any event of interest or importance occurring on the campus is sure to be snapped, kodaked or photographed by some one, and the developed pictures sold to hundreds of students as souvenirs. As a side issue a certain Western man invested in a second-hand printing press and took odd jobs. He found plenty to keep him busy.

The "hot-dog" wagons are favorite rally-spots for students, especially if one is run by a comrade-in-arms. More stable lunch-counters are sometimes presided over by students who furnish nutriment for hungry men at extremely low rates, but who are still able to count their profits. Digging sewers and house-foundations is a paying form of work for the muscular, and it is not uncommon for students of any university to be amateur plasterers, carpenters, bricklayers or capable plumbers, electricians and machinists. One man in a Far Western university collects toll from the public as local gateman on the interurban trains, and a shrewdly successful and far-seeing student, reasoning that every man on the campus must have his trousers pressed in some bright future, bought a tailor's goose and performed that duty for his college brethren at 50 cents per. He could count on at least twenty dollars a month, and it came in nicely. But, then, he always guaranteed a good crease.

In every university there are various positions which pay small returns. Tutoring backward students is a mode of earning money much in vogue in Eastern colleges, while hardly known in the West. The pay for such work depends on the standing and ability of the man and on the application of the student. This work is private, but there is a college position of gymnasium-assistant which pays its holder from \$25 to \$30 a month. Such a billet demands exceptional ability. Laboratory and library assistants may receive about \$25 per month. Nearly every fraternity or sorority house has its "house manager," who receives from \$25 to \$30 a month, and, among women especially the work of manuscript-revisers and correctors of manuscript for professors sometimes brings in good returns. Editors of the various college magazines usually clear several hundred dollars each.

The stuff of which most 'varsity men are made is shown by their fighting grit when confronted by seemingly insurmountable obstacles. One broad-shouldered fellow, with the chest of a Hercules and the legs of a track captain, was forced to drop out for a year to try and make more money. On his return he was met by one of his college mates, who asked him if he intended renewing his college course next year. His jaw closed like a steel trap.

"If not next year," he exclaimed "it will be next, or next, or next. I'm willing to wait if I have to, but I've

determined to win my college degree, and it's going to take Hades itself to prevent me."

There are just three "don'ts" which should be considered before entering the race. Don't enter unless you have a proven ability for some one means of support; don't enter without six months' cash in hand, and don't mind if at times you seem to "go under." If one has good fighting powers and an intense enough desire to own a college sheepskin, no seeming powers of hardship or disaster can prevail.

Negligence, Negligence, Negligence.

It was well said by that famous apostle of common sense, Ben. Franklin, that "a little neglect breeds great mischief." If that is true, how much greater mischief can be bred by a great deal of neglect! A great deal of it is occurring all the time.

If a hand-extinguisher, or even a bucket of water had been where it ought to be, a certain great five-million-dollar fire in the state capitol at Albany could have been extinguished before it did five dollars' worth of damage. But the extinguisher and water were not there; they had been forgotten, or worse than forgotten, by some negligent employee.

It will take more than one million of dollars to replace the books in the state library—even those that can be replaced. There was no insurance upon them, or upon anything else in the destroyed buildings. More neglect.

There were thousands of books and manuscripts, of which no copy exists, and which never can be duplicated. There were splendid paintings, interesting and instructive documents and original manuscripts written by distinguished authors, travelers, statesmen, public officials and soldiers, and gathered all along during the past three centuries; these were made over into ashes.

A few rods away from this library—or where it once was—stands a fire-proof stone-and-steel building, in which all these priceless articles would now be resting, safe and sound, if the building had been completed within the time stipulated by the contract. More negligence.

Are we drifting more and more into the unconscious proverb, "Never do to-day what can be put off until to-morrow?"

You men who try to overthrow the Bible by science are fools. Where is there a scientific man who was not educated by the Bible? Did you ever see a learned man or a book written by a man who was educated by the beliefs of Confucius, of the Hindoo gods or other gods? No.

If I absolutely knew that there was no other life, no future hereafter, no hell, no punishment in the other world, I would still live the simple life of the Christian and seek the blessings of the Christian life.

Christianity has rescued the home, saved thousands of lives, built up business and has swung the world's pendulum from "might is right" to "right is might."

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BRAINS WIN OUT.

Story of Andy and the Whipple Contract.

When old man Stevens wrote a long personal note to old man Rand, who was a good friend of his, in which he related the woes of being the father of a lazy and cigarette smoking son, he ended up by asking old man Rand if it would be presuming on his friendship to ask that he give son Andy a job. "If you do," he wrote, "I will credit you with being a charitable man and a true friend." And then he added a neat little postscript: "Show him absolutely no mercy. None. Try to treat him like a pedigreed bull if he shows signs of making good, but if he is like he is now treat him like a yellow dog with the mange. Kick him in the slats and send him back to me. Then I'll fix him so that he never will forget it."

That is how young Andy Stevens one week later went to work as salesman for the Rand Steel Window Frame Company at a salary of \$20 a week and commission.

The main trouble with Andy was not stupidity. He could not be called stupid, even by his father; in fact, he was original and educated. The trouble was that Andy's backbone, ever since the first day he entered college, had steadily but surely weakened, so that by the time he had left school he had consummate aversion to anything that resembled work. After holding two jobs two weeks "the governor's" patience with his pride and joy blew up with a distinctly loud pop, and he told son Andrew that if he did not succeed in holding the next job he got for him for at least six months he could no longer see him in the light of son and heir. And then Andy promised.

Promises So Easy To Make.

But Andy's promises were as an ice cream cone to the urchin with only a nickel to spend. They did not last long. In the first three weeks he evinced a decided preference for short meetings with a blonde young woman from Vassar who lived in a fashionable street a few minutes' walk from the office instead of the drudgery of selling steel window frames. He only neglected his business about half of the time, and to him that was an excellent record. He succeeded in landing one contract for \$500, had faint hopes for one of a thousand, but on the whole was a weekly loss to the firm of \$15 at least.

Then one morning he was summoned into Mr. Rand's private office. This after four weeks' indisposition in the interests of steel window frames.

"Young man," said Rand, adjusting his eye glasses on his big nose, "did you ever conscientiously apply yourself to anything except making the football team? To any real work?"

"Why, I thought I was doing great work," interrupted Andy, arranging a new cravat, a dollar one. "Haven't I been working like a

Turk? Didn't I land a \$500 contract? Didn't I—"

"A mere drop in the bucket! Five hundred dollar contracts are as plentiful as June bugs in June. What we're after is something that is not in the June bug class. But that is not so much to the point. I understand from one of my other men that you have been neglecting business for the company of a blonde young lady from Vassar who lives up on —"

"I didn't think a few minutes each day would make—"

"You didn't, eh?" Mr. Rand snorted. "Well, you're wrong. Days are made of minutes, that young lady is my daughter, and I won't have her talking to a young chap who is not worth a thimbleful of salt, because he is so lazy. Now, look here. You are no good simply because you won't try to make good. You loaf. You are a blunderbuss. You scatter your shot and it never hits anything."

"Unless you improve, unless you show that you're worth what we pay you, I'll keep my daughter so far away from you that you couldn't get to see her in ten years with a Scotty special running on a clear track. Yes, and also I will fire you, which will be an unhappy event in your young life, so your father tells me."

Strange Whim of Rand's.

Then, while the young man before him gazed helplessly at his reflection in the polished surface of his ultra-smart tan shoes, there came into Morton Rand's many sided mind a strange whim and the thought of the Whipple contract. Just what caused him to think of the Whipple contract and Andrew Stevens at the same time never will be known. The mere thought was absurd. The Whipple contract was the goal of the sales force. They had tried to get it for years, but Whipple himself would not listen to any of them. Whenever a salesman thought himself above the average Rand sent him out to try to get the contract for the Whipple factories. Invariably the salesman came back and begged the other salesmen's pardon for thinking he was any better than they.

He resolved to try young Stevens on it, and to throw a scare into him.

"Stevens," he said, with a queer twinkle in his eye, "I will give you another chance to make good. There are two large mills, owned by a man named Whipple, which should be fitted with our steel window frames. Now, I want you to see this man and pull the contract. It shouldn't be impossible. If you fall down on this simple thing you can hang your hat in some other office. You understand?"

"Yes, sir," Andy twirled his straw and prepared to leave. "How much time will I have to land it?"

"Four weeks," said Rand, digging his teeth into a perfect. "Now, go to it, and work hard, for I think there may be some small difficulty in getting it. But get it!" He stopped and smiled as the young man disappeared through the door. "Yes," he added to himself with a chuckle,

"there may be some small difficulty."

Two horrible weeks came and went, almost an entire case of Turkish cigarettes were consumed, a pad of paper bore many irregular curleques and still young Mr. Stevens, aching for the sight of the blonde young lady, had not formulated any plan as to how the Whipple contract could be landed. Repeated and continuous attempts to see the grumpy old man had failed and each day Rand gleefully asked: "How is the Whipple contract, young man?" And just as surely his answer was, "I'm trying, but there is time enough yet."

Then came the night a week later when Rand on the way home in his machine in a forgiving mood picked Andy up intending to drop him off at his home and then proceed onward. Half way out the machine slowed down and finally came to a stop, in the fast falling sunlight. And then, before either man could dismount from the car, there came a sudden grinding of steel, the shriek of tortured metal and rending wood, and then old man Rand was thrown, slightly stunned, to one side of the road, while Andy picked himself up unhurt and stood in the road watching a car flying down the road on the rear of whose tonneau he had caught the sign "1134." Then he turned his attention to Rand.

"Blast him," said the irate old gentleman as he rose and brushed himself. "I'll sue him. Yes, sir, I will sue him. For fifty thousand. Curse automobiles, curse roads, curse speeders. Curse everything. I didn't get his number."

Andy said nothing and together they left the scene of the wreck and went home.

Five days later a young man immaculate from head to toe and with the joyful air of success walked into the office of Rand, of the Rand Steel Window Frame Co., whipped off his straw hat with a debonaire manner and slammed a package of papers down before the astonished official. Then he whistled a short bar for a brief optimistic moment.

"The Whipple contract," he said with a low bow. "Kind a poor, eh?"

Some Class To Andy.

Rand dropped his glasses, turned red, half rose from his chair and then dropped back, a broad smile blended with amazement spreading over his countenance like maple syrup over a deal table.

"What!" he exclaimed. "We—we—have landed the—the—Whipple contract? Tell me we're going to put steel window frames on an Irishman's shanty, but don't tell me we have old Whipple hypnotized! I can not believe it!"

"There she is," Andy said haughtily with an air of I-do-this-sort-of-thing-every-day.

"But how did you do it, sir?" Rand was almost apoplectic.

"Very simple, Mr. Rand." Andy was elated. Andy always was elated. "Mr. Whipple is the President of the Anti-Speed Commission. He hates to see an automobile break the limit almost as much as he hated to give

us the contract. But he had to. You see he was exceeding the speed limit the night that his car hit yours."

"What! Was that Whipple's car? How do you know?"

"I am of observing proclivities," said Andy, with pride. "I got his number."

"Mr. Stevens, you are a bright young man."

"No one knows it better than I, sir," the young man replied. "That is why I took the matter further. I showed him plainly that the accident would never have happened if he had not been speeding, and that you would sue him for \$50,000, and that I would show him up in a most unpleasant manner concerning the speed law if he did not at once give us the contract to fit his West Side factory with Rand's famous steel window frames, without which no home or office is complete—easy to install and last forever. He fumed and he kicked, but I insisted."

"But what has that to do with a matter of this import?" Rand was impatient.

"He's an old friend of mine." The young man blushed. "And I owe him a lot. Because, you see, he pulled off the collision between Whipple's machine and yours. A fine chap."

Gordon Seagrove.

Wasps' Method of "Live Storage."

Almost every observing person is familiar with the "mud-dauber" wasp and its mud cells which it deposits often under the top stringer of a picket fence, in barns and woodsheds. These observers are familiar also with the fact that comatose spiders, beetles, flies and pupae of various kinds are to be found in these cells, alive, but insensible from the sting of the wasp. In each cell containing such insects are wasp eggs which, hatching, leave the young wasp with readily available cold storage food on which to feed until he can break from his mud cell and take to flight.

Taking this phenomenon of storing live insects in this manner, some scientist is asking why in the shipment of meats the animal may not be put into the same state of coma through chemical process.

The theory is that anything is possible in modern chemistry, some one readily may produce artificially the paralyzing excretion which the wasp uses. It readily may be determined whether a small animal, treated in this way, can be poisonous to a cat or dog. Perhaps the analytical chemist can determine this fact without actual test. The point is that if economically this wasp's natural secretion can be manufactured and reduce to a comatose state the animals now shipped alive, the experiment would open a vast opportunity both to the stockman and the transportation companies.

Now He Knows.

"Can you imagine any reason why my eyes should be so weak, Miss Arabella?"

"Why, no, I can't, Mr. Snooch—but I know that they say the eyes are the index of the mind."

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FIERCE AND FURIOUS.

Incident of the War of the Rebellion.

Written for the Tradesman.

Colonel Bill Andrews dropped his morning paper with a low ejaculation.

"What is it, William?" asked his wife, glancing over the coffee urn at her husband, whose gray hair and white mustache gave him a truly patriarchal appearance. "I trust nobody's killed. So many folks begin the Fourth on the third nowadays. There was a promise, you know, that we should have a safe and sane Fourth this year."

"I expect that is what we shall have, my dear," returned the veteran, his gaze riveted on the carpet, the paper having fallen across his knee. The face of the Colonel wore a troubled expression. His mind seemed to wander.

"There was something in the paper, William," pressed the wife, "something that has sent your thoughts wool-gathering. If you do not quit that and drink your coffee it will get cold—"

"Yes, yes—true, my dear," and the old man drew his napkin across his knee, proceeding to taste the golden nectar in his cup.

The meal went on for some time in silence. She knew her soldier husband indulged in fits of meditation at the most inopportune times, even to the exclusion of neighborly courtesy on occasions when some of the town's people called.

"What was it, William?"

Breakfast finished the little woman shoved back and sent a question mark from her undimmed old eyes into the face of the veteran opposite.

"What is what, my dear?"

The Colonel reached for the tooth-picks.

"Why, that news in the paper—let me take it, will you?"

"The paper—news—Lord, yes, I remember now," picking up the morning News. "I'll read it to you, my dear. It's quite a shock to me, I assure you, a very distinct shock." The old man spread the sheet on the cloth before him and read:

"Died—At the Charity Hospital last night, Samuel Adams, an old soldier. Adams had been but a few days at the hospital. His death was caused by a wound received in the Civil War."

"There!" exclaimed Colonel Andrews, glancing from his paper at the little old woman opposite, "what do you think of that, Amanda?"

"I think it a shame that a soldier of the Civil War should die in a charity hospital," and Mrs. Andrews nipped at the corner of her apron with a sigh. Her old heart had always a warm spot in it for the Grand Army veteran. She had been Corporal Billy Andrews' sweetheart in that day when the war clouds hung black about the ship of state; she had married Colonel William soon after his homecoming, and the life of the twain had been an ideally happy one during all the days since.

"Yes," admitted the old Colonel,

"it is pretty tough—so near the Fourth of July, too. Poor old Sam! I knew a Sam once, but this can't be him, of course not. My Sam has been dead these many years."

"The idea of a soldier depending on charity in this day and age!" continued Mrs. Andrews. "Why, William, how can that be? I thought every man who bore a gun in defense of the Union has a pension, or at the least was housed comfortably in a soldiers' home?"

"It would seem that such ought to be the case," assented the Colonel, that far-away look again filling his eyes. Again he saw a battle scene, charging battalions, struggling men and horses, the bloody deluge of a great battle. An incident of that battle brought back to him the face of Samuel Adams.

After the meal Colonel Andrews drew on his light top coat and gloves, for the day had something of frost in it despite the season, and stood gazing thoughtfully out of the window, hat in hand.

"Where are you going, William?" asked his wife.

"To the Charity Hospital, Amanda."

"Oh, to see about this dead soldier?"

"That's it, Amanda," the far-away look still filling the dimmed eyes of the old veteran. He had prospered since the great war, was on the slope of a happy old age and, of course, was in receipt of a goodly pension from his grateful country. The thought that another had gone to the poorhouse, a soldier at that, and to die there, was a most unpleasant reflection.

"That's right; go along, William," urged the wife. "There won't be a potters' field for this soldier anyhow; you'll see to that, won't you, Will?"

"Trust me for that, my dear."

When Colonel Andrews reached Charity Hospital and enquired for Samuel Adams the attendant shook his head.

"The man died last night," said Andrews.

"I don't call to mind any one dying then," said the other.

"Hello there, Bill!" called a jovial voice and Doctor Tremaine came forward and warmly shook the hand of his friend, the Colonel. "You were looking for some one, eh?"

"Yes," and the veteran explained his mission.

"This way if you would see Adams."

The doctor led the way to a bed in one of the wards. Colonel Andrews halted to gaze down at a grizzled old face on the pillow, a face with sunken cheeks and hollow eyes yet not the face of death. The man was alive and stirred slightly. The visitor sat down at once.

"You know him?" uttered Tremaine, turning to go.

"Yes, I think I do."

The voice of the speaker was shaky with suppressed feeling. He had thought only of a dead Adams—this was different, far different, and startling. The hand that lay outside

the coverlid was minus two fingers—lost, as he well knew, at Antietam. Ah! how well the Colonel remembered that fight and the death that would have been his had not the hand of Adams—maimed, loveable old hand—stayed the weapon that had been aimed at his heart.

"Hey, there! you old Reb!" called Andrews, bending low over the invalid. The sunken old eyes flew apart in a stare.

"My heaven! If 'tain't that old Yank, Billy Andrews!" The hand, minus two fingers, went out feebly for a shake.

"It was a mistake if they had me dead," chuckled the old man on the bed. "These newspaper fellers are great on hot air, yeh know, Billy. I had a fainting spell. Yeh see, I wan't jest rational t'other day when I struck the hospital; hain't been right sense, nuther. Doc. says it's nourishin' food I need. Mebbe 'tis, mebbe 'tis—"

"Great Scott! have you got down to that, Sam? Wish I had known this sooner."

"Oh, I'm all right. You-uns git pensioned off, we-uns has to hustle fer a living. By gorry, though, I ain't complainin', old man; I sha'n't last so very long, anyhow. Better if the newsy'd got it correct. We old Confeds hain't no call ter complain, I allow. Glad yeh came in, old chap—it's been so long, so very long."

A deep-drawn sigh escaped the twitching old lips; there was a suspicion of moisture in the hollow eyes, a quiver of the shrunken throat muscles.

"A good while, Sam," in acknowledgement of the last words of the other. "Do you know, I've wanted to find you ever since the last war—"

"The Spanish fight? I see. My Bob was there, so he was—"

"Bob?"

"My boy, Bill, born since his dad—"

dy fit for the South under Lee—named fur the General, you know."

"Ah, I did not know."

"I reckon yeh didn't, Bill," with a spasmodic jerk of the muscles of the forearm, the fingers and thumb twining tightly about the Colonel's hand. "He was half a Yank anyhow, and he was bound to fight them hidalgos, to shed his blood fur the Stars and Stripes. I've kinder felt different, Bill, since then."

"Yes," said the Colonel.

"He's down there yet I expect."

"Down there?" Colonel Andrews bent a little nearer. He imagined

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the mind of the sick man wandered. He was really very ill. It was quite probable that the newspaper story of his death had been only a few hours premature.

"In Cuba. He was at San Juan Hill; was hit by a Spanish bullet and laid out for keeps. He lived long enough, though, to send word to us, the mother and me, that he'd gone under fighting for Uncle Sam and the flag his dad fit so hard against in '61. Sense then I've felt different."

