

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS. \$2 PER YEAR

Twenty-Eighth Year

GRAND RAPIDS, WEDNESDAY, AUGUST 16, 1911

Number 1456

The "Big Book" Is Out

By the time this paper reaches you our September catalogue—the "BIG BOOK" of the year—will be out.

This is the annual "starting signal" to thousands of merchants, for the opening of their fall campaign.

It is the first appearance of our entire Fall, Winter and Holiday lines. The most comprehensive dictionary of values the market produces.

Aside from the fact that its every page is brand new, allowing the very latest productions in staples and specialties, there are special features which suggest unlimited material for Fall sales.

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If for any reason it fails to reach you, don't waste a minute before writing for a copy. You should have it if for no other reason than to be posted. Ask for No. FF—908.

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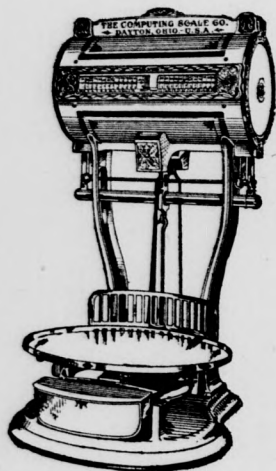
Where quality is first consideration and where you get the best for the price usually charged for the inferiors elsewhere.

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200 weighings per day with this loss would amount to 100 ounces passed out to your trade for good measure. Keep this up for 300 working days and it will cost you 30,000 ounces; and at a conservative valuation of the value of these wasted, "good measure," complimentary donations, you will actually give away \$300 in values. You never had the matter put up to you so very frankly before; but these are facts. We are not magnifying your losses. On the contrary we are under-estimating them. We don't want to discourage you, we want to encourage you; because there is a way out of all this losing game. *to wit: The Moneyweight Weigh.* We can save all this undermining, profit-wasting guess work. We

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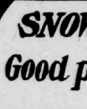
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Buffalo, N. Y.

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Twenty-Eighth Year

GRAND RAPIDS, WEDNESDAY, AUGUST 16, 1911

Number 1456

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TELL TALE COUNTENANCE.

The face was not that of a handsome man. It was a peculiar one, if the photographs promulgated through the press did it justice—one which no one would like—or, rather, one which would be positively disliked at first sight, had we not read much of the owner and his reforms along certain lines. Back of the small, narrow eyes and the fancied smirk on the face, the records seemed to proclaim that for once appearances are deceitful, and that a great intellect and a philanthropic heart may rest back of a forbidding exterior.

But here is another estimate of the man, made by one who knows him well and believes in using candor, even although varnish would make a better looking picture: "I consider him a dishonest man. I have seen him many times and have never known him to look a person squarely in the face. He has a shifty eye and is incapable of giving a direct answer to any question." And this is just the opinion we should have formed from the picture, and it alone has been the test for determining character. Surely the face, and most emphatically the eye, portrays largely the nature of its owner.

Did you ever try to look a lion or other beast of prey in the eye? You may stand before the cage for hours, but the inmate always evades your eye. Even if you should chance to get within range of its vision the glance is at once changed a little above or below your range or the animal is looking past you into the beyond. It can not be induced to look at you. It is not that it is wild; the deer shows no such peculiarity. A square deal is as foreign to some people who look and act in a similar manner as to the creature which is ready to spring upon its victim at the first chance. The straightforward look should be present before we trust man or beast. And the more we study faces and characters the more forc-

bly comes the impression that the tale of the countenance may be believed, even although at variance with that of the lips.

THE WAY TO WIN.

The Saginaw Board of Trade is a live organization. It hustles in the summertime as well as when the snow flies. This week the Saginaw Board is having a quarterly "conference" in the form of an outing. The steamer Rutherford B. Hayes has been chartered for a day and the membership will take a trip, eat, drink, be merry and listen to speeches on live topics relating to the business and industrial welfare of Saginaw, and will return at night more than ever determined to make Saginaw live up to its possibilities. Week before last the jobbers took an automobile trade extension excursion, starting at 6:30 in the morning and visiting seventeen towns. This is one of a series of such trips taken during the summer by which the entire Thumb district has been covered. This district is naturally tributary to Saginaw, but the Saginaw jobbers and wholesalers are not taking things for granted: they are going after the trade instead of waiting for it to come to them, and they are going after it in summer as well as at other seasons.