"And given up your old ideas as to the justice of the 'Lost Game?'" suggested Colonel Andrews, his kindly face beaming.

"Heavens, no! not that!"

The sick man wrenched his maimed hand aside, half turned to the wall, emitting a deep groan. Colonel Andrews sat thoughtfully regarding his old opponent in the trial of battle. Before he could formulate words of apology over the mistake he had made Adams spoke again in low, tense, earnest words:

"My soul! Bill, you can't understand. We-uns was in Hell's mouth for four years and we can't come out now and say we was a passel o' brigands. Bob Lee was a gentleman and a soldier—"

"That's all right, Sam," hastened the visitor, a tear filling his eye. "I can, I do understand—"

"Can yeh? I reckoned yeh couldn't, Bill."

"Sure I can. Forget it, you old veteran, and come home with me."

The Colonel rose to his feet, still holding the hand of his old antagonist, yet withal his friend.

"No," sighed the sick Confederate, "there ain't no home for sich as me this side t'other world, which place I'm goin' ter mighty soon."

"Look here, Sam," cried the old Colonel, visibly agitated, "this will not do. Do you know what day tomorrow is?"

"I reckon I done forgot."

"It's the Fourth of July, old man—"

"The Fourth o' July. Um-um. I done forgot, shorely," and the damp lids closed flutteringly over the hollows in the dying Confederate's face. The tall, gray-haired man who stood there in the shadows meditated for a minute, not for one moment releasing the maimed old hand of the other.

"That," said Andrews, "is our National birthday. We can all celebrate that, old chap, every son and daughter in this broad land of ours, from Mexico to the Canada border. You shall celebrate it with me at my home. No refusal now," as the half-conscious old Southerner began to faintly remonstrate. "It is Washington's day, Sam, Washington's and Lee's and Grant's; there's no getting around that."

"Mebbe not, mebbe not," and old Sam lay quiet with closed eyes.

Very trembly and weak, yet full of glowing enthusiasm for the gift of renewed life, Samuel Adams, descendant, as he claimed, of one of like name in Revolutionary days, sat in Colonel Andrews' carriage beside

the veteran and his wife witnessing the parade of an old-fashioned Fourth of July celebration.

The parade was unique in some particulars. There were veterans of Lee and Grant riding on floats which were joined by a squad of Spanish War soldiers forming the link in a chain binding together the North and the South.

The maimed hand of old Rebel Sam twitched when he saw this. Thoughts of the patriot boy whose dear form lay swallowed in Cuban soil, a martyr to liberty, filled the old Southerner's soul to overflowing, tears coursing down his hollow cheeks.

There was much music, speech-making, plenty of noise and confusion, yet fortunately no fatalities for the day.

"By hen, it do seem like old times," muttered Adams with a sigh.

"A united country under one flag, the flag of Washington and of Lee!" proclaimed the speaker, himself a veteran of the Spanish War.

"Wonder what he means?" muttered old Sam.

"How do you make that out?" called a voice. The Confederate veteran put his shaking whole hand behind his ear to catch every word, his moist eyes shining with eager light.

"I make it out that this is an all American holiday," proclaimed the speaker, tossing back the floating locks from his brow. "Back there in Revolutionary days were Washington and Harry Lee fighting the British crown; a decade ago we had the Spanish War, when the North and South united under the Old Flag to flog a foreign enemy. Many a veteran of Robert Lee's went to Cuba and to the Philippines; the dead of South Carolina and of Massachusetts mingle their bones in foreign soil in a war justified by every Christian government on earth. We are a Nation to-day in good truth. Withered be the hand that would break or in the least mar this fraternal union!"

A spontaneous outburst of cheers followed. Old Sam Adams, adamant rebel that he was, bowed his grizzled head on Mrs. Andrews' lap and wept like a child.

"My soul! he may be right—Robert was—was right, too, please God!"

"Yes," said the Colonel's wife, "your son Bob was right. He exemplified the union of hearts that the war for Cuban liberty effected between the men who fought under Lee and Grant."

Colonel Andrews beamed joyously upon the tableau—his Amanda, a rabid Abolitionist of ante bellum days, a pronounced rebel hater, soothing and cheering the sorrows of an old veteran of the Confederacy! There was something wonderfully startling in the metamorphosis.

But the gentle nature of the old woman was touched. It had been a Rebel hand that stayed a Southern blade when it sought her husband's heart. She had longed to see and bless that Confederate soul. Now the chance offered in a most pleasing and unexpected manner.

Riding homeward at dusk of that

eventful day, old Sam Adams felt each of his gnarled old hands clasped by those of Colonel Andrews and his wife.

"Amanda was a fierce Yankee," said the Colonel as they rode along. "fierce and furious for the Union: rather severe on the Rebels, as she called them. Now she realizes that the man who saved her sweetheart's life at Antietam, although he fought under Lee, has nothing to apologize for—she believes as I do that we are one under the Old Flag, never, let us hope, to be again divided while God reigns and this good old world stands."

J. M. Merrill.

Swell Fun.

"Where are you going with that goat, little boy?"

"Down to the lake. Come along if you want to see some fun. This goat has just et a crate of sponges, an' I'm goin' down an' let him drink."

No man begins to live until he is a Christian. The man who is not a Christian is just like the brute in the field. A lot of people are just breathing, and should live the Christian life.

Great men always drew their inspirations from the Bible. The great authors, writers, poets, sculptors, painters, philosophers, educators and others always believed in the Bible.

You are the biggest fool in the world if you think that when you don't believe a thing it's blotted out.

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F. O. B. Grand Rapids, Mich. April 17, 1911. Prices subject to change without notice.

Corporal Brand Rubber Roofing	
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Weatherproof Composition Rubber Roofing	
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2 ply complete, about 45 lbs. per square	1 05
3 ply complete, about 55 lbs. per square	1 25
Weatherproof Sand Coated	
1 ply complete, about 55 lbs. per square	\$ 90
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3 ply complete, about 75 lbs. per square	1 30
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
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Red No. 20, about 20 lbs. per roll 500 square feet	\$ 31
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The Three Largest Prepared Roofing and Building Paper Mills in the World



Points of Similarity Between Shoes and Baseball.

I have seen a real ball game. Here I have been pegging and sewing shoes all my life, and missing a lot of fun. I have always believed it was a sign of softening of the brain, or absence of softening material, for a man to talk baseball and waste his time going to see it, but I guess I have been wrong. I often am. The older I get the more I learn that other people occasionally have good ideas, also.

About this baseball business. I was not feeling very well the other day, and Jimmy—he is one of the packers—came in and said, "Mr. Cobbler, come with me and get some fresh air, and get a holler or two out of your lungs. The Detroiters are here. Let's go and see Cobb lamm the ball."

"See who?" I asked.

"Cobb," he says.

"Look a-here, Jimmy," says I, "do you mean to tell me any respectable cobbler has fallen so low as to play ball for a living, instead of making honest shoes, like a man?"

I was all riled up about it, but Jimmie only said, "Oh, you'll see him; come on"—and I went.

We were a few minutes late, and did not reach the park until the second inning.

"What's your hurry?" I said to Jim. "One inning is just like another, isn't it?"

"No, it isn't," snapped Jim. But I laughed and didn't hurry. I know better now. Well, just as we were getting into our seats, the whole crowd in the grand stand jumped to its feet and yelled like mad. A young fellow next to the seat I was going to take yelled, "Oh, you Cobb!" This was more than I had expected. It was a reception entirely unlooked for. Of course, I make the best shoes in the world, and there is a lot of enthusiasm over them, but I never expected ten thousand strangers to jump up when I came in, and yell for me like that. I took off my hat and bowed, but they kept on yelling, and finally I touched the young man, who had spoken my name, on the arm and said, "Thank you."

He looked at me in a puzzled way and said, "What's eatin' you?" and began yelling again.

Just then Jim gave me a poke and said, "You're wrong, old man. It's that other Cobb I told you about they are yelling for. He's just pasted it on the seam and made a homer. Didn't you see him slide into the plate just now?"

"No, I didn't, and I'm glad of it. No respectable cobbler would paste a seam nowadays."

Jim laughed and said, "You're a little off on that. I meant he smashed it on the nose for four cushions."

"Well, that's too much for me," I said. "I know all about heels, toes, soles, shanks and cushions, although four of them is too many for one pair of shoes; but I don't know about noses, nor what you mean by smashing one."

"Why, I mean he welted it good and hard."

"Now you're talking," I said. "If he gave it a good welt, he's a good shoemaker, and I'm proud to know him. If a cobbler has to play baseball for a living, I want him to do it right and honest."

He looked at me a minute and said, "Oh, that's all right; perhaps you're not as crazy as you look," and lighted a cigarette, which he threw away again in a minute, because he had to give some instructions to the pitcher.

He wasn't the only one. There were a dozen of them telling the pitcher what to do, and some telling the batter, while others were giving orders to the umpire and the coach drivers. I got confused with so many orders being given, and I wondered how the players could tell what to do. One told the pitcher to "put it over," another to "keep it down," and another, "keep it up." At the same time somebody yelled, "Don't let 'em make a run," and another, "Nobody walks." One fellow was yelling to the batter to "let it alone," and another was telling him to "take another one." I got so puzzled about these contradictory orders, especially about not being permitted to either run or walk—and no airships in sight—I asked Jim why they had to have so many managers, and why they did not go down on the ground, where the players could hear them better?

"What, them guys?" said Jim. "They're not managers. They don't know enough about baseball to play one old cat. They pay for a ticket to get in here, and then yell their lungs out giving foolish instructions to the players. Why, if the players did as these guys say, we'd never win a game a month."

Just then the noisy youth next to me shouted: "Knock the cover off. Put it over the fence," and a minute later, when the batter had bunted—I believe that is what Jim said—and the ball fell down in front of him, and two men scrambled for it and got so mixed up the batter reached

first base, he shouted, "That's the way to play the game."

A few minutes later there was a high fly knocked a long way, and one of the players caught it and made a long throw of it to the catcher, while a man was running towards the catcher. The ball and the runner reached him at the same time, and all fell on the ground together in a cloud of dust. The umpire waved his hand and Jim yelled, "He's out!"

"Who's out?" I asked.

"The man trying to get in."

"Why is he out?"

"Because he couldn't get in. That was a beautiful throw. That Cobb can peg some. This sews up the game tight."

"Well," I said, "I don't see how a man can sew up anything by pegging. Besides, I don't consider it honest for a shoemaker to peg a shoe and then sew it to make it look like a sewed shoe. That's no way to keep the quality up," I said.

But Jim was not paying any attention to me. "Slide! Slide!" he yelled, jumping to his feet. "That's the boy. Stole it by a mile."

"Stole what?" I asked.

"Stole second base."

"What's he going to do with it?"

"Leave it and steal third."

"See here, Jim," I said. "What's all this nonsense?" How can a man steal anything with all this crowd watching?"

"They were not all watching. The catcher was asleep."

"Jim," said I, and I looked him right in the eye, "You're as crazy

as the others, and talk just as much nonsense. Besides, didn't I hear you just now giving orders to that man to slide? Do you know enough to play one old cat yourself? No respectable shoe man will come out here and tell men to steal." But Jim was not paying any attention to me. I heard the young man on the other side of me saying, "He's as nutty as a bug," but he'd been saying so many queer things I didn't try to make out what he was talking about. So it went on for a long time, the crowd yelling all sorts of contradictory things, the ball going all over the yard, the man dressed in blue clothes waving his arms and running about and shouting short words through his teeth, until at last there was a runner on third base, and Jim said if that man got home we would "have them safe in a box and the cover nailed down."

"Why doesn't he go home, then?" I asked. "Nobody's holding him. Is his wife here, or waiting for him?"

"You're the limit," said Jim, with

Mayer HONORBILT
FINE SHOES
FOR MEN
A SNAPPY LINE

Detroit Rubber Co.
WHOLESALE OF
RUBBER FOOTWEAR
DETROIT.

Our Olympic Elk



The leather and extra good shoe making we put into our Olympic Elk shoes make them the best wearing and longest lived elk shoes you can buy. Two colors, black or tan, both blucher and bal cut.

Rindge, Kalmbach, Logie & Co., Ltd.
Grand Rapids, Mich.

disgust. "I mean, if that man makes a run we have the game cinched, bottled up, nailed down tight."

"Well, why doesn't he run, then? Tell him. You told him to slide, and that seemed to be the right thing. If you know what he ought to do now, tell him before this pie-face next to me tells him something else."

Just then the pitcher threw the ball to the catcher, the man on third started to run, the man at the bat bunted the ball, and it rolled towards first. The pitcher and catcher bumped into each other trying to get the ball, the runner crossed the little place where the batter had stood, and the batter reached first base.

"Squeezed it in! squeezed it in!" yelled Jim, while the whole crowd was shouting like mad, "She's nailed down tight."

"You don't mean to tell me you approve squeezing in another pair after a box is full, Jim Bradley," I said. "That's no way to pack goods."

But Jim was waving his hat and shouting and didn't hear a word. He slapped me on the shoulder and yelled, "The slickest play I ever saw. Say, old man, I feel so good I am going to buy you a bottle of pop. Here kid, two whites," and he fished in his pocket for a dime, and while he was hunting for it, the boy handed up the sodas and I paid for them.

After that things were pretty quiet until the end of the game, a little while later. The home club won, which, Jim told me confidentially, had not been a long established habit. We worked our way through the crowd and found a precarious perch on a crowded car. On the way home Jim told another man all about the game, while the other man was telling him all about it, and I got to thinking that baseball and making shoes are very much alike. Quality counts in baseball just as it does in shoes. You can make all the pretense you want. If the quality is lacking the people soon find it out and patronize another place. You have to be up to the minute, wide awake, ready to take advantage of the mistakes of the opposition, and tend to business for all you are worth. That is what makes the shoe business, and I guess that is what makes baseball and everything else that is a success. Frank Stowell.

The Wine of Life.

Nothing counts so much in business as genuine courtesy. We do not mean by this obsequious attentions, which often defeat their purpose by being too obviously of the business-seeking character. What we mean is politeness, geniality, readiness to be of service in little things, regardless of their bearing upon the shoe business or the possibility of turning the courtesy into trade.

A thousand illustrations of the difference between helpful and unobtrusive politeness and conspicuous efforts to make an impression might be cited, but we have not room for them.

All we can say is that the kind of courtesy we mean is the kind that smiles as pleasantly and acts as quickly when a strange lady enters

and asks for a postage stamp as when an old customer comes in to get a pair of shoes.

It is the kind of courtesy that, when a stranger in town opens the door to ask you where a certain place is, takes you to the door to point it out to him, instead of merely replying, "Down the street a couple of blocks."

Real courtesy is spontaneous, yet it can be cultivated. If your clerks do not show it naturally, make them cultivate it. It is a business asset of inestimable value—and it makes you feel a lot better yourself. It is the wine of life. It is one of the things in the intercourse of men which makes them differ as much from animals in fact as they do in appearance.

The poorest reason of all that may be given for acting always with genuine and unobtrusive courtesy to strangers and friends alike, is that it makes business—and yet that is a pretty good reason also.

Keeping Busy Makes Business.

Warm weather is coming on—it has already come, and with a rush in most places—and one of two things is going to happen. Either you are going to get the better of the warm weather or it is going to get the better of you. As a business proposition it would be better for you to be on top.

Do not relax a single ounce of effort because of the heat. If others do so, then your chances for business are just as much better as their inactivity increases.

There is business to be done in warm weather, and the store which makes the best bid for it will get it. Make your store as cool and comfortable as possible, a pleasant place to spend a few minutes out of the heat of the street, and see that the people understand that this is done, and that they are welcome to enter and help you enjoy the comfort.

See that your advertising is seasonable and that the advantages of your store are made plain, not only as to comfort but with regard to the quality of the shoes you have to offer.

Keep busy. The best way to beat the hot weather and to prevent a falling off of business is to take advantage of the weather instead of letting the weather get the advantage of you. As General Grant used to say, "Much depends upon which side strikes first."

Diplomatic.

"Jinx lied to me yesterday in order to get off to go to the ball game. He said his wife's mother was dead."

"I think you are mistaken. I heard what he said."

"Then what was it?"

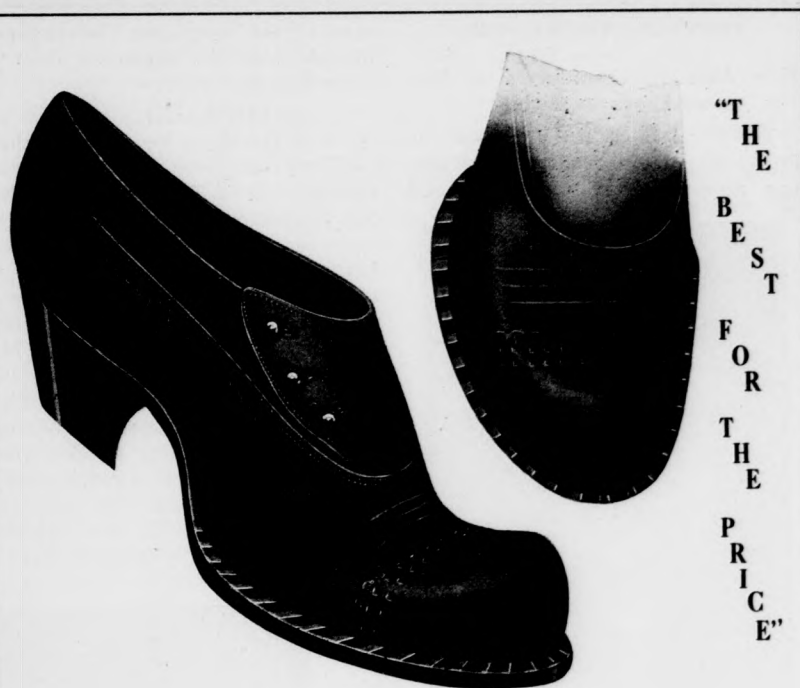
"He said he would like to attend his mother-in-law's funeral."

No Wonder.

Mrs. Baye—She is simply mad on the subject of germs, and sterilizes or filters everything in the house."

"How does she get along with her family?"

"Oh, even her relations are strained."



THE
BEST
FOR
THE
PRICE

"ARGO"

We make no claims for our shoes that the goods will not back up

We have them when you want them

THE SIMMONS BOOT & SHOE CO.
TOLEDO, OHIO

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

TIRELESS TRAVELERS.

Five Able Representatives of Simmons Shoes In Michigan.

The Tradesman takes pleasure in introducing to its readers the Michigan representatives of the largest



Barney S. Beroset

boot and shoe distributors of Ohio—the Simmons Boot & Shoe Co., of Toledo. This house was organized in 1865 and has enjoyed a large and increasing business since that date and success is largely attributed to the organization.

Arthur Macaulay.

Through the efforts of Arthur Macaulay whose likeness and family of children are shown in the accompanying illustration, a business on Simmons shoes has been established in Detroit which is of high merit, the trade handling the line being numbered among the highest class merchants in Detroit. Mr. Macaulay was born in Armada, Mich., in the late sixties, and through rapid growth maintained a gigantic height of six feet four inches, and has been connected with the Simmons Boot & Shoe Co. for over sixteen years.

Previous to his joining the Simmons organization, Mr. Macaulay was



D. Hayden Brown

a railroad conductor on the Grand Trunk Railway, but realizing the possibilities of advancement and through his ambition, he changed his vocation and took up the work of a road salesman for a Detroit shoe factory; but being appreciative of the advan-

ages of the long line, he engaged himself with the Simmons Boot & Shoe Co., in 1894.

In 1900 Mr. Macaulay was married to Miss Storm, of Detroit, and their marriage has been blessed with two children. It is needless to say that Mr. Macaulay's home life is a happy one. Mr. Macaulay is too fond of his home to devote much of his time to club life, yet he belongs to several and is also a Mason of high standing.

The sample room used by Mr. Macaulay in Detroit is located 512 Bowles building, and there is always kept at hand for inspection at that office a complete line of Simmons shoes. During the intervals Mr. Macaulay is not busy with his trade in his office, he can be found visiting his customers in his automobile as a

Through the ability and success shown, a territory was established for him in Michigan. Barney is exceptionally popular with his trade and has won his success by representing facts as they are. Many hundred in Michigan know when Barney makes an assertion in relation to his footwear it is a fact, and that confidence in him has established a fast increasing and enjoyable business. Unfortunately, Barney has never become a benedict, but his many friends have hopes and desires for him which they trust will be fulfilled at a not distant date.

D. Hayden Brown.

Another representative of the Simmons Boot & Shoe Co. in Michigan is D. Hayden Brown, who also en-



A. Macaulay

means whereby he has established for himself an annual business of large and profitable magnitude.

Barney Beroset.

In the section of Michigan surrounding Detroit, one will find Barney Beroset, always busy and successful with his trade, but always wondering why "more" do not buy in larger and better qualities. Barney appeared on the Wauseon, Ohio, map in the early seventies, and after coming to the age of discretion enjoyed the privilege of taking charge of a retail store, in which work he was a thorough success.

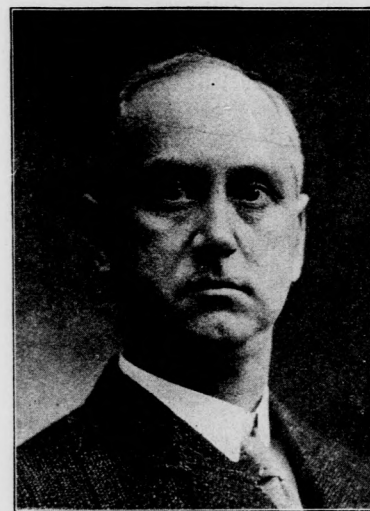
In 1904 Mr. Beroset entered the employ of the Simmons Boot & Shoe Co. and traveled for the house in the states of Iowa and Kansas.

joyed a beginning in the early seventies. Mr. Brown is a man of large stature, being in the six foot and over two hundred pound class and his happy smile and laugh is a welcome omen in any store he may enter.

"Brownie" has had much experience in shoes, having been connected for several years, as manager and buyer, with a large shoe concern in Michigan, but for the past eight years his hobby and pleasure has been the selling of Simmons shoes. Mr. Brown's trade is a class of high grade merchants who stand by him because of his own integrity and the merit of the goods he is selling, and hardly a week passes but what Mr. Brown is in touch with a new stock or its equivalent.

Mr. Brown owns his home in Eaton

Rapids, and his mother and grandmother enjoy the privileges of his abode. Mr. Brown is a single man and, instead of connecting his name with a wife, seemingly preferably has affiliated himself with the Knights of Pythias, the Loyal Order of Moose,



F. P. Dodge

and several traveling mens' associations, and his home is welcome to his friends and acquaintances.

There is probably no more popular salesman traveling in Michigan than D. Hayden Brown, and through his persistent efforts his business is always increasing, which is a pleasure, both to himself and to his house.

Frank P. Dodge.

In the south-western portion of the State, Frank P. Dodge busies himself with the distribution of Simmons shoes in his section. Mr. Dodge made his appearance at the close of the Rebellion and during his early life devoted his spare moments largely to athletics, as substantiated by the fact of his having played professional base ball, and he claims to have once walked 100 miles in one day; but with all his athletic instincts Mr. Dodge in his leisure moments would prefer the fish pole and possibilities of a



Walter C. Wood

bite, some time during the day.

Mr. Dodge married Miss Winnie Weaver, the daughter of a prominent attorney of Adrian, and their marriage has been blessed with one son, who has developed into a 140-pound boy at the age of fifteen. Mr. Dodge

has represented the Simmons line in Michigan for nearly twenty years and has the record for long service in Simmons road work. The true main delight of Mr. Dodge is pushing his business and in his success his friends and acquaintance in the State are legion.

Walter C. Wood.

In the southern border of Michigan and northern Indiana is another representative of the Simmons Shoe Co., whose acquaintanceship is desired by all who may come in contact with him. Walter Wood began his road experience in January of this year, having succeeded to the territory of A. J. Evans, who had been a Simmons traveler in that section for over fifteen years. In Mr. Evans' desire to move to Oregon, Mr. Wood became his successor.

Walter was born in Illinois in the early eighties and at one time had charge of a retail shoe store in Decatur, and in 1905 affiliated himself with the Simmons Boot & Shoe Co. as stock man and through rapid promotion became head salesman in the house and, with the opportunity presenting itself, took up the road work on January last.

Mr. Wood is a man of high character, complete integrity and one whose acquaintanceship will be sought for and desired among his trade and customers. Success upon success has always attended Mr. Wood's efforts and his new venture is developing a seeming double success, and the dealers in Michigan and northern Indiana who are not acquainted with Walter are missing an opportunity of becoming acquainted with one of the best ever. In 1906, Mr. Wood married Miss Maud Gill, of Toledo, and he makes his home in that city.

Electrical Detector of "Fire Damp."

"Fire damp," that old enemy of the miner which Sir Humphry Davy overcame with his safety lamp, has caused many disasters since the Davy lamp was perfected, due largely to the fact that miners failed to use the screened torch. Recently, according to Popular Electricity, two engineers at Newcastle-on-Tyne completed an electrical "lamp" which promises to make the old Davy lamp obsolete.

This electrical lamp is not at all a lamp. A "detector" appliance is attached to trailing wires, one of the detector coils made of copper and the other of platinum. This platinum coil has the freakish disposition to absorb hydrogen—a fire damp explosive element—and in the absorption becomes heated. The front of the detector bristles with wires of unlike metals having free ends. One of the metal bristles is of a nature to resist the heat from the platinum coil, while the other wires bend until the two metals touch, closing the electric circuit. At once danger gongs and red lights flash up and warning is given. The great value of this device is that it will detect as little as 2 per cent. of hydrogen, a quantity which would not be perceptible from the Davy lamp.

Some Reminiscences of Old Time Merchants.

Written for the Tradesman.

Aruna Bradford was a prosperous grocer forty-eight years ago. His store was located on Campau Square, on the site of the Model Hat Store. In season he sold oysters and canned goods by wholesale and employed a traveling salesman, E. H. Hughes. But one line of railroad passed through Grand Rapids in that year and Mr. Hughes traveled mostly by stage, visiting Greenville, Newaygo, Big Rapids, Hastings and points on the eastern shore of Lake Michigan. The goods sold were delivered to customers located in the towns mentioned by the stages. Later Mr. Hughes opened the first ticket office in Grand Rapids for the Grand River Valley (now Michigan Central) Railroad.

Mr. Bradford's nearest neighbor was Joseph Houseman, who sold clothing and furnishing goods in a store about 20x40 feet in size, located on the southeast corner of Pearl and Monroe streets. Out of that small establishment grew the great Houseman & Jones Clothing Co.

George P. Barnard occupied the northeast corner of Pearl and Canal streets with a stock of books and stationery. Soon after the close of the War of 1861 he sold the business to Charles W. Eaton and George G. Nelson. Mr. Barnard moved to Chicago and opened a book store on North Clark street, where he remained until he died. Mr. Nelson sold out eventually to Charles D. Lyon, when the firm of Eaton & Lyon was organized, and they remained in trade many years. Mr. Nelson and his sons, James and George K., engaged in the book and stationery trade in the Luce block and continued in that occupation many years. One of their employes was John Otte, of the American Laundry.

Cole Brothers, Edwin and Wilna, were prominent dealers in boots and shoes. They occupied a store in the McReynolds (now Giant) building, on Canal street. Mrs. W. H. Gay is a daughter of Edwin Cole.

In the store adjoining Hinsdill Brothers & Co.—Henry M. Hinsdill, Chester B. Hinsdill and John B. White—dealt in books, wall paper and stationery.

William D. Meeker, a dealer in dry goods, occupied the Groskopf store, immediately opposite the store of Cole Brothers.

Julius Houseman occupied a store in the Rood building, on Pearl street, adjoining the Arcade. He manufactured clothing for men quite largely and dealt in ready-to-wear suits and furnishing goods.

Homer B. Jarvis, a tall, spare young man, possessed of an inexhaustible fund of humor and a social favorite, sold hats and caps in a small store located on Campau Square where the Wonderly building stands. After his death his wife married General Byron R. Pierce and is still living.

Joseph Herkner and P. J. G. Hodenpyl occupied a store in the Nevins (now Gunn) building, on the north side of Monroe street. Mr. Hoden-

pyl sold musical instruments and "Yankee notions," while Mr. Herkner repaired watches, doing the work himself, and sold jewelry.

Henry G. Brinsmade had a jewelry store located on the site of the Friedman store, on Monroe street.

Capt. Daniel McNaughton and J. H. Horton occupied the southeast corner of Monroe and Ottawa streets with a stock of groceries. Both are living and residents of Grand Rapids.

One of the leading dry goods houses was that of A. Roberts & Son, who occupied one-half and owned the whole of a three-story stone building located at a point that is now near the center of Campau Square. Colonel Roberts was the grandfather of Mrs. Col. Briggs and Miss Frank E. Peirce. Arthur S. White.

Fashion Ideas.

Most every smart gown boasts some touch of lace either in its wee guimpe or chemisette, or somehow worked into the surpliselike bodices now so fashionable.

"Tete de negre" straw is much favored for mourning. It rarely fades and is dark enough to match any color, at the same time being a little softer than black.

Silk suits are now being made up in military style. Striped revers, collars and cuffs, braid and buttons and military turns of the peplums of jackets are in evidence.

The vogue for transparent fabrics has extended till voile and marquissette are now used for chic little unlined Eton jackets and boleros and

trimmed with silk braid or bands of satin or taffeta.

Things are not what they seem. Even truth lies—at the bottom of a well.

The McCaskey Register Co. Manufacturers of The McCaskey Gravity Account Register System

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

ALLIANCE, OHIO



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.

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.

Saginaw Valley

News and Gossip of Interest To Business Men.

Business Notes and Gossip.

Charles E. Duryea, of the Duryea Auto Co., Reading, Pa., is in the city in relation to the new plant being established here. The Reading plant is to be moved here and to be at once installed.

Saginaw is making a new movement in holding a general and popular celebration of the Fourth of July. Citizens are subscribing sums of money and the same are to be devoted to purchasing fireworks, which will be sent up at Hoyt Park on the evening of the Fourth, the entire public being invited. There is a vast amphitheater and drill ground at the park, with sloping acres at the side, which afford a natural grand stand.

Attention of brewers, liquor dealers, oleomargarine dealers and saloon keepers is called to the fact that their tax stamps must be in shape to continue business on and after July 1. Corporation taxes must also be paid on or before June 30. This is a matter where the Federal Government gets busy in case of evasion or ignoring of the law.

Captain John C. Garey, of Shannon & Garey, has purchased the large ore steamer, Cherokee, which was owned in Toledo. It has a tonnage of 1,200 and is a staunchly built craft. The Cherokee is to steam here and be overhauled and rebuilt for the lumber carrying trade running to and from Saginaw.

The capital stock of the Duryea Auto Co. is \$300,000, of which \$211,650 is subscribed and \$30,200 fully paid in. The stockholders are Chas. E. Duryea, Reading, Pa., 21,105 shares, and Fred H. Clum and John O. Newberry, of this city, 30 shares each.

New Traction Manager.

The Saginaw-Bay City Street Railway Co. has a new manager in the person of John A. Cleveland, who takes the place of Frederick T. Hepburn. Mr. Hepburn has resigned to take a position with the New York firm of H. D. Walbridge & Co., of which he also becomes a member. Mr. Cleveland came to Saginaw in 1906 from the Rochester Railway and Light Co. and is a graduate of Cornell University. He is succeeded at Bay City by Samuel Ball, a Michigan University man. Mr. Cleveland has been manager at Bay City for the past few years. William T. Ward comes in for promotion under the several changes now made, being appointed superintendent of the Saginaw City Gas Co., which he has practically conducted for some years past. Fred C. Potvin is made Secretary of the group of companies having their head offices in Saginaw.

Board Dines at Fordney.

One of the most interesting functions held in the city in years was that at the Hotel Fordney on Tuesday of the current week, when the directors of the Board of Trade, the West Side Business Men's Association and the traveling salesmen of the Herzog Art Furniture Co. assembled. John L. Jackson was toastmaster for the occasion, Mr. Herzog was presented with an automobile and Hon. W. S. Linton and Mayor Stewart were among the speakers.

Off On the Trail.

John E. Ferris is out through the Thumb district this week, blazing the trail for the Merchants' and Manufacturers' Association trip, which is to take place in the immediate future. John went out on a Rainier tester car, made in Saginaw, and the side of his car was decorated with banners, emblems, mottoes and other heraldic devices. John denied he was going to the coronation.

The following customers were callers at Morley Brothers during the past week:

Elmer Weed, Breckenridge.
Chas. Wolohan, Birch Run.
Wm. Lohrer, Unionville.
J. S. Pierce, Chapin.
Andrew Telfer, Bay City.
C. E. Mallott, Fairview.
W. W. Williams, Hope.
C. D. Downing, St. Charles.
J. Shaltry, Birch Run.
L. Hubinger, Birch Run.
W. T. Green, St. Louis.
Mr. Schulz (Schulz Brothers), Cheboygan.
E. Thomas, Hemlock.
J. W. Brady.

That's What He Wanted.

The girl who filled his order for ice cream merely glanced at his face and noticed that it carried a lonesome look. When he ordered a second dish she merely thought to herself that he was cooling off. The order for the third dish rather surprised her, and at the fourth she ventured to say:

"You must love ice cream?"

"Oh, no," he replied as he finished the last of it and called for a fifth.

It was when he was eating his seventh that the girl went to the manager about it, and the manager came and said:

"Don't you know that one can eat too much ice cream?"

"Yes, sir."

"I have seen people die of it."

"Sure?"

"Certainly. You see—"

"Bring on the eighth dish. That's what I came in here for—to commit suicide! Heap it up and don't be stingy!"

Learning the ropes is no advantage to a man after he has been hanging.

Adventures of Two Travelers.

They had planned for a great many months on the Western journey. The call of the West was strong within them. Therefore when they set out upon an eight weeks' jaunt which took them into all kinds of out of the way corners of the new land it was not with the intention of making the trip a series of flirtations. They were young and they were making their first journey from home without chaperonage, but sightseeing was their first interest. They were neither looking for nor expecting the "masher."

Perhaps because of this they would have been more surprised than usual had some fellow traveler attempted a flirtation, but they went through all the experiences of Western travel from mountain climbing under a strange guide to canoeing about strange lakes in the Canadian mountains with a native paddler and they returned without having met one unpleasant experience.

The next summer they went East. The experience of the Western trip perhaps left them unfortified, for, although they went forth with the

same ideas of sightseeing uppermost in their minds, the masher haunted them every step of the journey. He forced himself upon them in the car; he talked at, through, above and around them on the elevated; did they hesitate long enough at a street corner to wait for an onrushing car he was at their elbows with his insults; did they take a stroll he and his fellows lined either side of the way forming a veritable avenue of starts and smiles. The fact that there was no response made little difference. The insults went on just the same.

When the journey was ended said one of the sisters to the other:

"And that was the cultivated East! For safety to womanhood give me the wilds of the lawless West!"

The little actress is not the first woman to ride out of the West to discover that America has two standards of civilization.

Every kind and courteous word or deed is like putting money in the bank. The time for adding the interest will come around before you know it.

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

There's An Art In Climbing Stairs.

Climbing stairs will not injure any one if only it is properly done and the body held erect. The average woman climbs stairs in a bent-over, hump-shouldered position that compresses all her organs, and if she realized how injurious this was, and how ugly and deformed she looks bent over in this manner, she would try to learn a better way. A well known medical magazine once said:

"Why don't women have gumption enough to know how to go upstairs? It is such a simple thing, anyhow. It all depends on the legs. They should do the whole work. The body should be held perfectly erect and those large leg muscles made to carry it gracefully up the stairs. Bending over and trying to make the body pull one upstairs is the hardest way in the world to mount steps. It puts an unnecessary strain on the back and gives the appearance of weakness and feebleness.

"At the foot of the stairs lift the skirt slightly with one hand, so there will be no danger of tripping on it. Take the middle of the stairway; do not touch the banister. Hold the head and body perfectly erect, the neck touching the back of the collar, the chest leading. Step on the ball of the foot, quickly, lightly, from step to step.

"Do not let the heel touch; if you do it will make the hips wobble from side to side, which is most ungraceful. Hold the hips still and let the leg muscles do the work. If this seems hard on the legs, then you may know that the leg muscles are weak and need exercises to strengthen them. But do not let them shirk the work off on the back. Make them carry your body upstairs, holding it gracefully erect and well balanced.

"Practice going upstairs. Practice every day until you acquire the art, for it is an art, of walking upstairs like a free, strong, well poised woman, graceful and attractive. Don't give up until you overcome the awkward habit of stooping, pulling yourself up by the banister, or wobbling from side to side."

It is also said that a woman's temper is shown by her walk, and there may be something in this. You have seen the woman who jerks her head as she walks? The habit is not uncommon, and on close acquaintance you will find that a woman so afflicted is given to fickleness. She trifles a little too much, and is just the woman to say things she doesn't really mean and be sorry afterward.

The quiet man will never be happy with the woman who digs her heels into the pavement and scurries along as if she were running a race. She is businesslike and the woman to succeed in trade affairs, but her manner is one of those simple things that annoys the quiet person.

Helen Blake.

Many Uses Made of Old Damask.

Not long ago I made a discovery that has since been of use in many

ways. It all began when I saw with regret that a certain small damask doily was fast wearing out. Every time it was laundered the wreath of roses that formed its border had appealed to me afresh. Finally I awoke to the fact that the design was an ideal one for a picture holder.

At first I thought of tracing it to my material, padding it, and working it the usual way. After some time I decided that it would be easier to work right over the damask, thus saving time, insuring accuracy, and furnishing the padding at the same time. So I basted the doily on a piece of light colored satin, covered the roses and leaves with the usual colors with the embroidery stitch, following the pattern as carefully as a stamped one.

When all the wreath was covered I cut off the exposed damask carefully. The satin then presented an exquisite wreath of roses standing out distinctly. Just as an added experiment I made a tiny edge of buttonhole stitch around the entire outline, not catching up the satin. This is only necessary when it is difficult to cut the damask as close as desired, but in this case it was an effective addition. The work was then mounted on a circular cardboard and the result was a frame fit for the prettiest face among my friends.

Sofa cushions furnish another use for damask. Transfer a napkin pattern to almost any cushion material and you will have a dainty cushion and one that isn't the model of your neighbor's. Always remember to press your materials in the way best calculated to bring out the design.

Pincushions are pretty when made on lawn or linen and bearing a reproduction of that little round or square doily you hated to see consigned to the rag bag.

Collar and cuff cases for men made like many of the leather ones, that is, with a hard circular base, stiff a few inches up the sides, and the remainder drawn up like a handbag, are effective when made of satin or similar weight material, having the stiff portion of the sides ornamented with the border of a wornout napkin.

Cases for women's collars, on the top of which is embroidered the border of a napkin, make clever and inexpensive gifts.

There is no limit to the uses and combinations arising from this method. Never after this waste any more doilies, tray cloths, napkins, or tablecloths—let the beautiful patterns in damask be a joy forever.