The Grand Rapids Board of Trade has been handicapped, perhaps, by not having a Secretary, but the lack of a Secretary should not mean a total cessation of all life and activity on the part of the organization. The committees are still in existence and there is no reason why they should not perform their functions as usual. Instead of going to sleep for eight or ten weeks, Grand Rapids should follow the Saginaw example. An outing by interurban or train to Ottawa Beach, Grand Haven or Muskegon could easily be arranged and such an outing would do much to bring the membership into line for energetic work later in the year. One day trade extension excursions by interurban or automobile could be planned and the nearby trade could thereby be solidified as in no other way so well. Grand Rapids should be up and doing. Everlastingly keeping at it, summer as well as fall, spring and winter, is the only way to win.

THE VALUE OF CHEESE.

Comparatively few realize the high food value of cheese, and in these days of high priced dairy products it has been often shifted into the background when it is really entitled to the front ranks. Years ago it, accompanied by crackers, was the typical lunch for the poor man when he went to town. The combination is to-day a well-balanced bill of fare, inexpensive and

easily available. On the table, it well takes the place of meat or eggs. It is a boon to the busy housewife, because so easily prepared for the unexpected guest. While there are instances in which it does not prove easily digested, the average individual will find it by no means entitled to this criticism. At this season special care must be exercised to keep the cheese in good condition, for the insect life which abounds on all sides will scent it afar off. It is never safe to leave cheese uncovered. A piece of tissue paper wrapped closely over the cut portion will insure against intruders, besides keeping the cheese moist. Take pride in being able to cut off approximately the amount asked for rather than double this sum. It is a knack easily acquired and will save to you customers. The exceedingly rich cheese which is old enough to "bite back" when you bite it will attract only a few. The majority of people prefer to avoid extremes in the selection of the product. Moderate age, a richness which melts in the mouth but not on every article with which it comes in contact and a color which gives no hint of foreign substance in its hue, will prove the best seller.

Study the likes and dislikes of your customers. They will be most plainly in evidence regarding this article. Keep the cheese well screened as well as covered with oiled paper. When you get an extra good cheese, call the attention of lovers of the product, even though it may cost you a free "sample."

GOADING ALONG.

As a mower was laying the hay in swathes we were annoyed by his constant urging of the team. Incessant is no exaggeration of the term. Yet the team plodded along in a way that was anything but pleasing. That they were doing all they were able was evident. The fault was in expecting such heavy work from them.

The driver was wasting a vast amount of vocal and nerve material in striving to get the unattainable. The friction was as expensive as it was unnecessary. The team might have done good service in some other work, and certainly an efficient one would have been cheaper in the end for the driver.

There are some people who must be goaded along just as was being done with this team, for goading seems to be an applicable word when the urging is persistent. Some managers will be satisfied with this sort of service, but they are becoming more and more rare. The up-to-date business man wants the team that will pull steadily and without the continual "Get Up," "Go Along." The one who would re-

tain a desirable place must be prepared to fill it with the least possible friction. When a piece of work is laid out there should be no lagging, no necessity for touching up. If the load is too heavy, there is an exchange of service. If the defect is caused by lack of energy, there are two ways to remedy it; and if you do not employ the one, your employer will certainly adopt the other recourse. The ox-cart methods no longer find place in competition with those of the automobile.

True capability must contain the element of willingness. When this is present, backed by power, the spur may be discarded. The incentives to action which come from within rather than from without are the most valuable.

NEW OLD-FASHIONED GIRL.

One by one the old style things are coming back and the girl who has access to the really nice garments and jewels of her grandmother is surely in luck. There are hand-embroidered collars and underwear which quite put to shame the modern work, as there was time spent over them which the busy girl of to-day lacks, even though she may have the patience, which is rarely. But she is almost certain to have ingenuity in fashioning the heirlooms into things of beauty which are a subject of envy to her less fortunate sisters.

The great brooch makes a charming belt pin and the smaller one, perhaps containing the hair of a generation still farther back, is converted into a receptacle for the photo of some member of the present family. But let us hope that the long, heavy earrings which are a part of the set will never be re-instated. The customs of piercing the ears savors at best of barbarism, and when the rings are used the best taste restricts them to the smallest possible size.