Agnes Burr.

A Clever Ruse.

Wife—Please match this piece of silk for me before you come home.

Husband—At the counter where the sweet little blonde works? The one with the soulful eyes and—

Wife—No. You're too tired to shop for me when your day's work is done, dear. On second thought, I will not bother you.

Flattery is vulgar. Don't flatter. But if you can convey the same idea and sell goods by it, that is artistic salesmanship. Be a salesman, but do not flatter.

The Indian Sharpness of Eye.

The following rather funny paragraph is copied from one of the papers:

"The widespread belief that the American Indian is endowed with keener eyesight than the white man is vigorously denied by Dr. F. W. Wyman, Government physician to the Sac and Fox nation, who lives on the reservation in Oklahoma.

"There are five eye specialists employed by the Government, constantly at work among the Indians, and according to Dr. Wyman their reports show that the eyes of the red men are decidedly less keen than those of white men. He declares that such names as 'Eagle Eye' and 'Hawk Eye,' when applied to Indians, may be descriptive of some peculiar aspect of the bearer's eye, but that they do not imply any special keenness of vision. Dr. Wy-

man adds the interesting statement that of the 450 Indians on the Sac and Fox reservation 260 have undergone operations for eye troubles."

Of course, as the Indian uses his eyes less and less in cases requiring keenness of vision, they grow weaker and weaker.

Satan's Wiles.

"Now, Willie, you know I told you not to go in swimming, and you have been in the water."

"I know it, ma, but Satan tempted me."

"And why did you not tell Satan to get behind you?"

"I did and he kicked me in."

If you are doing a good business and making money, do not worry about a like state of affairs with your competitors. It shows you are in a good town and there is more business for you to go after.



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.

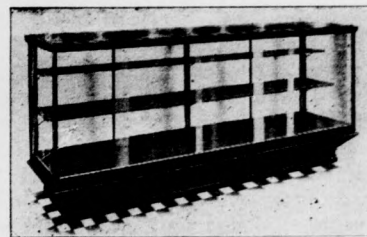
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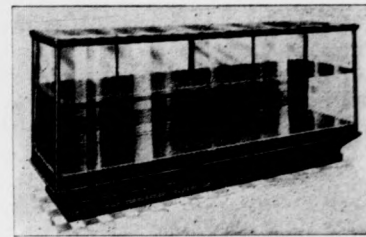
WHOLESALE

We can fill orders promptly for Fishing Tackle, Base Ball Goods, Hammocks, Fireless Cookers, Oil and Gasolene Stoves and Refrigerators. Orders shipped the same day received.

203 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



"Parsons" Comfort Shoes

The "Parsons" hand turned line of Comfort Shoes and Juliets have stood the test of years, and is the most reliable line of turned shoes sold to the trade. "Warranted NOT to RIP." Twelve styles carried in stock. Send for special catalog and prices.

We are sole western distributors.

MELZE, ALDERTON SHOE CO., Saginaw, Mich.
Michigan's Progressive Shoe House

Saginaw Valley

Life Is Worth Living in Saginaw. Public Baths.

A natatorium provides fresh water bathing. The water for this bath is purified and heated. A splendid natural brine bath has been provided in connection with the manual training school. These great benefits are free to the public and are largely patronized.

Parks.

The progress of the river through the city of Saginaw, with its bayous, islands, curves and woods, makes possible the development of parks and playgrounds and areas for public benefit seldom equaled in great cities. The opportunities for public benefits from the Saginaw River are so great that many years will be required for the city to wisely take advantage of all. A magnificent beginning has been made and a general and permanent plan is being devised. The Ezra Rust Park, which bears the name of its donor and benefactor, comprises two hundred acres and is at present in the course of development. This park lies along the eastern bank of the river and is almost completely surrounded by water.

Another of the city's beauty spots is Bliss Park, comprising fifteen acres which were given by the late Governor Bliss, a citizen of Saginaw.

Linton Park contains twenty-five acres and is named for Aaron Linton, a citizen prominent in the early history of South Saginaw. Three public schools border on this park. It is being equipped as a modern playground.

Hoyt Park includes twenty-seven acres, with a natural amphitheater and parade grounds. Taking advantage of natural characteristics this park contains a level area capable of the maneuvers of a full regiment. This plain is so surrounded by wooded hillsides that many thousands may have an uninterrupted view of the whole grounds. The situation is unique and famous throughout the country. This park is the scene of many events.

Following is a complete list of Saginaw city parks:

Bliss Park.
Germain Park.
Federal Park.
Hoyt Park.
Jeffers Park.
Linton Park.
Merrill Park.
Park Street Park.
Ezra Rust Park.
Sheridan Avenue Park.
Weadock Park.
Webber Circle.
Webber Park.

Riverview Boulevard.

A boulevard is being provided along the eastern bank of the river from the point of confluence of the Tittabawassee and Shiawassee rivers to the Saginaw Bay. This boulevard will be 200 feet in width and is made possible by the Government project for deepening the river channel, the

excavation from which will be deposited on the east bank of the river and transformed into a magnificent highway. When completed the Riverview Boulevard will surpass any other American highway of its length in scenic beauty and pleasurable features.

Joseph P. Tracy,
Secretary Board of Trade.

Annual Meeting of A. P. A. at Boston.

The meeting of the American Pharmaceutical Association at Boston August 14 to 18 promises to be one of the most successful meetings in the history of this honorable scientific organization.

Boston is an ideal city for a summer convention and the doors of her warm-hearted hospitality are being set wide open to welcome with the most diligent service of heart and hand her friends of the East, the West, the Southland and the Northland, whose smiling faces and cheery welcomes have so often made the Boston pharmacists feel at home with them.

While Boston's welcome to the Association will be a warm one, yet one need not think it attributable to the temperature, for Boston is never sultry; the breezes from Massachusetts Bay, which are nearly always in evidence, making the city cool when places inland are sweltering in heat.

Beyond the natural interest which the scientific pharmacist will have in the interesting and instructive meetings at which will be gathered the leaders of pharmaceutical thought of this and foreign countries, the other many and varied attractions of St. Botolph's town appeal to every one and draw them irresistibly to that city, for without the inspiring memories which throng around it there would be no American pharmacy. Its streets were trod by Warren, by Adams, by Revere and by Hancock, and the first American blood shed for our independence flowed in its streets. Around and about the city are Lexington and Concord, Bunker Hill and Dorchester Heights; Plymouth with its historic "Rock," where the Pilgrims established the first American commonwealth, "In the name of God, amen!" Cambridge with its memories, John Harvard and his college, with its treasures of surpassing interest in its Germanic Museum and other interesting collections, its reminiscences of Longfellow and of Lowell; Salem, the Witch City, and its House of Seven Gables of Hawthorne; Gloucester with its "Reef of Norman's Woe," and Marblehead, through whose streets "Old Floyd Ireson was carried in a cart;" Amesbury and Haverhill, with their memories of "The Quaker Post," Whittier.

Around Boston is an inexhaustible mine of history and memories among which the visitors to that city may delve for weeks to their interest and profit.

The Committee on Entertainment, under the energetic lead of C. Herbert Packard, the local Secretary, is working diligently to assure to every member in attendance a most pleasurable occasion, with the avowed pur-

pose that all will ever remember it as an event in their lives. The co-operation of the Chamber of Commerce, an organization of 3,000 leading business men of Greater Boston, has been pledged, and its President, George S. Smith, will probably welcome the Association to the city; Governor Foss and Mayor Fitzgerald have both earnestly assured the Committee of their desire to extend to the members a true Boston welcome.

The headquarters of the Association will be at the Hotel Vendome, located on the famous Commonwealth avenue, one of the finest residential avenues in the country. Within a stone's throw of this hotel is the noble Copley Square, which is undeniably one of the finest public squares of the world, vieing for pre-eminence with the Place de la Concorde in Paris.

The meetings of the Association will be so arranged as to give abundant time for sight-seeing, and the ladies who accompany the members will be taken into the assiduous care of the Ladies' Entertainment Committee, of which Mrs. Adelaide Goddard, the wife of the President-elect of the Association, is chairman; and it is therefore certain that not an idle or a tedious moment will be allowed to intrude its attention upon any of the fair visitors during their visit to the Hub.

The Committee on Entertainment say that the old adage, "See Naples and die," has been recently revised and now reads, "See Boston and live; enriched for all time with the memory of its treasures and of its hearty New England welcome."

**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

Restrictions on Pharmacy.

Some very good people in pharmacy fear that legislative and other restrictions on the practice of the calling are becoming altogether too great in number and too intolerable in character. Liquor laws, anti-narcotic statutes, carbolic acid ordinances, pure food and drug acts and measures of various kinds seem to be crowding one another in rapid succession. So keenly was this felt that at the Pittsburg meeting of the N. A. R. D. recently the cry was often heard: "If this thing keeps up what freedom will be left to us? What right will remain to conduct our business as honorable men? How long will it be before nothing can be sold over our counters except on a physician's prescription?"

We confess that we do not take quite so pessimistic a view of the outlook. It must be understood that these are days of statutory restrictions. What might be called individual liberty is being surrounded more and more by the state and Federal governments with limitations of one kind and another. More and more the interests of the individual are made to give way to the interests of the community, and a healthy type of socialism is permeating our government structure. A higher standard of morality and honesty is being demanded, and this demand is seeking expression in legislation. What the Federal Government is striving to do with the trusts and the railroads is merely another form of a widespread movement which has for its basic inspiration a desire to give better protection to all the people.

Unfortunately such movements and such legislation have a tendency to confuse the innocent with the guilty. If a few members of any calling violate the laws of honesty, ethics or square dealing, it is too often assumed that the entire calling is guilty of the same practices and that every member of it must be so tied up with restrictions as to compel morality in the interests of the public. The good men must therefore be surrounded with restrictions because the bad men abuse their privileges, and there is no easy way of separating the sheep from the goats. What is true of individuals is true of the different states themselves; because North Dakota or Nevada has loose divorce laws, and because New Jersey has loose corporation laws, the other states are threatened with a certain loss of their independence by the demand of the "new nationalism" that greater powers be centralized in the National Government in order that the weak links in the chain may be removed.

We in pharmacy will suffer no greater restrictions than are imposed upon men in every other calling, and we shall be wise if we move with the tide instead of in opposition to it. We ought not, it is true, to accept every hobble which may be placed around us; we must be alive

to protect our best interests; but we must show our good faith and disarm suspicion by proving an eagerness to correct our own evils, to punish our own malefactors and to approve of every legal restriction which may be necessary for the betterment of the community as a whole.—Bulletin of Pharmacy.

Activities in Indiana Cities.

Written for the Tradesman.

"Huntington - Opportunity's Gateway" was adopted as that city's slogan. Over 500 suggestions were considered in the contest.

The merchants of Peru no longer favor street fairs and carnival companies must not place shows in Broadway. The business men inaugurated street shows here twenty years ago and the first fairs were a success. They were followed by carnivals, however, and the noise and hulabaloo features instead of stimulating trade had the opposite effect.

Bankers of Ft. Wayne claim a much more rapid rate of increase in savings deposits there than in the banks of Indianapolis. The deposits in Ft. Wayne have increased 50 per cent. in five years, as compared with 18 per cent. in the capital city.

The property owners of Indianapolis are given until July 1 to cut the weeds on their vacant lots. After that date the owner may be prosecuted, or the Board of Health may cut the weeds and charge the cost to the property owner.

Evansville will entertain the Modern Woodmen of Southern Indiana August 9.

One of the coming big events at Indianapolis is the dinner to be given in honor of President Taft at the Claypool Hotel July 4. The President's coming is the result of negotiations entered into last spring by the Indianapolis Trade Association.

Laporte has an organization that the city is proud of and justly so. The Laporte Woman's Association is conducted by society and club women of the city to contribute to the welfare and pleasure of the poor girls and working women. There are two membership classes. One is made up of the working women themselves, who pay, if able, 25 cents a month. If they are not able they need pay nothing. There are about 150 of these active members. The society women pay \$1 a month toward the support of the Association house. The society and the working women meet on an equality and everything is done to show those who have to earn their own living that they are not being patronized. The old jail building has been nicely fitted up as an Association house, with library, sewing, rest and living rooms, and evenings there are classes in cooking, dressmaking, plain and fancy sewing, millinery, stenography, etc., with the society women as teachers. The work was started nine months ago by Miss Edith Morrison, a settlement worker, and there is already a demand for a larger building. Almond Griffen.

You never really find a man out until you find the hours when he is in.

South Bend Grocers To Picnic Soon.

South Bend, Ind., June 27—At the meeting of the Grocers' and Butchers' Picnic Committee, held in the McCollough grocery Monday afternoon, to discuss the question of the picnic, members of the Committee reported that as yet no definite place had been decided upon. The Committee is trying to get rates in the different lines and it now seems that the picnic will be held at Maxinkuckee Lake July 19. Winona had been looked on by a few as a desirable place for holding the outing, but as a majority are in favor of Lake Maxinkuckee, it is probable that the picnic will be held there.

The picnic is an annual affair with the Association and members of the Association with their families attend the outing in large numbers. Many outsiders also accompany the Association and athletic games and contests of all kinds are staged. The lunch is furnished by the wives of the members and everything in abundance is provided at the feast.

The picnic promises to be better and larger than ever this year as the Association has grown in size and power and more and more interest and enthusiasm is manifested in these annual outings. The Committee in charge of the affair is making arrangements for a mammoth crowd and state that all who attend will be cordially treated and will have a good time.

A Detroit woman has sought the courts because her husband awakened her on a Sunday morning and insisted that she find his socks for him. The Judge rules that he overstepped his husbandly rights in doing so. If all the wives who play valet to husbands should seek the courts America's domestic revolution would shake the foundation of the world.

Everybody wants to see what he buys—unless he deals with a catalogue house, and then he goes it on faith—and everybody buys what he sees. Give him a chance. Put your goods in the window.

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



Didn't Know as Much as He Thought He Did.

It's funny about this salesmanship business, ain't it?

You often run across a fellow that you'd swear would make a peach of a salesman and he turns out no good at all. Some mutt that you think couldn't sell a drink of water to a fellow that hadn't drunk for a week, sells goods to beat the band.

I used to think I could size up the born salesman, but I changed my mind after booting a fellow into the business that I'd been dinging at for years to give up his job and go on the road.

He was a wholesale shipping clerk in a house next door to mine, and I often saw him. I was sure he'd be a screamer selling goods. He was a big, good-looking chap, something like myself—shut up! I didn't ask your opinion—and he had a good crisp line of talk that I thought meant he could sure put over stunts.

On account of me that poor fellow gave up his job and took a road job. I helped get it for him and loaded him up with all the good talk I could give him.

He went on the road and worked like Sam Hill, but he fell down so flat you could walk all over him without knowing he was there.

Back he went to his shipping clerk job, and although he says he hasn't, I'll bet he's got it in for me and always will have.

I never could find out just why he flunked, although I got some light on it from an up-State department store buyer where we both called.

"See here," I said to this buyer one day after Sol had quit the road. "I want you to tell me why Sol Perkins fell down. You remember him—he came here for — & —; that big fellow with a scar on his cheek."

"Oh, that fellow that talked too much?" said the buyer.

"Talked too much!" I said, "I never noticed that he talked too much. Why didn't you give him an order—then he wouldn't have had to talk at all?"

"He didn't give me a chance to give him an order," said the buyer. "He was so busy talking he had no time left to sell goods."

"What did he talk about?" I demanded.

"Oh, about his goods—he thought he was selling, but he had no more idea how to get at it than nothing at all. He thought he could talk people into buying goods; you know you can't do that. So he's left the road, has he? Well, he's better off."

I heard that same thing from one or two more, so I guess it's right. Maybe it was because Sol was raw and needed coaching. Maybe if he'd stuck long enough that gabby business would have worn off.

Anyway, I ain't going to tell him that—I got mother's little monkey into enough trouble before.

So I ain't so sure I can pick 'em out as I used to be. I remember another case just the opposite. This was a fellow who had had an inside job for about four years and wanted to go on the road. He didn't need anybody to pull him on the road—he had the itch himself. So one day his boss sent him out on trial on a short trip. It was a territory the firm's second best man covered, only he was sick.

"I hear Joe Blank's gone on the road for you," I said to this firm's buyer; I saw him at lunch one day I was home.

"Yes, he thought he'd try it."

"Well, Joe's an awful good boy," I said, shooting off my mouth as usual, "but he won't make good as a salesman. I don't believe he's built for one. No reflection on him—we can't all have pink whiskers."

"To tell the truth, I feel that way myself," said the buyer.

Joe was a young fellow that I thought kind of slow, and he couldn't put together ten words without stepping on his own feet. Last man on earth to push people along, you'd think.

D'ye know Joe is one of the best men they've got on the road today? That's right! He gets away with it, and he did from the jump. Durn me if I know how he does it for he's just the same as he always was.

I got an opinion on him, too, from a house that he has been calling on ever since he went out.

"Joe Blank comes here now for — & Co., doesn't he?" I asked.

"Yes, Joe was here yesterday," was the answer. "Good boy—I like him. He tends to his business and you can believe what he tells you."

I suppose there it is right there—"you can believe what he tells you." There are so many blamed liars in the world that when you find a fellow that tells God's truth you tie up to him.

Ain't that right?—Stroller in Grocery World.

Can't Be Judged by Appearances.

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

Frank R. Stockton.

Gripsack Brigade.

Is your house wrestling with the "returned goods" annoyance? If so, are you sure that you are not responsible, in part? Take a hand in abating this nuisance. Be sure that your customers understand exactly what they are buying, and all the conditions of the purchase. Be sure that the customer knows how to make the goods move off to the best advantage when he gets them. See to it that he gets first rate service.

When a word of advice has been impressed upon you three or four times, don't berate it as a "chestnut." It wouldn't appear in such an unfavorable light if you had availed yourself of the lesson it was meant to convey.

The spectacular salesman is too apt to work like a steam engine for a short time, only to take a good long rest afterwards. Hence among the members of a modern sales force we often see re-enacted the ancient fable of the tortoise and the hare.

Selling conditions have changed greatly of late years, and the time is now past when a salesman can gather up his samples by the armful, throw them into a trunk, and then stamp on them until he gets the lid down, and still sell thousands of dollars' worth of goods every year. In advising salesmen we always impress upon them the necessity of insisting on showing their samples, and the importance of displaying the samples to the best of advantage. The man is put off by the usual negative answer and never gets a prospect to look at his goods will not often scratch his order book.

Many men of mediocre ability outdistance far abler salesmen in the volume of their sales, simply because they plugged away with persistency. This is the type of a man who is a great salesman. When he has sold one big bill he never rests on his laurels but plugs everlastingly—until he has exhausted his territory.

The successful salesman is perpetually on the alert. He never deludes himself that he has his trade "solid" and can therefore afford to take things easily. He studies the conditions of his territory, he is prepared to meet every such contingency as when firms and buyers change, customers deteriorate, become disloyal, go out of business, fail or die. He is not the loser through unpreparedness when the weather, crops, and the

changing markets threaten to affect his trade.

The wise salesman subjects his territory to careful scrutiny, discovers weak spots, devises ways and means to repair them, tries to get new trade. He selects certain merchants who are the most promising prospects and formulates a plan to secure their patronage. He finds a way to recover the trade of old customers which he may have lost.

One quality in a salesman that is often a paying proposition is that of self-assertion used judiciously. There is another quality which, in a salesman, is detrimental to him, that is self-complacency. Self-complacency is a condition of mind which, when it crops out in a salesman, marks the beginning of his decline and eventually ruins him.

The man who gets big-headed is usually pig-headed.

The Breslin

Absolutely Fireproof

Broadway, Corner of 29th Street

Most convenient hotel to all Subways and Depots. Rooms \$1.50 per day and upwards with use of baths. Rooms \$2.50 per day and upwards with private bath. Best Restaurant in New York City with Club Breakfast and the world famous

"CAFE ELYSEE"

NEW YORK

Hotel Cody

Grand Rapids, Mich.

A. B. GARDNER, Mgr.

Many improvements have been made in this popular hotel. Hot and cold water have been put in all the rooms.

Twenty new rooms have been added, many with private bath.

The lobby has been enlarged and beautified, and the dining room moved to the ground floor.

The rates remain the same—\$2.00, \$2.50 and \$3.00. American plan.

All meals 50c.

An Old Friend in a New Shape

Green Seal

New Size Standard

Detroit Cigar Manufacturing Co.

Detroit, Mich.



Manufacturing Matters.

Detroit—A new company has been organized under the style of the Shockey Shoe Co., with an authorized capitalization of \$30,000, of which \$20,000 has been subscribed and \$5,000 paid in in cash.

Detroit—A new company has engaged in business under the style of the Wayne Candy Co., with an authorized capital stock of \$10,000, of which \$5,300 has been subscribed and \$4,500 paid in in cash.

Mt. Pleasant—J. S. Weidman & Son are making preparations to erect a sawmill at Trout Creek, Ontonagon county, near their extensive timber holdings. A logging road will be built to reach the timber.

Detroit—The National Heater Co. has engaged in business to manufacture and deal in heaters and furnaces, with an authorized capital stock of \$125,000, of which \$11,300 has been subscribed and paid in in property.

Detroit—The Roberts Tube Works has merged its business into a stock company under the same style, with an authorized capital stock of \$15,000, of which \$12,000 has been subscribed and \$7,500 paid in in cash.

Detroit—The Tatham Gold Mesh Co. has engaged in business to manufacture and sell dental supplies, etc., with an authorized capital stock of \$10,000, of which \$7,000 has been subscribed and \$1,000 paid in in cash.

Hickory Corners — The Hickory Corners creamery, which has been in operation for several months under new management, closed down a few days ago, and it is reported the proprietor, John Cooper, has left town.

Frankenmuth — The Frankenmuth Milling Co. has engaged in the general flour and feed milling business, with an authorized capital stock of \$32,000, of which \$16,100 has been subscribed, \$1,400 being paid in in cash and \$9,600 in property.

Detroit—The Wolverine Process Co. has been incorporated to manufacture and sell mechanical inventions, etc., with an authorized capital stock of \$5,000, all of which has been subscribed, \$475.90 being paid in in cash and \$4,524.10 in property.

Detroit—A new company has engaged in business to manufacture automobiles, etc., under the style of the R. V. H. Co., with an authorized capitalization of \$1,000, all of which has been subscribed, \$200 being paid in in cash and \$800 in property.

Kalamazoo—The Geo. Hanselman candy factory was burned Monday, following an explosion that took place in a room filled with fireworks, causing a loss of \$150,000. Fifty employees had narrow escapes from death in the panic that followed, but only four were injured.

Detroit—The Universal Accessories Co. has engaged in business for the purpose of manufacturing and selling Perfection pump regulator and accessories to pumps and other machinery, with an authorized capital stock of \$25,000, of which \$15,000 has been subscribed, \$2,500 paid in in cash and property.

Ontonagon—The new Ontonagon creamery, the contract for which was let about six weeks ago, is now completed and ready for business. The

construction of the plant was rushed from the start, and the building has been completed twenty days before the contract time. The directors of the creamery inspected the plant this week, found everything satisfactory and accepted the plant.

Owosso—It would be almost impossible to find an individual in the city who does not wish to have the plant of the Standard Pure Food Co. rebuilt, and yet the committee from the Owosso Improvement Association having in hand the work of securing the requisite number of signers to the \$10,000 guarantee fund is finding it difficult to obtain the same and now other cities are offering inducements to the company.

Cadillac—Through an agreement between the Grand Rapids & Indiana Railway and the M. Michelson Lumber Co. a depot will be erected at Michelson, in Missaukee county, near the Roscommon county line, which will be a great accommodation to patrons of the railroad and the lumber company. The little town of Michelson is growing and the country along the line of the Grand Rapids & Indiana Railway in Missaukee county is being rapidly cleared and developed. It includes a considerable area of extra good farm lands.

Detroit—The Quinn Manufacturing Co., of Kalamazoo, has purchased 94 feet of frontage from George L. Weber, and 64 feet from Frederick W. Feldmann, a total of 158 feet with a depth of 100 feet, at the northeast corner of Division street and Dequindere street, where it will begin immediately the erection of a five-story factory, 158x100 feet. With it completed the company will remove its plant to this city. The Quinn company manufactures plumbers' brass work, steam, plumbing and well supplies, and employs a large force of men.

Howard City—The Booth Manufacturing Co. has just completed a contract with the United States Government for coat hangers for men in the Government employ on the Panama Canal. In all 20,000 have been shipped. The article is of the best grade and will wholesale at 18 cents each. This is one of the specialties of the Booth company and its trade in this department is extraordinary. The sale of Booth office filing devices and other fixtures is increasing and orders are holding out well with prospects good for a steady advance. The factory is now pushed with the force at work to keep up with its orders.

Cadillac—The Cadillac Manufacturing Co. has just turned out its first finished product of tight barrels by automatic machinery. This plant, which is located in the Wilcox mill, is the only one of the kind in Michigan. All machinery has been installed and the third barrel to be put through the machines was perfect in every way and a smoother and more evenly finished product than the oak sample made in Kentucky which was used as a pattern. John P. Wilcox, of Wilcox Bros., conceived the idea that the sixty odd barrels used daily by the Cadillac Chemical Co. could be manufactured in Cadillac instead of

being shipped from Kentucky. The Southern product is made of oak, but no reason could be given why beech or maple would not serve the purpose just as well. Mr. Wilcox and his associates were assured that if a satisfactory package could be made the chemical company would use it.

The new building was erected, the market searched for the most improved barrelmaking machines, and the company's cooper sent to inspect plants in Chicago and other cities engaged in making tight work. So perfectly had all plans been made and carried out that when the machinery was put in motion and the raw material put through the several processes involved the result was most gratifying and far beyond expectations. As soon as it was demonstrated that the barrels could be used an order for 600 barrels was placed at once. In the manufacture of these barrels ordinary inch hardwood lumber of good quality is used. It passes through several machines, some of which are automatic, and emerges in the shaped straight staves. The heading is made in the usual way on a heading machine. The hoops, four sizes for each barrel, are made in the plant from strips of sheet iron. The cooper assembles the staves and puts on the trusses, the barrel passes through a steaming and drying operation and while in a headless condition the chime is cut and the heads inserted. Then comes the "squeeze" play. Immense fingers grab the trusses, which are nothing more than heavy steel hoops, and by a screw process the staves and heads are pinched together until the wood grains are forced into each other. The hoops are then adjusted and a large hole made in one end of the barrel. A gallon of hot glue is put inside and by rolling and tumbling the swishing fills up any crevice that might exist and the barrel is ready for use. It is expected that a large portion of the tight barrel work used in this section of the country will come to this factory, as the plant has a capacity of 200 barrels a day when running full force with a crew of from twelve to fifteen men.

News and Gossip About the U. C. T. Boys.

Judging by the new buildings being erected by Grand Rapids jobbers, the traveling men must have been doing "some" business.

M. Levy, representing D. Zemon, of Detroit, recently underwent an operation and his many friends will be pleased to hear he is improving rapidly. M. Levy is father of Oscar, the popular salesman, representing A. Krolik & Co., of Detroit.

"Jack" Fry, who has represented C. Hirschorn, of Chicago, for a number of years, has pawned his grip, forsaken the road and engaged in the retail tobacco business in Grand Rapids. He is succeeded by James McMahon, of Petoskey.

The U. C. T. boys are already talking enthusiastically of the annual convention to be held in Bay City in 1912.

Gord Wallace, representing M. M. Stanton, of Detroit, is now a full

fledged citizen of Grand Rapids. Gord reports an increase over the first half of 1910. Pretty good for a kid.

Quarantine has been lifted at the residence of Cliff Herrick and family; all are reported well. Hard luck, Cliff, to have to report weekly to the "Missus" again.

Movement started in Spokane to build a home for indigent traveling men. Of course, this won't mean that the boys can become too independent with their trade.

U. C. T. meeting Saturday, July 1. Degree team has gone into active training to take care of the would-be members.

Bert Kuylers almost caught a trout last week.

Harry Winchester and Terry Barker are still at it. Harry is four games to the good at the present writing.

Dick Warner has joined the list of benedicts. Richard was married to Miss Ruth McInnes, of this city, on Wednesday, June 21. The happy couple have the best wishes of the traveling boys. Wonder if Dandy Dick gave his right age.

The boys are preparing for their vacations. Very few will go to Europe this year.

John Hondorp has not returned from King George's coronation as yet.

Ball boys, attention! Better luck next time. J. M. Goldstein.

Board of Trade Formed.

Bad Axe, June 27—The Board of Trade, recently organized in this thriving little city, has a growing membership and it is expected that the organization will help materially in boosting this place. The officers are as follows:

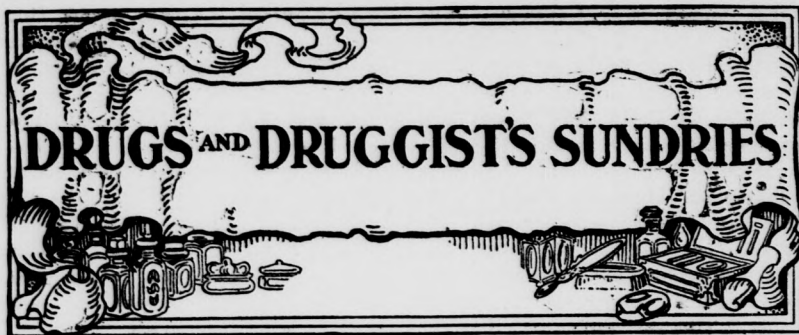
President—Fred W. Kinde.
Vice-President—Geo. L. Whitney.
Secretary—G. E. English.
Treasurer—Jos. N. Rankin.
Committees—New Industries: C. D. Thompson, John Ryan, Geo. L. Whitney; Public Improvements: W. H. Lankin, N. B. McLellan, Geo. L. Whitney; Membership: G. E. English, John G. Clark, Jos. N. Rankin; Mercantile Interests: Jos. Fremont, John G. Clark, N. B. McLellan.

Bad Axe is in the heart of a fine agricultural district, has paved streets and municipal water and lighting plants. It is a live little city and promises to develop rapidly. Bad Axe is the county seat and has nearly 2,000 inhabitants.

The Live Irishman on the Other Side.

Dublin, Ireland, June 14—I am combining business with pleasure and have sold goods for fall in Belfast, Dublin, Cork and Limerick. I am going now to a few towns in England and Scotland, then take a month's holiday before going home on a boat that takes twelve days to cross the pond. The weather here is delightful. The natives are complaining of what they term the "terrible heat," which I think is very comfortable. It is nothing compared to our hot weather. M. J. Rogan.

The dealer who sends in his order early never has to worry about having his goods on time.



Michigan Board of Pharmacy.
 President—Wm. A. Dohany, Detroit.
 Secretary—Ed. J. Rodgers, Port Huron.
 Treasurer—John J. Campbell, Pigeon.
 Other Members—Will E. Collins, Owosso; John D. Muir, Grand Rapids.

Michigan Retail Druggists' Association.
 President—C. A. Bugbee, Traverse City.
 First Vice-President—Fred Brundage, Muskegon.
 Second Vice-President—C. H. Jongejan, Grand Rapids.
 Secretary—Robt. W. Cochrane, Kalamazoo.
 Treasurer—Henry Riechel, Grand Rapids.
 Executive Committee—W. C. Kirchgessner, Grand Rapids; R. A. Abbott, Muskegon; D. D. Alton, Fremont; S. T. Collins, Hart; Geo. L. Davis, Hamilton.

Michigan State Pharmaceutical Association.
 President—E. W. Austin, Midland.
 First Vice-President—E. P. Varnum, Jonesville.
 Second Vice-President—C. P. Baker, Battle Creek.
 Third Vice-President—L. P. Lipp, Blissfield.
 Secretary—M. H. Goodale, Battle Creek.
 Treasurer—J. J. Wells, Athens.
 Executive Committee—E. J. Rodgers, Port Huron; L. A. Seltzer, Detroit; S. C. Bull, Hillsdale and H. G. Spring, Unionville.

Grand Rapids Drug Club.
 President—Wm. C. Kirchgessner.
 Vice-President—O. A. Fackboner.
 Secretary—Wm. H. Tibbs.
 Treasurer—Rolland Clark.
 Executive Committee—Wm. Quigley, Chairman; Henry Riechel, Theron Forbes.

What Have You Done With N. F. and U. S. P.?

The U. S. P. and National Formulary work—What have you done with it? The thought that was in my mind a year ago when I consented to prepare a paper was a little history of what has been done in Detroit along that line, thinking it might be of help to organization in other places, and that they might profit by what fruit we had gleaned out of it.

We first considered this work some six years ago. I think 1905 was the inception of it. We started in with the meeting that the Wayne County Medical Association had on the "U. S. Pharmacopoeia," which had just come out, and at that time we read a paper before the physicians and quite a number of the pharmacists of the city who were invited to be present on "What Physicians are Prescribing." We were met with open arms by the physicians and invited to come again, and the thought was in each one's mind, both pharmacist's and physician's, that the idea of a joint meeting was a happy one. A committee was appointed by our local pharmacists' association, the Detroit Retail Druggists' Association, and secured the following year Prof. Schlotterbeck, who presented "Synthetics" for consideration. Every meeting we have had has been one of constantly increasing interest on the part of both pharmacists and physicians. The physicians have been entirely willing to meet us half way

and bridge over the chasm that is wont to be assumed as existing between the two professions, and placed many orders for copies of the U. S. Pharmacopoeia and National Formulary.

Next year we took up the question of the U. S. P. and N. F. preparations. We had our committee prepare six or eight samples of a dozen or fifteen preparations so that we had quite an array of samples on the table for the inspection of the physicians at the time of the meeting. The physicians discussed and commented freely on the very favorable appearance of the preparations. That did us a great deal of good, not only in the way of having these preparations prescribed, but it gave the physicians an idea of working along other lines away from the proprietary remedies, along lines of legitimate work, along the lines of the U. S. P. and N. F. preparations—not that other preparations of merit should not be prescribed—because they are and will be, but that the work should be along ethical lines—it must be carried along the lines which are advocated by the American Pharmaceutical Association, the N. A. R. D. and by the American Medical Association. The N. A. R. D. took this matter up, as you have read in "Notes," and then later evolved the scheme of having a write-up of the preparations sent to a list of physicians that the local druggists selected along with some literature on these special preparations. Then the druggist following up the plan should detail the physicians individually, have a talk with them, and thus help to create a kindly relationship even outside of the detail work. Each druggist for his membership fee in the N. A. R. D. is entitled to "Notes" and to have the special literature sent to two physicians he selects but we found that a number of physicians had not been included by druggists in the combined lists and who were really desirable so these were added at a cost of fifty cents per, which we paid from the treasury to the N. A. R. D. thus having on our list, probably 125 or 150 physicians' names who were receiving this literature from the N. A. R. D. about certain preparations.

That, in brief is the skeleton. We followed the presentation next year with an address by Prof. Remington on the subject of "The Pharmacopoeia and the Physician." The following year "Preparations" were again taken up and a chart prepared showing the increase or decrease of the sales of about ten of the leading proprietary medicines in the Detroit markets and those that would not be

considered ethical preparations. Last year, we adopted after discussion resolutions instructing our delegates to the U. S. P. Revision convention. This year we had Prof. Hynson who spoke to us on "The formation and workings of the committee of Pharmacy and Chemistry of the American Medical Association," as well as a clear presentation, with historical references, of the relations that should exist between the pharmacist and physician. All these meetings were helpful. They brought the ethical preparations before the physicians' minds and it resulted not only in a general enlightenment but a decided increase on the part of the physician of that line of preparations, thus benefiting not only the physician but also the patient and the druggist.

I took pains to collect some data in reference to this work by enquiring of different representative pharmacists in the city. Taking two hundred prescriptions in the year 1907, when we made our first samples, and in 1910, when the canvass was made, it showed a very gratifying result. The figures were, in brief, as follows: In 1907, of the 200 prescriptions that were looked up, there were called for of the U. S. P. preparations and definite chemicals 372 ethical preparations. In 1910, after three years' work, there was a call for 440, showing an increase of 18 per cent. As to the patent and proprietaries in 1907, on these same 200 prescriptions there were 102 patents and proprietaries called for, while in 1910 only 52, a decrease of 50 per cent. In 1907, the per cent. of the special or proprietary articles to the total number of articles called for in these same 200 prescriptions, was 17.4 per cent. while in 1910, the per cent. had dropped to 11.8, so you see good results came from the work. What was done there can be duplicated in other places. But you will say that we have the physicians prescribing in Detroit. All right, but how do the pharmaceutical houses get their preparations called for by the physicians? Why by detail work and we can do the same and don't neglect the valuable team work or get-together meetings. Now it seems to me we can do something and in the end the physician will get into the habit of prescribing, will he not, these preparations that we so desire to get before them. If he sees that the local druggist can and does make the preparations that he wants to use, will it not be a natural thing for him to designate these? These preparations may be made for you if you do not care to make them yourself by Parke, Davis & Co., or Nelson, Baker & Co., or anyone else, but the idea is to get better preparations, more ethical preparations in use by the physicians which will result in a betterment all around.

Briefly, these are the results which we have been able to attain. In detail, the many physicians assured different members of our organization of their thanks that we brought these things up before them and I hope what has been our experience in the good results, may be your experience too.

There's One Born Every Minute.

Apparently the fool transplanter of fauna and flora didn't die off after the continent of North America had been inoculated with the German carp and the filthy English sparrow. One of the family has bobbed up away down in the antipodean regions of Ceylon—Ceylon of the "coral strand."

About ten years ago a snail headed individual voyaged to Ceylon with a few specimens of a giant snail of East Africa and turned them loose. Some one in official position on the island rounded them up and exterminated these specimens of *Achianta fulica*. But he, or another of the type, brought over another lot of the creatures, with the result that in the lowlands millions of the great creatures are swarming over the vegetable world. On a six foot length of cocoanut stem more than 200 snails have been counted. Much fear was aroused by the invasion until it was discovered that more fortunately than in most cases, the creature proves not to be herbivorous, but in many respects is a scavenger. Which was not of the least concern to the fool who brought them in.

Those June Brides.

"I can't understand this stuff that comes out in the papers every year about June brides," said the young man to an oldish man seated beside him on the trolley car.

"Easiest thing in the world, my boy," was the answer.

"But why select June? If you are going to be married, why not in May or July or any other month?"

"My dear boy, at Christmas time or New Year's you make your girl a present of a diamond ring and ask for her heart. She gives it to you. You at once begin wearing your old clothes, saving your pennies, borrowing from your friends, winning at poker, doing overwork and practicing all sorts of little schemes to get a few dollars ahead of the game."

"But what has this to do with June?"

"Why, it takes you from January to June to save the first month's rent on a flat and pay the preacher's fee, and that's why it's the favorite month for matrimony. Of course—of course. Queer you didn't know that, and a young man, too."

The Drug Market.