And now another dainty use of the old garment, best of all, not mutilated in the adaption, is the old fashioned silk shawl. If square, it is folded over at least twelve inches along one side for a collar effect. Then fold through the middle of the top, and let the V-fold come on the under side. It may be only pinned, until fitted to the neck; then tack both at the top and bottom of the V. If preferred, the shawl may first be folded diagonally, and the V made then as above. A fancy pin, preferably old fashioned, too, or ribbons fasten the shawl in front. If it lacks fringe, this may be added, either in the same or a contrasting color. This wrap is much in favor for summer wear, the silk adapting itself in most graceful folds.

Jealousy is the natural and gratuitous press-agent of Injustice.

EARLY DAY MERCHANTS.

Side Lights on the Levi Brothers and Others.

Written for the Tradesman.

The Star Clothing House was opened at 36 Canal street by Levi brothers—Isaac C., Henry C., Jacob I. and Arthur C. Levi, who moved a small stock of goods here from Ionia. They occupied but one-half of the store for a time, but eventually expanded their business and took leases on several stores adjoining the original location. In the year 1870 Jacob I. and Arthur C. Levi withdrew from the firm, leased a store in the Twamley building, on the northeast corner of Canal and Lyon streets, and opened a stock of hats and caps. Both stores were successful. After the panic of 1873 Henry C. Levi moved to Indianapolis, where he opened a small stock of clothing and prospered. After accumulating a competency, he moved to Chicago, opened the Hub and is now a millionaire. He is an able business man. His success proves that conclusively. During his residence in Grand Rapids he was a social favorite. Tall, handsome, refined and possessed of a magnificent tenor voice which he gave freely for charitable entertainments, he gained and enjoyed a strong social prestige. For reasons satisfactory to himself, he assumed the name of Lytton after taking up his residence in Chicago. Jacob I. Levi was talented and educated and during his residence in Grand Rapids a frequent contributor to the columns of the local newspapers, in which he discussed local problems mainly and displayed signal ability. He is now a resident of Philadelphia. Arthur C. Levi moved to New York and engaged in the manufacture of clothing. His product is known as the "Atterbury System." Joe Solomons, the principal owner and present manager of the Star, was a brother-in-law of Isaac C. Levi, who died a few years ago. A daughter of Arthur C. Levi is the wife of Bernard May.

Fred S. and H. B. Clark were engaged in the sale of groceries in 1880 in the Lovett block, on Pearl street, under the firm name of Clark & Clark. H. B. Clark was an experienced merchant, but Fred S. loved politics so well that he gave but little attention to the store. He served several terms as County Clerk and later was engaged as a lobbyist and promoter by the Valley City Cable Street Car Company. After the latter corporation consolidated its business with the Grand Rapids Street Railway Company, he formed a partnership with his brother-in-law, Lincoln S. Bowen, and opened an insurance office. He was a "slick" man in local politics, feared and hated by his enemies and admired for his political sagacity by those he served.

For several years previous to 1876, Henry Bremer, an intelligent and greatly respected German, sold meats and provisions in the Leppig building, on Lyon street. He afterward ably served the city several terms as Controller.

George F. Owen commenced his business career in Grand Rapids as a dealer in musical instruments, occu-

pying a store on the north side of Monroe street, near Campau Square. The late Amos D. Greene was one of his salesman and Henry F. Covell another. Mr. Owen acquired considerable notoriety as the manager of Julia A. Moore, the "Sweet Singer of Michigan," then the occupant of a farm three miles west of Edgerton. Mrs. Moore, an illiterate, had published a book of poems, "composed and written" by herself, which shared the attention of the literary world with the contemporaneous "Poems of Passion," issued by Ella Wheeler Wilcox before that lady had added Wilcox to her name. Mrs. Moore's style was original and peculiarly her own and the lines recalled events in the barnyard, the farmer's kitchen and the frog pond. Mr. Owen induced Mrs. Moore to give readings from her book at Powers' Opera House and scored heavily in a financial way. On the occasion of her last and final appearance as a reader, Mr. Owen presented three noted vocalists of Rockford, Mr. Spoor, Mr. Irons and one other, to sing one of the lady's compositions with Mrs. Moore. The lady started the tune properly enough, but her accompanists broke into loud laughter and the audience joined in, much to the disgust of the lady, who stuck out her tongue and then disappeared behind the scenes. Mrs. Moore distrusted her ability and feared she would be mocked, but Mr. Owen presented the financial advantages of the entertainment so temptingly as to win the endorsement of the lady's husband, who needed money. Finally the husband agreed to sit on the stage during the readings and a contract drawn by the adroit Mr. Owen was signed. The speeches of introduction were delivered by the late S. D. Clay and J. Mason Reynolds. These speeches alone were worth paying the price of admission to the entertainment to hear.