Opium—Has advanced.
 Morphine—Is very firm.
 Carbolic Acid—Has advanced 1c per pound.
 Otter of Roses—Is higher.
 Ipecac Root—Has advanced.
 Oil Cloves—Has declined 5c a pound.
 Althea Root, Cut—Is lower.
 Menthol—Is higher.
 Prickley Ash Bark—Has declined.
 Oil Lemon—Is steadily advancing.
 Oil Bergamot—Is higher.
 Celery Seed—Has declined.

There are some men born to lead men and some born to lead mules. The trouble comes when the mule leader puts himself forward as the leader of men.

*Paper read at annual convention Michigan State Pharmaceutical Association by Wm. A. Hall, of Detroit.

WHOLESALE DRUG PRICE CURRENT

Aceticum 6@ 8	Copaiba 1 75@1 85	Scilla 50	Lupulin 1 50	Rubia Tinctorum 12@ 14	Vanilla 9 00@10 00
Benzoinum, Ger. 70@ 75	Cubebae 4 00@4 10	Scilla Co. 50	Lycopodium 75@ 85	Saccharum La's 18@ 20	Zinci Sulph 7@ 10
Boracie 12	Erigeron 2 35@2 50	Tolutan 50	Macis 65@ 70	Salacin 4 50@4 75	Oils
Carbolicum 17@ 21	Evechthitos 1 00@1 10	Prunus virg. 50	Magnesia, Sulph. 3@ 5	Sanguis Drac's 40@ 50	Lard, extra 90@1 00
Citricum 45@ 50	Gaultheria 4 80@5 00	Zingiber 50	Magnesia, Sulph. bbl @ 1 1/4	Sapo, G 15	Lard, No. 1 85@ 90
Hydrochlor 3@ 5	Geranium oz 75	Tinctures	Mannia S. F. 75@ 85	Sapo, M 10@ 12	Linseed, pure r'w 92 1 09@1 15
Nitrosum 8@ 10	Gossypil Sem gal 70@ 75	Aloes & Myrrh..	Morpha, SP&W 3 80@3 90	Sapo, W 15@ 18	Linseed, boiled 93 1 10@1 16
Oxalicum 14@ 15	Hedeoma 2 50@2 75	Anconitum Nap'sF	Morpha, SNYQ 3 80@3 90	Seidlitz Mixture 27@ 30	Neat's-foot, w str 65@ 70
Phosphorium, dil. 15	Junipera 40@1 20	Anconitum Nap'sR	Morpha, Mal. .3 80@3 90	Sinapis 18	Turpentine, bbl. . . . 79 1/4
Salicylicum 44@ 47	Lavandula 90@3 60	Arnica 50	Moschus Canton 40	Sinapis, opt. 30	Turpentine, less 70
Sulphuricum 13@ 5	Limons 1 60@1 70	Aloes 60	Myristica, No. 1 25@ 40	Snuff, Maccaboy, 30	Whale, winter 70@ 76
Tannicum 75@ 85	Mentha Piper 2 75@3 00	Asafoetida 50	Nux Vomica po 15 10	De Voes 54	Paints
Tartaricum 38@ 40	Mentha Verid 3 80@4 00	Atrope Belladonna	Os Sepia 30@ 35	Snuff, S'h DeVo's 54	Green, Paris 21@ 62
Ammonia	Morruhae, gal. .2 00@2 75	Aurant Cortex ..	Pepsin Saac, H & P D Co. 1 00	Soda, Boras 5 1/2@ 10	Green, Peninsular 13@ 16
Aqua, 18 deg. 4@ 6	Myrcia 3 00@3 50	Barosma 50	Picis Liq N N 1/2 gal. doz. 2 00	Soda et Pot's Tart 27@ 30	Lead, red 7 1/2@ 8
Aqua, 20 deg. 6@ 8	Olive 1 00@3 00	Benzoin 50	Picis Liq qts 1 00	Soda, Carb 1 1/4@ 2	Lead, white 7 1/2@ 8
Carbonas 13@ 15	Picis Liquida 10@ 12	Benzoin Co. 50	Picis Liq qts 1 00	Soda, Bl-Carb 3@ 5	Ochre, yel Ber 1 1/2@ 2
Chloridum 12@ 14	Ricina 94@1 00	Cantharides 75	Pil Hydrarg po 80 30	Soda, Ash 3 1/4@ 4	Ochre, yel Mars 1 1/2@ 2
Aniline	Rosae oz. 9 00@9 50	Capsicum 50	Piper Alba po 35 30	Soda, Sulphas 2	Putty, comm'l 2 1/4@ 2 1/2
Black 2 00@2 25	Rosmarini 1 00	Cardamon 75	Piper Nigra po 22 13	Spts. Cologne 3 00	Putty, str't pr 2 1/2@ 3
Brown 80@1 00	Sabina 90@1 00	Cardamon Co. ..	Pix Burgum 10@ 12	Spts. Ether Co. 50@ 55	Red Venetian 1 1/2@ 2
Red 45@ 50	Santal 4 50	Cassia Acutifol Co	Plumbi Acet 12@ 15	Spts. Myrcia 2 50	Shaker Prep'd 25@1 35
Yellow 2 50@3 00	Sassafras 90@1 00	Cassia Acutifol Co	Pulvis Ip'cut Opil 1 30@1 50	Spts. Vini Rect bbl 10	Vermillion, Eng. 75@ 80
Bacca	Sinapis, ess. oz. 65	Castor 1 00	Pyrenthrum, bxs. H & P D Co. doz 75	Spts. Vini Rect 1/2 b 10	Vermillion Prime
Cubebae 70@ 75	Succini 40@ 45	Catechu 50	Pyrenthrum, pv 20@ 25	Spts. Vini Rect 1/2 b 10	American 13@ 15
Junipers 6@ 8	Thyme 40@ 50	Cinchona 50	Quassia 8@ 10	Spts. Vini Rect 1/2 b 10	Whiting, Gilders' 13@ 15
Xanthoxylum 1 00@1 10	Thyme, opt. 1 60	Cinchona Co. 60	Quina, N. Y. 17@ 27	Spts. Vini Rect 1/2 b 10	Whit'g Paris Am'r 1 25
Balsamum	Theobromas 15@ 20	Columbia 50	Quina, S. Ger. 17@ 27	Spts. Vini Rect 1/2 b 10	Whit'g Paris Eng. 1 25
Copaiba 60@ 65	Tigil 90@1 00	Cubebae 50	Quina, S P & W 17@ 27	Strychnia Crysl 1 10@1 30	Whit'g Paris Eng. 1 25
Peru 2 25@2 40	Potassium	Digitalis 50	Thebromia 45@ 48	Sulphur, Roll 2 1/2@ 5	Whit'g, white S'n 1 40
Terabin, Canad. 70@ 80	Bi-Carb 15@ 18	Ergot 50		Sulphur Subl. 2 1/2@ 5	Varnishes
Tolutan 40@ 45	Bichromate 13@ 15	Ferri Chloridum		Tamarinds 3@ 10	Extra Turp 1 60@1 70
Cortex	Bromide 30@ 35	Gentian Co. 50		Terebenth Venice 40@ 50	No. 1 Turp Coach 1 10@1 20
Ables, Canadian. 18	Carb 12@ 15	Gentian Co. 50		Thebromia 45@ 48	
Cassia 20	Chlorate po. 30@ 40	Guaiac 50			
Cinchona Flava 18	Cyanide 25@2 30	Guaiac ammon 60			
Buonymus atro. 60	Iodine 75	Hyoscymus 75			
Myrica Cerifera. 20	Iodine, colorless 50	Kino 50			
Prunus Virgini 15	Lobelia 50	Lobelia 50			
Quillaia, gr'd. 15	Lobelia 50	Myrrh 50			
Sassafras, po 30 26	Lobelia 50	Nux Vomica 50			
Ulmus 20	Lobelia 50	Opil 1 50			
Extractum	Lobelia 50	Opil, camphorated 1 00			
Glycyrrhiza, Gla. 24@ 30	Lobelia 50	Opil, deodorized 2 00			
Glycyrrhiza, po. 28@ 30	Lobelia 50	Quassia 50			
Haematox 11@ 12	Lobelia 50	Rhatany 50			
Haematox, 1s 13@ 14	Lobelia 50	Rhei 50			
Haematox, 1/2s 14@ 15	Lobelia 50	Sanguinaria 50			
Haematox, 1/4s 16@ 17	Lobelia 50	Serpentaria 50			
Ferru	Lobelia 50	Stromonium 60			
Carbonate Precip. 15	Lobelia 50	Tolutan 60			
Citrate and Quina 2 00	Lobelia 50	Valerian 50			
Citrate Soluble 55	Lobelia 50	Veratrum Verde 50			
Ferrocyanidum S 40	Lobelia 50	Zingiber 60			
Solut, Chloride 15	Lobelia 50				
Sulphate, com'l 2	Lobelia 50				
Sulphate, com'l, by bbl., per cwt. 70	Lobelia 50				
Sulphate, pure 7	Lobelia 50				
Flora	Lobelia 50				
Arnica 20@ 25	Lobelia 50				
Antemis 50@ 60	Lobelia 50				
Matricaria 30@ 35	Lobelia 50				
Folia	Lobelia 50				
Barosma 1 75@2 00	Lobelia 50				
Cassia Acutifol, Tinnevely 15@ 20	Lobelia 50				
Cassia, Acutifol 25@ 30	Lobelia 50				
Salvia officinalis, 1/2s and 1/4s 18@ 20	Lobelia 50				
Uva Ursi 8@ 10	Lobelia 50				
Gummi	Lobelia 50				
Acacia, 1st pkd. 65	Lobelia 50				
Acacia, 2nd pkd. 45	Lobelia 50				
Acacia, 3rd pkd. 35	Lobelia 50				
Acacia, sifted sts. 18	Lobelia 50				
Acacia, po 45@ 65	Lobelia 50				
Aloe, Barb 22@ 25	Lobelia 50				
Aloe, Cape 25	Lobelia 50				
Aloe, Socotri 45	Lobelia 50				
Ammoniac 55@ 60	Lobelia 50				
Asafoetida 1 75@2 00	Lobelia 50				
Benzoinum 50@ 55	Lobelia 50				
Catechu, 1s 13	Lobelia 50				
Catechu, 1/2s 14	Lobelia 50				
Catechu, 1/4s 16	Lobelia 50				
Camphorae 59@ 64	Lobelia 50				
Euphorbium 40	Lobelia 50				
Galbanum 1 00	Lobelia 50				
Gamboge, po. 1 25@1 35	Lobelia 50				
Gaulacum po 35 35	Lobelia 50				
Kino po 45c 45	Lobelia 50				
Mastic 75	Lobelia 50				
Myrrh po 50 45	Lobelia 50				
Opium 6 25@6 50	Lobelia 50				
Shellac 45@ 55	Lobelia 50				
Shellac, bleached 60@ 65	Lobelia 50				
Tragacanth 90@1 00	Lobelia 50				
Herba	Lobelia 50				
Absinthium 4 50@7 00	Lobelia 50				
Eupatorium oz pk 20	Lobelia 50				
Lobelia oz pk 20	Lobelia 50				
Majorium oz pk 28	Lobelia 50				
Mentha Pip. oz pk 23	Lobelia 50				
Mentha Ver oz pk 25	Lobelia 50				
Rue oz pk 39	Lobelia 50				
Tanacetum V 22	Lobelia 50				
Thymus V oz pk 25	Lobelia 50				
Magnesia	Lobelia 50				
Calcined, Pat. 55@ 60	Lobelia 50				
Carbonate, Pat. 18@ 20	Lobelia 50				
Carbonate, K-M. 18@ 20	Lobelia 50				
Carbonate 18@ 20	Lobelia 50				
Oleum	Lobelia 50				
Absinthium 7 50@8 00	Lobelia 50				
Amygdalae Dulc. 75@ 85	Lobelia 50				
Amygdalae, Ama 8 00@8 25	Lobelia 50				
Anisi 1 90@2 00	Lobelia 50				
Aurant Cortex 2 85@3 00	Lobelia 50				
Bergamini 6 00@6 25	Lobelia 50				
Cajuputi 85@ 90	Lobelia 50				
Caryophylli 1 35@1 40	Lobelia 50				
Cedar 85@ 90	Lobelia 50				
Chenopadii 4 50@5 00	Lobelia 50				
Cinnamoni 1 75@1 85	Lobelia 50				
Conium Mae 80@ 90	Lobelia 50				
Citronella 60@ 70	Lobelia 50				
Syrups	Lobelia 50				
Acacia 50	Lobelia 50				
Aurant Cortex 50	Lobelia 50				
Ferri Iod 50	Lobelia 50				
Ipecac 50	Lobelia 50				
Rhei Arom 50	Lobelia 50				
Smilax Om's 50@ 60	Lobelia 50				
Senega 50	Lobelia 50				
Spiritus	Lobelia 50				
Frumentum W. D. 2 00@2 50	Lobelia 50				
Frumentum 1 25@1 50	Lobelia 50				
Junipers Co. 1 75@3 50	Lobelia 50				
Junipers Co O T 1 65@2 00	Lobelia 50				
Saccharum N E 1 90@2 10	Lobelia 50				
Spt Vini Galli 1 75@6 50	Lobelia 50				
Vini Alba 1 25@2 00	Lobelia 50				
Vini Oporto 1 25@2 00	Lobelia 50				
Sponges	Lobelia 50				
Extra yellow sheeps' wool carriage 1 25	Lobelia 50				
Florida sheeps' wool carriage 3 00@3 50	Lobelia 50				
Grass sheeps' wool carriage 1 25	Lobelia 50				
Hard, slate use 1 00	Lobelia 50				
Nassau sheeps' wool carriage 3 50@3 75	Lobelia 50				
Velvet extra sheeps' wool carriage 2 40	Lobelia 50				
Yellow Reef, for slate use 1 40	Lobelia 50				
They Will EAT More and BUY More Groceries	Lobelia 50				
Instead of Coffee and Tea	Lobelia 50				
You may make more at first on tea and coffee. but you want your customers to have good appetites. The answer is Lowney's Cocoa. It is appetising, wholesome and strengthening. Your Lowney's Cocoa customers will be your best customers.	Lobelia 50				
IT'S UP TO YOU	Lobelia 50				



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They Will EAT
More and BUY
More Groceries



If you sell them

LOWNEY'S
COCOA

Instead of Coffee and Tea

You may make more at first on tea and coffee. but you want your customers to have good appetites. The answer is Lowney's Cocoa. It is appetising, wholesome and strengthening. Your Lowney's Cocoa customers will be your best customers.

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

Some Plug Tobacco
Canned Tomatoes
Rolled Oats
Some Teas

DECLINED

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Tobacco	1
Twine	1
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W		
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Woodenware	1
Wrapping Paper	1
Y		
Yeast Cake	1

ARCTIC AMMONIA

12 oz. ovals 2 doz. box 75

AXLE GREASE

1 lb. wood boxes, 4 doz. 3 00

1 lb. tin boxes, 3 doz. 2 35

3 1/2 lb. tin boxes, 2 doz. 4 25

10 lb. pails, per doz. 6 00

15 lb. pails, per doz. 7 20

25 lb. 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

1 lb. can, per doz. 90

2 lb. can, per doz. 1 40

3 lb. can, per doz. 1 80

BATH BRICK

English 95

BLUING

Sawyer's Pepper Box

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 2 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 90

BUTTER COLOR

Dandelion, 25c size 2 00

CANDLES

Paraffine, 6s 8

Paraffine, 12s 8 1/2

Wicking 20

CANNED GOODS

Apples 3 lb. 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, 1 lb. 1 00 @ 1 25

Little Neck, 2 lb. @ 1 50

CLAM BOUILLON

Burnham's 1/2 pt. 2 25

Burnham's pils. 3 75

Burnham's qts. 7 50

CHERRIES

Fair 90 @ 1 00

Good 1 00 @ 1 10

Fancy 1 45 @ 1 45

FRENCH PEAS

Monbadon (Natural)

per doz. 2 45

GOOSEBERRIES

No. 10 6 00

HOMINY

Standard 85

CANNED MEATS

Lobster

1/2 lb. 2 40

1 lb. 4 25

Picnic Tails 2 75

MACKEREL

Mustard, 1 lb. 1 80

Mustard, 2 lb. 2 80

Soused, 1 1/2 lb. 1 80

Soused, 2 lb. 2 75

Tomato, 1 lb. 1 50

Tomato, 2 lb. 2 80

MUSHROOMS

Hotels 16

Buttons, 1/2s 14

Buttons, 1s 23

OYSTERS

Cove, 1 lb. 85 @ 90

Cove, 2 lb. 1 65 @ 1 75

PLUMS

Plums 1 00 @ 2 50

PEARS IN SYRUP

No. 3 cans, per doz. 1 25

PEAS

Marrowfat 95 @ 1 25

Early June 95 @ 1 25

Early June sifted 1 15 @ 1 80

PEACHES

Pie 90 @ 1 25

No. 10 size can pie @ 3 00

PINEAPPLE

Grated 85 @ 2 50

Sliced 95 @ 2 40

PUMPKIN

Fair 85

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 85

Pink Alaska 1 30 @ 1 40

SARDINES

Domestic, 1/4s 3 50

Domestic, 1/2s 3 50

Domestic, 3/4s @ 7

French, 1/4s 7 @ 14

French, 1/2s 18 @ 23

SHRIMPS

Dunbar, 1st, doz. 1 35

Dunbar, 1 1/2s, doz. 2 35

SUCCOTASH

Fair 85

Good 1 00

Fancy 1 25 @ 1 40

STRAWBERRIES

Standard 1 05 @ 1 15

Fair 1 00 @ 1 05

Fancy @ 1 40

TOMATOES

No. 10 3 @ 25

CARBON OILS

Barrels

Perfection @ 9

D. S. Gasoline @ 13

Gas Machine @ 20

Deodor'd Nap'a @ 12

Cylinder 29 @ 34 1/2

Engine 16 @ 22

Black, winter 8 1/2 @ 10

CATSUP

Columbia, 25 pts. 4 15

Snider's pints 2 35

Snider's 1/2 pints 1 35

CEREALS

Breakfast Foods

Bear Food Pettijohns 1 95

Cream of Wheat 36 2 lb 4 50

Egg-O-See, 36 pkgs. 2 80

Post Toasties T No. 2

24 pkgs. 2 80

Post Toasties T No. 3

36 pkgs. 2 80

Apetiao Biscuit, 24 pk 3 00

18 pkgs. 1 95

Grape Nuts, 2 doz. 2 70

Malta Vita, 36 1 lb. 2 85

Mapl-Flake, 24 1 lb. 2 70

Pillsbury's Vitos, 3 dz. 4 25

Ralston Health Food

36 2 lb. 4 50

Saxon Wheat Food, 24

pkgs. 3 00

Shred Wheat Biscuit,

36 pkgs. 3 60

Kellogg's Toasted Corn

Flakes, 36 pkgs in cs 2 80

Vigor, 36 pkgs. 2 75

Voigt Corn Flakes 4 50

Washington Crisps

36 pkgs. 2 80

Rolled Oats

Rolled Avena, bbls. 5 00

Steel Cut, 100 lb. sks. 2 45

Monarch, bbls. 4 75

Monarch, 90 lb. sacks 2 25

Quaker, 18 Regular 1 38

Quaker, 20 Family 3 90

Cracked Wheat

Bulk 3 1/2

24 2 lb. pkgs. 2 50

CHEESE

Acme @ 12

Bloomington @ 13

Carson City @ 12

Warner @ 12 1/2

Riverside @ 12 1/2

Hopkins @ 12 1/2

Brick @ 13

Leiden @ 15

Limburger @ 15 1/2

Pineapple @ 40

Sap Sago @ 20

Swiss, domestic @ 13

3

CHEWING GUM	
Adams Pepsin	55
American Flag Spruce	55
Beaman's Pepsin	55
Best Pepsin	45
Best Pepsin, 5 boxes	55
Black Jack	55
Largest Gum (white)	55
O. K. Pepsin	65
Red Robin	55
Sen Sen	55
Sen Sen Breath Perf.	1 00
Spearmint	55
Spearmint, jars 5 bxs 2	75
Yucatan	55
Zeno	55

CHICORY

Bulk	5
Red	7
Eagle	5
Frank's	7
Schener's	6
Red Standards	1 60
White	1 60

CHOCOLATE

Walter Baker & Co.'s	
German's Sweet	22
Premium	31
Caracas	31
Walter M. Lowney Co.	
Premium, 1/4s	30
Premium, 1/2s	30

CIDER, SWEET

Regular barrel 50 gal	10 00
Trade barrel, 28 gals	5 50
1/4 Trade barrel, 14 gal	3 50
Boiled, per gal.	60
Hard, per gal.	25

CLOTHES LINES

No. 40 Twisted Cotton	95
No. 50 Twisted Cotton	1 30
No. 60 Twisted Cotton	1 60
No. 80 Twisted Cotton	2 00
No. 50 Braided Cotton	1 00
No. 60 Braided Cotton	1 25
No. 60 Braided Cotton	1 85
No. 50 Sash Cord	1 60
No. 60 Sash Cord	1 90
No. 60 Jute	85
No. 72 Jute	1 00
No. 60 Sisal	85

COCOA

Baker's	37
Cleveland	41
Colonial, 1/4s	35
Colonial, 1/2s	33
Epps	42
Huyler	45
Lowney, 1/4s	36
Lowney, 1/2s	36
Lowney, 3/4s	36
Lowney, 1s	40
Van Houten, 1/4s	12
Van Houten, 1/2s	20
Van Houten, 3/4s	40
Van Houten, 1s	72
Webb	33
Wilber, 1/4s	33
Wilber, 1/2s	32

COCOANUT

Dunham's	per lb.
1/4s, 5 lb. case	29
1/4s, 5 lb. case	28
1/4s, 15 lb. case	27
1/2s, 15 lb. case	26
1s, 15 lb. case	25
1/4s & 1/2s, 15 lb. case	26 1/2
Scalloped Gems	10
1/4s & 1/2s, pails	14 1/2
Bulk, pails	13
Bulk, barrels	12

COFFEES, ROASTED

Rio	
Common	16
Fair	16 1/2
Choice	17
Fancy	18
Peaberry	19

SANTOS

Common	17
Fair	18
Choice	18
Fancy	19
Peaberry	19

MARACAIBO

6

Soda Crackers N. B. C.	1 00
Soda Crackers Select	1 00
S. S. Butter Crackers	1 50
Unedda Biscuit	50
Unedda Jinjer Wayfer	1 00
Unedda 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.	2 50
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
Citron	
Corsican	@15
Currents	
Imp'd 1 lb. pkg.	@10
Imported bulk	@ 9%
Peel	
Lemon American	13
Orange American	13
Raisins	
Connosiar Cluster	3 25
Dessert Cluster	4 00
Loose Muscatels 3 Cr	7
Loose Muscatels 4 Cr	7
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 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
Macaroni 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.	
Green, Scotch, bu.	2 90
Split, lb.	04
Sage	
East India	5
German, sacks	5
German, broken pkg.	
Aploca	
Flake, 100 lb. sacks	6
Pearl, 130 lb. sacks	5
Pearl, 36 pkgs.	2 25
Minute, 36 pkgs.	2 75
FISHING TACKLE	
1/2 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	15
No. 8, 15 feet	18
No. 9, 15 feet	20
Linen Lines	
Small	20
Medium	26
Large	34
Poles	
Bamboo, 14 ft., per doz.	55
Bamboo, 16 ft., per doz.	60
Bamboo, 18 ft., per doz.	80
FLAVORING EXTRACTS	
Foot & Jenks	
Coleman Vanilla	
No. 2 size	14 00
No. 4 size	24 00
No. 8 size	36 00
No. 3 size	48 00
Coleman Corp. Lemon	
No. 2 size	9 60
No. 4 size	18 00
No. 8 size	21 00
No. 3 size	34 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
2 oz. oval	16 80
4 oz. flat	33 00
8 oz. flat	63 00

7

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 50
2 oz. Full Measure doz.	1 25
4 oz. Full Measure doz.	2 40
Jennings (D. C. Brand)	
Extract Vanilla	
No. 2 Panel, per doz.	1 25
No. 4 Panel, per doz.	2 00
No. 6 Panel, per doz.	3 50
No. 3 Taper, per doz.	2 00
1 oz. Full Measure doz.	90
2 oz. Full Measure doz.	2 00
4 oz. Full Measure doz.	4 00
No. 2 Panel assorted	1 00
Crescent Mfg. Co.	
Mapicline	
2 oz. per doz.	3 00
Michigan Maple Syrup Co.	
Kalkaska Brand	
Maple, 2 oz., per doz.	2 25
FRUIT JARS.	
Mason, pts. per gro.	4 85
Mason, qts. per gro.	5 20
Mason, 1/2 gal. per gro.	7 60
Mason, can tops, per gro.	1 65
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 1/2 cloth	4 30
Big Wonder 1/4 cloth	4 30
Worden Grocer Co.'s Brand	
Quaker paper	4 30
Quaker, cloth	4 40
Wykes & Co.	
Eclipse	4 40
Lemon & Wheeler Co.	
White Star, 1/2 cloth	5 40
White Star, 1/4 cloth	5 30
White Star, 1/2 cloth	5 20
Worden Grocer Co.	
American Eagle, 1/2 cl	5 40
Grand Rapids Grain	
Milling Co. Brands	
Purity, Patent	4 80
Seal of Minnesota	5 50
Wizard Flour	4 40
Wizard Graham	4 40
Wizard Gran. Meal	3 40
Wizard Buckwheat	6 00
Rye	4 40
Spring Wheat Flour	
Roy Baker's Brand	
Golden Horn, family	5 25
Golden Horn, bakers	5 15
Wisconsin Rye	5 25
Judson Grocer Co.'s Brand	
Ceresota, 1/2 s	5 90
Ceresota, 1/4 s	6 00
Ceresota, 1/2 s	5 80
Lemon & Wheeler's Brand	
Wingold, 1/2 s	5 80
Wingold, 1/4 s	5 70
Wingold, 1/2 s	5 60
Worden Grocer Co.'s Brand	
Laurel, 1/2 cloth	5 60
Laurel, 1/4 cloth	5 50
Laurel, 1/2 & 1/4 paper	5 40
Laurel, 1/2 cloth	5 40
Voigt Milling Co.'s Brand	
Voigt's Crescent	4 90
Voigt's Flourloft	4 90
Voigt's Hygienic	
Graham	5 00
Voigt's Royal	5 30
Wykes & Co.	
Sleepy Eye, 1/2 cloth	5 55
Sleepy Eye, 1/4 cloth	5 45
Sleepy Eye, 1/2 cloth	5 35
Sleepy Eye, 1/4 paper	5 35
Sleepy Eye, 1/2 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
Kafir Corn	1 35
Hoyle Scratch Feed	1 45
Meal	
Bolted	3 20
Golden Granulated	3 40
St. Car Feed screened	24 00
No. 1 Corn and Oats	24 00
Corn, cracked	23 00
Corn Meal, coarse	23 00
Winter Wheat Bran	27 00
Buffalo Gluten Feed	30 00
Dairy Feeds	
Wykes & Co.	
O P Linseed Meal	36 00
O P Laxo-Cake-Meal	33 50
Cottonseed Meal	29 00
Gluten Feed	26 00
Brewers' Grains	25 00
Hammond Dairy Feed	23 50
Alfalfa Meal	26 00

8

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
Shearings	10 @ 20
Tallow	
No. 1	@ 5
No. 2	@ 4
Wool	
Unwashed, med.	@ 18
Unwashed, fine	@ 13
HORSE HADISH	
Per doz.	90
JELLY	
5lb. pails, per doz.	2 25
15lb. pails, per pail	50
30lb. pails, per pail	90
JELLY GLASSES	
1/2 pt. in bbls, per doz	15
1 pt. in bbls, per doz	16
8 oz. capped in bbls,	
per doz.	20
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	
1/2 lb. 6 lb. box	18
OLIVES	
Bulk, 1 gal. kegs 10 @ 1 20	
Bulk, 2 gal. kegs 95 @ 1 10	
Bulk, 5 gal. kegs 90 @ 1 05	
Stuffed, 5 oz.	90
Stuffed, 8 oz.	95
Stuffed, 14 oz.	2 25
Pitted (not stuffed)	
14 oz.	2 25
Manzanilla, 8 oz.	90
Lunch, 10 oz.	1 35
Lunch, 16 oz.	2 25
Queen, Mammoth, 19	
oz.	3 75
Queen, Mammoth, 28	
oz.	5 25
Olive Chow, 2 doz. cs,	
per doz.	2 25
PICKLES	
Beutel's Bottled Pickles	
8 oz., per doz.	90
10 oz., per doz.	95
16 oz., per doz.	1 45
24 oz., per doz.	1 90
32 oz., per doz.	2 35
Medium	
Barrels, 1,200 count	7 75
Half bbls., 600 count	4 50
5 gallon kegs	2 25
Small	
Barrels	9 00
Half barrels	5 25
5 gallon kegs	1 90
Gherkins	
Barrels	11 00
Half barrels	5 50
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. 93 Golf, satin fin.	2 00
No. 808 Bicycle	2 00
No. 632 Tom's whist	2 25
POTASH	
Babbitt's	4 00
PROVISIONS	
Barreled Pork	
Clear Back	16 50
Short Cut	15 75
Short Cut Clear	13 00
Bean	23 00
Brisket, Clear	23 00
Pig	26 00
Family	26 00
Dry Salt Meats	
S P Bellies	14
Lard	
Pure in tierces	9 @ 9 1/2
Compound lard	8 @ 8 1/2
80 lb. tubs, advance	1/2
60 lb. tubs, advance	1/2
50 lb. tubs, advance	1/2
5 lb. pails, advance	1/2
5 lb. pails, advance	1/2
8 lb. pails, advance	1
Smoked Meats	
Hams, 12 @. av. 15 1/2 @ 15	
Hams, 14 lb. av. 14 1/2 @ 15	

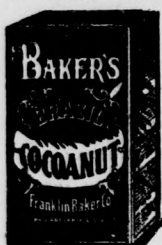
9

Hams, 16 lb. av. 15	@ 15 1/2
Hams, 18 lb. av. 14	@ 14 1/2
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
1/4 bbls., 40 lbs.	1 90
1/2 bbls.	4 00
1 bbl.	8 00
Tripe	
Kits, 15 lbs.	90
1/4 bbls., 40 lbs.	1 60
1/2 bbls., 80 lbs.	3 00
Casings	
Hogs, per lb.	35
Beef, rounds, set	17
Beef, middles, set	65
Sheep, per bundle	80
Uncolored Butterine	
Solid dairy	10 @ 12
Country Rolls	11 @ 18
Canned Meats	
Corned beef, 2 lb.	3 50
Corned beef, 1 lb.	1 85
Roast beef, 2 lb.	3 50
Roast beef, 1 lb.	1 85
Potted Ham, 1/2 s	90
Potted Ham, 1/4 s	90
Deviled Ham, 1/2 s	90
Deviled Ham, 1/4 s	90
Potted tongue, 1/2 s	90
Potted tongue, 1/4 s	90
RICE	
Fancy	6 @ 6 1/2
Japan Style	4 1/2 @ 5 1/2
Broken	2 1/2 @ 3 1/4
SALAD DRESSING	
Columbia, 1/2 pint	2 25
Columbia, 1 pint	4 00
Durkee's, large, 1 doz.	4 50
Durkee's, small, 2 doz.	5 25
Snider's, large, 1 doz.	2 35
Snider's, small, 2 doz.	1 35
SALERATUS	
Packed 60 lbs. in box.	
Arm and Hammer	3 00
Wyandotte, 100 lbs	3 00
SAL SODA	
Granulated, bbls.	80
Granulated, 100 lbs. cs.	90
Granulated, 36 pkgs.	1 20
SALT	
Common Grades	
100 3 lb. sacks	2 40
60 5 lb. sacks	2 25
28 10 1/2 lb. sacks	2 10
56 lb. sacks	32
28 lb. sacks	17
Warsaw	
56 lb. dairy in drill bags	40
28 lb. dairy in drill bags	20
Solar Rock	
56 lb. sacks	24
Common	
Granulated, fine	95
Medium, fine	1 00
SALT FISH	
Cod	
Large whole	@ 7 1/2
Small, whole	@ 7
Strips or bricks	7 1/2 @ 10 1/2
Pollock	@ 5
Halibut	
Strips	15
Chunks	16
Holland Herring	
Y. M. wh. hoop, bbls.	11 00
Y. M. wh. hoop, 1/2 bbl.	6 00
Y. M. wh. hoops, kegs	75
Y. M. wh. hoop Milchers	
kegs	85
Queen, bbls.	10 50
Queen, 1/2 bbls.	5 75
Queen, kegs	65
Trout	
No. 1, 100 lbs.	7 50
No. 1, 40 lbs.	3 25
No. 1, 10 lbs.	90
No. 1, 8 lbs.	75
Mackerel	
Mess, 100 lbs.	16 50
Mess, 40 lbs.	7 00
Mess, 10 lbs.	1 85
Mess, 8 lbs.	1 50
No. 1, 100 lbs.	15 50
No. 1, 40 lbs.	6 60
No. 1, 10 lbs.	1 70
No. 1, 8 lbs.	1 40
Whitefish	
100 lbs.	9 75
50 lbs.	5 25
10 lbs.	1 12
8 lbs.	92
100 lbs.	4 65
40 lbs.	2 10
10 lbs.	75
8 lbs.	65
SEEDS	
Anise	10
Canary, Smyrna	4 1/2
Caraway	10
Cardamom, Malabar	1 00
Celery	15

Special Price Current

12	13	14
No. 1 complete 40	Perfection Extras 35	stock by the Tradesman
No. 2 complete 28	Londres 35	Company. Thirty-five sizes
Case No. 2 fillers, 15" sets 1 35	Londres Grand 35	and styles on hand at all
Case, medium, 12 sets 1 15	Standard 35	times—twice as many safes
Faucets	Puritinos 35	as are carried by any other
Cork, lined, 8 in. 70	Panatellos, Finas 35	house in the State. If you
Cork, lined, 9 in. 80	Panatellos, Bock 35	are unable to visit Grand
Cork lined, 10 in. 90	Jockey Club 35	Rapids and inspect the
Mop Sticks	COCOANUT	line personally, write for
Trojan spring 90	Baker's Brazil Shredded	quotations.
Eclipse patent spring 85		
No. 1 common 80		
No. 2 pat. brush holder 85		
Ideal No. 7 85		
12lb. cotton mop heads 1 45		
Pails		
2-hoop Standard 2 00		
3-hoop Standard 2 35		
2-wire Cable 2 10		
Cedar all red brass 1 25		
3-wire Cable 2 30		
Paper Eureka 2 25		
Fibre 2 70		
Toothpicks		
Birch, 100 packages 2 00		
Ideal 85		
Traps		
Mouse, wood, 2 holes 22		
Mouse, wood, 4 holes 45		
Mouse, wood, 6 holes 70		
Mouse, tin, 5 holes 65		
Rat, wood 80		
Rat, spring 75		
Tubs		
20-in. Standard, No. 1 7 50		
18-in. Standard, No. 2 6 50		
16-in. Standard, No. 3 5 50		
20-in. Cable, No. 1 8 00		
18-in. Cable, No. 2 7 00		
16-in. Cable, No. 3 6 00		
No. 1 Fibre 10 25		
No. 2 Fibre 9 25		
No. 3, Fibre 8 25		
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 4		
Cream Manila 3		
Butchers' Manila 2 25		
Wax Butter, short c't 13		
Wax Butter, full count 20		
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 55 6 00		
BAKING POWDER		
Royal		
10c size 90		
1/4 lb. cans 1 35		
6oz. cans 1 90		
1/2 lb. cans 2 50		
3/4 lb. cans 3 75		
1 lb. cans 4 80		
3 lb. cans 13 00		
5 lb. cans 21 50		
CIGARS		
Johnson Cigar Co.'s Brand		
S. C. W.		
S. C. W., 1,000 lots 31		
El Portana 33		
Evening Press 32		
Exemplar 32		
Worden Grocer Co. Brand		
Ben Hur 35		
Perfection 35		

Perfection Extras 35
Londres 35
Londres Grand 35
Standard 35
Puritinos 35
Panatellos, Finas 35
Panatellos, Bock 35
Jockey Club 35



SOAP
Beaver Soap Co.'s Brand



100 cakes, large size 6 50
50 cakes, large size 3 25
100 cakes, small size 3 35
50 cakes, small size 1 95



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 00
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 85
German Mottled 3 50
German Mottled, 5 bxs 4 45
German Mottled, 10 bx 3 40
German Mottled, 25 bx 3 35
Marseilles, 100 cakes 6 00
Marseilles, 100 cks 5c 4 00
Marseilles, 100 ck toll 4 00
Marseilles, 1/2 bx toilet 2 10

Henry Passcolt

Tradesman Co.'s Brand



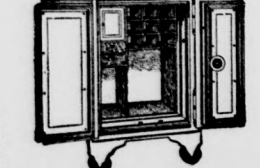
Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

A. B. Wrisley
Good Cheer 4 00
Old Country 3 40

Soap Powders
Snow Boy, 24s family size 3 75
Snow Boy, 60 5c 2 40
Snow Boy, 30 10c 2 40
Gold Dust, 24 large 4 50
Gold Dust, 100-5c 4 00
Kirkoline, 24 4lb. 3 80
Pearline 3 75
Soapine 4 10
Babbitt's 1776 3 75
Roseine 3 50
Armour's 3 70
Wisdom 3 80

Soap Compounds
Johnson's Fine 5 10
Johnson's XXX 4 25
Nine O'clock 3 30
Rub-No-More 3 85

Scouring
Enoch Morgan's Sons
Sapolio, gross lots 9 00
Sapolio, half gro. lots 4 50
Sapolio, single boxes 2 25
Sapolio, hand 2 25
Scourine Manufacturing Co
Scourine, 50 cakes 1 80
Scourine, 100 cakes 3 50



Small size, doz. 40
Large size, doz. 75

SAFES

Full line of fire and burglar proof safes kept in

Lowest

Our catalogue is "the world's lowest market" because we are the largest buyers of general merchandise in America.

And because our comparatively inexpensive method of selling, through a catalogue, reduces costs.

We sell to merchants only.

Ask for current catalogue.

Butler Brothers

New York

Chicago St. Louis

Minneapolis



Tanglefoot

The Original Fly Paper

For 25 years the Standard in Quality

All Others Are Imitations

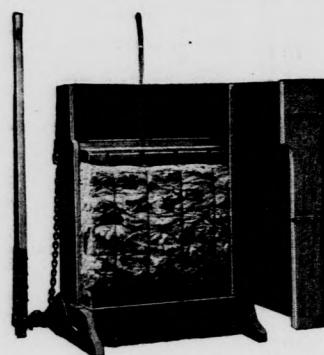
Mica Axle Grease

Reduces friction to a minimum. It saves wear and tear of wagon and harness. It 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.



The Paper Mills Want Your Waste Paper

And Will Pay Good Cash for it if Properly Baled

☐ You have no idea how much Waste Paper you sweep out and burn in a year.

☐ Why don't you send for a **HANDY** Baling Press—try it for thirty days—and find out for yourself how much money you can make on your Waste Paper.

☐ It will pay a good part of all your rent.

☐ No experience necessary. Simply dump the paper into the **HANDY PRESS** every evening, and when it is full, pull down the lever and press it down.

☐ A child can do it.

The Handy Paper Baling Press

is the greatest of them all. Strongly built—handsome in appearance and is built in five sizes, \$40, \$50, \$65, \$75 and \$85.

WRITE FOR PARTICULARS

THE HANDY PRESS CO.

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

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale—Best grocery, Montcalm county, largest potato market in Michigan. Best class of customers in city. Satisfactory reasons selling. Lock Box 141, Greenville, Mich. 495

For Sale—Meat market business, baazaar business, small grocery, confectionery. All good businesses. Globe Realty Co., Ludington, Mich. 494

Merchants—If you want spot cash for your stock address R. W. Johnson, 616 Hurd St., Peoria, Ill. 493

For Sale—Private bank, splendid chance for anyone wishing to start banking in a growing mining town in the Upper Peninsula, Michigan. Prospects very good for the near future. Banker selling out on account of poor health. Address J. G., care Tradesman. 492

Gas Machine For Sale—150 light capacity, Tirrill Equalizing gas machine, in good running order, will be sold at a very low price. We have found this the safest, most economical and best gas machine on the market. Outfit complete with pipings, burners, etc. Reason for selling is that we need a plant of greater capacity. If interested, write at once for price to The Blanding Company, Detroit, Minn. 491

For Sale—General merchandise business, stock and fixtures; will invoice about \$4,000, building \$2,000; one store; railroad town. For bargain address J. W. Emerson, Burchinal, Iowa. 490

To Exchange—For merchandise and store room, 300-acre farm, 50 miles east of Des Moines, all level corn land. Write for full description; can use up to \$25,000 stock and building. Address C. W. Terrell, Clapp Bldg., Des Moines, Iowa. 489

For Sale—First-class stock dry goods, notions, furnishings, shoes, etc. Enjoying good cash business. Expenses very light. Snap for some one if taken by July 20. Going west. Address Lock Box 28, North Adams, Mich. 488

For Sale—Whole or half interest in grocery, established 35 years, owner has engaged in banking business. This will stand thorough investigation, run in connection with department store in separate building. Address James S. Bicknell, Clare, Mich. 487

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 1/2 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. McRae, 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 & Roddle, 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 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—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—Drugs and fixtures and soda fountain, in storage. Will sell cheap for cash. W. C. P., care Tradesman. 163

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—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—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—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—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

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 inventories \$12,000. Sales last year \$26,000. Store building 22x120 feet with good living rooms above. Country settling up fast with good prospects for increased business. Mio is county seat of Oscoda county and railroad will reach here this year. Reason for selling, too much other business to look after this. Address C. B. Oakes, Mio, Michigan. 379

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—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, Illinois. 984

I pay cash for stocks or part stocks of merchandise. Must be cheap. H. Kauffer, Milwaukee, Wis. 92

HELP WANTED.

Wanted—Clerk for general store. Must be sober and industrious and have some previous experience. References required. Address Store, care Tradesman. 242

Wanted—Registered pharmacist to take charge and run drug store for share of the profits. References required. Address X, care Tradesman. 454

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

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

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

GRAFT FOR THE LEADERS,

But Hardship and Short Rations For Dupes.

The furniture strike is still on, but it has ceased to be a source of serious anxiety to the manufacturers. Except in the turbulent Polish district the factories are all running, and another week will no doubt see the last of them in operation. The factories are still short handed and the forces are not well balanced nor up to the highest standard of efficiency, but conditions are steadily improving. In many instances the strikers are going to their old places of employment to get their tools. This changes their status from men out on strike to men out of jobs and they are interpreting this as releasing them from their vows to the union. They are not going back to their old places but they are hunting others. A Berkey & Gay man will not return to the Berkey & Gay factory, but will apply at the Phoenix or down in the Godfrey avenue district. There is a substantial and a growing movement of this nature. In addition skilled workers are coming in from other furniture centers and are being put to work as rapidly as they appear. In the meantime the strike managers, finding their graft still a good one, are urging the men to hold out. As long as the strike lasts they draw their pay and have their good pickings from the donations that are coming in from other unions and various sources. The end of the strike will put it up to them to find other strikes to organize or be out of jobs, and they are too careful of their own interests to let anything of this sort happen if they can possibly prevent it. The strike here is too soft a snap for them to be allowed to get away. What happens to the poor fellows who follow their lead is no particular concern of theirs.

It was proposed to have a labor demonstration, with a street parade, on the Fourth, but this has been abandoned. MacFarlane and those with whom he divides the pickings know that such a demonstration would be ridiculous, that the parade would be so small that it would be laughed at. The strike managers can not afford to have noses counted. It would show how little is left of the strike, and might lead to embarrassing questions being asked as to how much money those at the head of the enterprise are putting into their own pockets. It is possible there may be a mass meeting, with speeches urging the strikers to hold out, but it will be so arranged that no count can be made. The managers are still claiming that 3,000 men are out and they are soliciting donations on this basis. It might spoil their game if only a few score appeared in line.

Finding places for the strikers in other towns and helping them to get away is one of the tactics of the strike managers, and strange as it may seem there is no public protest against it. In the first place to send the men away is no kindness to them, for in other furniture centers conditions are not so favorable, and wag-

es not so good as in Grand Rapids, and they go among strangers instead of being among friends. And then it is a direct and positive blow at the city's future welfare and prosperity. This city is interested in keeping its skilled artisans; it needs them, and to have them persuaded to go elsewhere is an injury in more ways than one. Not only does it deprive this city's chief industry of its good men but it helps to build up rival furniture towns. This plan is not for the benefit of the workmen, but is based on a desire to make the strike as damaging to the manufacturers not only now but for the future. It is petty spite and it is strange indeed that the city does not recognize the unfriendly act and call an emphatic halt. But then, there have been many strange things about the attitude of the public toward the manufacturers. Some day the people may realize how they have been played for suckers by MacFarlane and his gang, and then it will be different.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, June 26—The spot coffee market is well sustained as to quotations and Rio No. 7 in an invoice way is held firm at 12 $\frac{3}{4}$ @12 $\frac{7}{8}$ c. In store and afloat there are 2,304,026 bags, against 2,757,234 bags at the same time last year. The demand is for limited supplies and no "statistical position" showing that coffee must inevitably advance seems to spur the would-be buyer into anything more than every-day purchasing. It would seem that with quotations about 4c higher than a year ago there would be some question as to whether or not it would be advisable to "lay in" a little in advance of current requirements. Mild sorts are without any noticeable change. Good Cucuta, 14 $\frac{1}{2}$ c.

The tea trade is about unchanged. Sellers are firm in their views, and the only fly in the ointment is the uncertainty as to the standards set for uncolored teas. Greens are well sustained and the supply not overabundant.

Withdrawals of sugar on previous contracts have livened up the situation in this article, and the demand for sugar may be called good with a prospect for an enlarging outlet right along. The rate for granulated is in general 5c less 2 per cent.

Rice sellers are hoping for something better farther on and this state of mind has prevailed for some time. Prices are not clipped, and upon the whole perhaps are more firmly held than previously, but there is room for improvement on the demand. Prime to choice domestic, 4 $\frac{1}{4}$ @5c.

Spices, as usual at this time of year, have been dragging, and only the smallest possible amounts change hands. Pepper is about the most interesting article, but even this shows little variation.

Molasses is quoted at 25@32c and this range has prevailed for a long time. The enquiry is moderate, but as active as could be hoped for. Syrups in light supply but steady.

In canned goods we have a better

feeling in tomatoes. Stocks are not excessive and the outlook just now is for a rather poor crop, but the writer's experience in this line of prophecy extends for more than a quarter of a century, and the crop has never yet failed. Standard threes are worth 85c for reliable goods f. o. b. factory. Futures 77 $\frac{1}{2}$ c. Peas promise to be short and the market is well sustained. Early sorts are half a crop and the outlook for later varieties is not enticing.

Butter firm for all sorts. The supply is only moderate and the outlook generally is in favor of the seller. Creamery specials, 24c; extras, 23c; process, 18@19@20c; factory, 17 $\frac{1}{2}$ @18c; packing, 16@17c.

The market is pretty closely sold up in cheese and quotations are firmly sustained—12c for whole milk new, and 13@13 $\frac{1}{2}$ c for best old.

Receipts of eggs show decided falling off and market closes firm. Best Western 17@20c, which seems to be top.

Detroit Butter and Egg Board.

Detroit, June 26—Butter receipts, 77 packages.

The tone is steady.

Extra creamery, 23c.

First creamery, 21c.

Dairy, 16c.

Packing stock, 15c.

Eggs—Receipts, 409 cases.

The tone is firm.

Current receipts, 14c.

Receipts are very light on eggs and the quality is very poor.

Butter is steady and the demand good for storage.

New York.

Butter—Receipts, 8,489 packages.

The tone is firm.

Extra creamery, 23 $\frac{1}{2}$ c.

Renovated, 18@18 $\frac{1}{2}$ @19 $\frac{1}{2}$ c.

Packing stock, 16 $\frac{1}{2}$ @17c.

Eggs—Receipts, 15,505 cases.

The tone is firm.

Extra fresh, 16 $\frac{1}{2}$ @18c.

First fresh, 15@15 $\frac{1}{2}$ c.

Chicago.

Butter—Receipts, 15,397 packages.

The tone is steady.

Extra creamery, 23c.

Packing stock, 16c.

Eggs—Receipts, 17,775 cases.

The tone is steady.

Prime first fresh, 14c.

First fresh, 13c.

F. J. Schaffer, Secretary.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, June 28—Creamery, 20@24 $\frac{1}{2}$ c; dairy, 16@22c; poor, all kinds, 12@15c.

Eggs—Fancy, candled, 19@20c; choice, 17@18c.

Live Poultry—Fowls, 15@15 $\frac{1}{2}$ c; ducks, 15@17c; turkeys, 12@14c; broilers, 25@26c.

Beans—Marrow, \$2.35@2.40; medium, \$2.10; pea, \$2.10; red kidney, \$1.25; white kidney, \$2.50.

Potatoes—90@1.00 per bu.

Rea & Witzig.

The Boys Behind the Counter.

Plainwell—The Miller Drug Co. has secured the services of O. B. Treat, of Kalamazoo, who is at present with the Coleman Drug Co., of that city.

Eaton Rapids—Harlow Curtice has taken a position at Mead's drug store.

Sparta—A. B. Way has secured the services of Marion Harvey, formerly of Kalkaska, as manager of his drug store. Mr. Storez, who was former manager, has accepted a position at Cadillac.

Paw Paw—Kirbie Wilkins is now clerking in H. C. Waters & Co.'s hardware store.

Owosso—Albert Goetzen, manager of the Fashion Cloak Co. store since it was opened in this city, has resigned to accept a better position with the Merchants' Sales Co., of New York, a concern which has stores scattered over the country. His territory will be in the Central West.

Plainwell—A. W. Spore, who has clerked for the Miller Drug Co. for the past year and a half, will sever his connection with that firm at the end of the week. This arrangement was entered into several days ago. Mr. Spore will go to Fennville to reside, and where he becomes representative of the Decker Bros., a Chicago fruit firm, and will have for his shipping points, Fennville, Ganges and Glenn.

Trading Stamp Law Held Up.

Detroit, June 27—Judge Swan has ordered Attorney General Franz Kuhn not to enforce the law recently passed by the State Legislature which prohibits the sale of trading stamps in this State.

The order was in the form of a preliminary injunction and in it the Attorney-General is commanded to appear in the United States district court here July 19 to show cause why it should not be made permanent.

The action was brought by the Sperry & Hutchinson Co. because of a law passed in April last by the State Legislature and which if enforced will wipe out entirely the large business of that firm in this State. Arguments were presented by William G. Hamilton, of New York, and Frank T. Wolcott, of Port Huron, tending to show that the law is unjust and unreasonable and on the strength of their showing, Judge Swan issued the injunction which will be made permanent if the contentions of the company are finally upheld. Attorney General Kuhn has been apprised of the order of the court.

BUSINESS CHANCES.

Hardware stock, \$5,000, at invoice, Southern Michigan town of 1,800. No competition in plumbing and tinning. Will take city property for half. J. Jay Wood, Grand Rapids, Mich. 498

Wanted—Location as physician or position as registered pharmacist. Address No. 497, care Michigan Tradesman. 497

Our 13 yellow reasons digested in 13 minutes saves 1300% on Florida land investment. Just opened 500 ac. richest muck in Sanford celery delta at \$50. Flowing wells, irrigation, proven district, rail and water transportation. Title Bond & Guarantee Co., Sanford, Fla. 496

For Sale—1911 five-passenger touring car, 115 inch wheel base, magneto, speedometer, mohair top, 36 H. P. Full set tools, jack, horn, pump, 2 extra tires, 4 extra inner tubes. Outfit cost less than one year ago, \$1,500. Will be sold for less than half price. Address No. 500, care Tradesman. 500

SITUATIONS WANTED.

Situation Wanted—By young man experienced in furniture business, also licensed embalmer and undertaker of four years' experience. Best of references. Address Furniture, care Tradesman. 499

Roofing Troubles Ended

Reynolds Flexible Asphalt Slate Shingles end roofing troubles. They are practically indestructible. Frost, air, wind, water and sun have no appreciable effect on them. We know this fact thoroughly by long years of testing, and are willing to back

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with a ten year guarantee. Actually this perfect roofing material lasts much longer than ten years and with neither painting nor repairs.

Reynolds Flexible Asphalt Slate Shingles resemble slate in appearance and add much to the looks of a building. They lay as easily as wooden shingles—do not color rain water and are fire resisting. With the use of Reynolds Flexible Asphalt Slate Shingles the most durable part of the building will be the roof.

Send for trade prices and agency proposition.

H. M. Reynolds Roofing Co.
Established 1868 Grand Rapids, Mich.



Mistake Insurance

Under the **AMERICAN** plan pays you the premiums plus the par value of the capital involved.

Mr. Merchant, this is indited to YOU:

An over-worked body and a weary brain make errors natural. You can remember just so much, and you can achieve only a given amount in results.

The American Account Register and System for Merchants is based on minimizing errors, adjusting credits, insuring settlements, and safeguarding yourself and your clerks against mistakes.

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ONE WRITING

and every hour of every day you have the complete condition of every feature of your business at your finger-tips. In case of fire, you have the entire story of your enterprise in documentary form to hand to the adjuster.

We're simply asking you to inquire about this system, because investigation costs you nothing—and it is worth while. Won't you sign the attached blank and mail it to us? You promise nothing, are held to nothing, but we know that you are interested and shall be pleased to send all the facts for your consideration. Address:

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The American Case & Register Company, Salem, Ohio.

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to buy *one* case at a time at the *bottom* price—and is sold to *all* buyers alike—is

"Won its FAVOR
through its FLAVOR"

Kellogg's

Fresh Goods

J. W. RITTENHOUSE

Official Organizer for the Pennsylvania Retail Merchants' Association

"Some time ago I assisted in adjusting a fire loss for a grocer. Among the stuff set aside for adjustment of loss sustained was a lot of breakfast food supposed to be damaged by smoke. I opened several packages and found them not damaged by smoke—but decidedly stale.

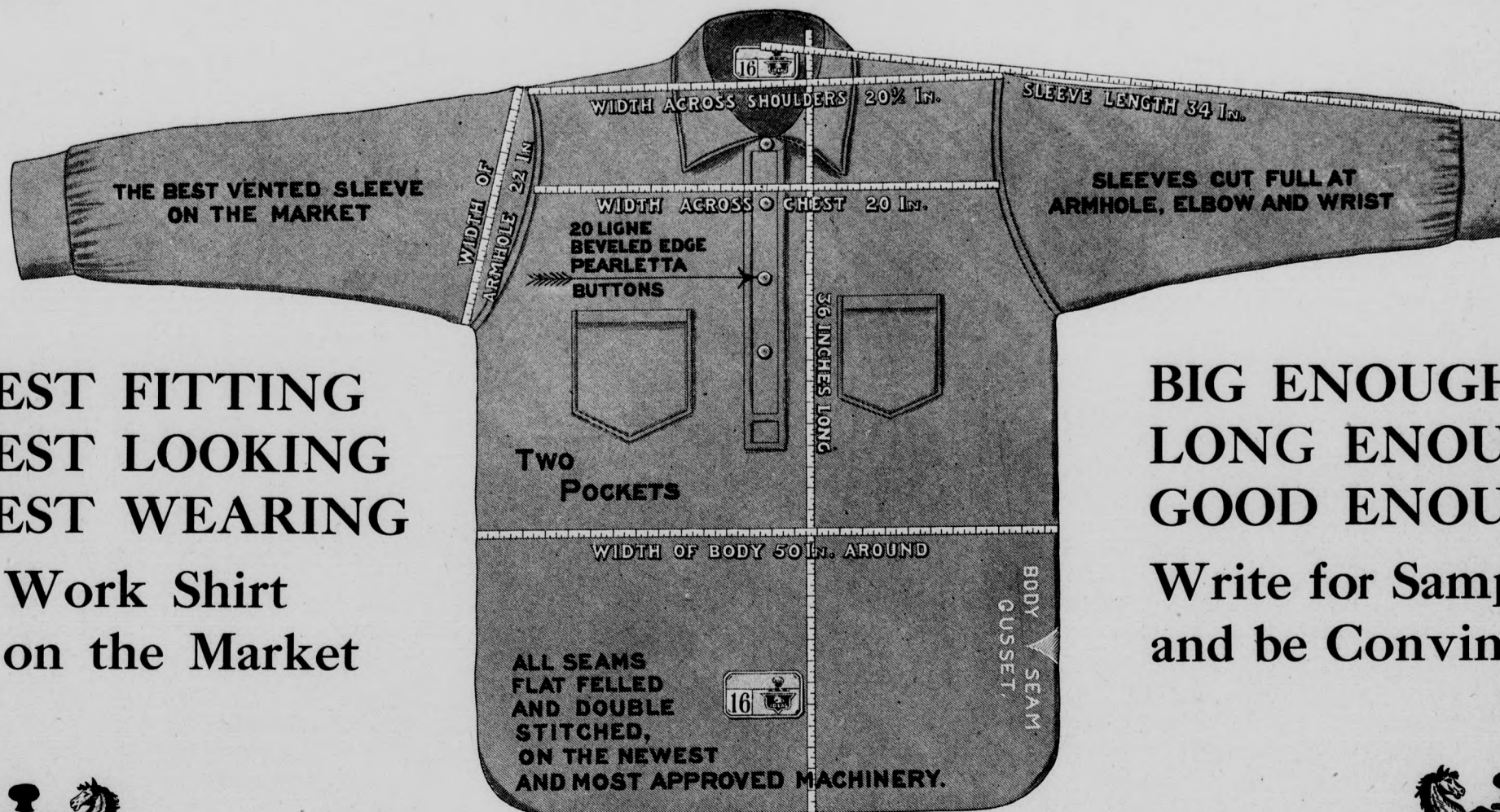
"Among the Cereals put out as damaged by smoke, none of which had the least trace of smoke, were Kellogg's Toasted Corn Flakes, three other advertised brands and others, not one of them crisp and fresh but Kellogg's Toasted Corn Flakes. Why? Kellogg's was the only Cereal there not bought in quantity. Single case purchases kept it on the shelf fresh, crisp, wholesome and appetizing. From every standpoint, considering quality, capital or warehouse room, the square deal policy is the best and only policy for the Grocer."

Mr. Grocer, the *only* flaked food sold in America which allows you





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