Arthur S. White.

The American Federation of Catholic societies has issued an open letter to producers and managers of playhouses, calling them to help in cleaning objectionable characters from the stage. In its letter is the following: "The importation of risky German and French farces and comedies exhibits such a morbid standard of moral looseness that we may justly expect them to be denounced by a sane American public. We are aware that many times the excuse is given, 'The people want these plays; give the people what they want.' We earnestly protest against this allegation. There are thousands of American people who are disgusted with these putrid exhibitions. The American people can expect to continue as a happy and thrifty nation only on the sound principles of Christian morality. We, therefore, demand of the theatrical producers and managers that vulgarity, indecency and immoral suggestiveness be entirely eliminated from all plays, programmes, advertisements and posters."

Opposing circumstances will create strength and stiffen the backbone. There is no better exercise than "butting the line."

What Some Michigan Cities Are Doing.

Written for the Tradesman.

Lansing grocers and butchers will go to Detroit Aug. 17 for their eleventh annual picnic.

Jackson claims the second largest auto axle factory in the United States, the Lewis Spring & Axle Co., which is completing a large addition to its plant and, when running full, will employ 1,000 men.

The Battle Creek Industrial Association hopes to land the Brown-Morse Co., of Muskegon, which is negotiating for the factory of the Corl Piano Co. in that city.

Kalamazoo is arranging for a big time on Sept. 20, the day President Taft visits that city, and 50,000 visitors are expected.

The Duryea Auto Co., of Saginaw, formerly of Reading, Pa., is shipping carloads of machinery daily to its new plant and will soon be in active operation.

The Ionia Board of Trade reports that two new industries are knocking at the city's doors, asking only for factory sites and buildings. The new concerns are being investigated.

The school census just completed at Bay City shows an increase of ninety-seven children, and it is the first time in four years that the census figures have shown an increase over the preceding year.

Flint will filter its river water and has entered into a contract for the construction of eight filter beds, with ordinary capacity of 1,000,000 gallons each per day, and a pump house. The contracts for boilers, pumps, etc., will be let later.

Detroit manufacturers are being consulted in the framing of a new smoke ordinance for that city. It is realized that some smoke is to be expected in every thriving industrial center and a fair law is desired.

Lansing will entertain the Michigan State Good Roads Association this year, the annual meeting being scheduled for Aug. 31 and Sept. 1.

While business with the paper mills at Kalamazoo is not quite up to that of a year ago, the different plants are pretty busy, with machines operating full time.

Bay City continues to hold first place in Michigan as a lumber manufacturing center.

The new Hotel Burdick at Kalamazoo will be opened Sept. 15. It is the largest structure in the downtown district and, in addition to the hotel section, space is provided for twenty-one stores, ten of them on Main street, eight in the arcade and three on Water street.

Lansing is now headquarters for the Michigan Implement and Vehicle Dealers' Association, Secretary F. M. Witbeck, of Benton Harbor, having opened offices there. The Association will hold its annual meeting in Lansing Nov. 7-9.

The movement instituted by the Saginaw Board of Trade to build a macadam road from Saginaw to Flint is receiving the support of Flint, also of Mt. Morris, Clio and other intermediate towns.

Although this is between seasons in the automobile trade, the Buick

Co., at Flint, has 2,500 men on its payroll and, beginning this week, the force will be gradually increased until the plant's capacity is reached. The company has manufactured and shipped 15,811 cars since last October and is planning to turn out 20,000 cars of the 1912 model.

Public baths are being planned by the Traverse City Board of Trade and the G. R. & I. Railway will co-operate by granting lease of ground and will assist in making the place attractive.

The milk ordinance, with tuberculin test required, which passed the Holland Common Council after a hard fight, has been vetoed by the Mayor.

All canines in Ann Arbor must hereafter wear license tags and muzzles during July and August.

The Ludington Board of Trade has landed a shirt and overall factory for that city, to employ 100 hands at the start. A factory, 60x170 feet, two stories, will be built.

Saugatuck is the place and Aug. 18 is the date of the annual outing of the Holland Merchants' Association. Aug. 16 was the date at first decided on, but, owing to conflict with other picnics, a change was necessary.

The annual outing of Ann Arbor business men was held at Whitmore Lake and proved a decided success. Every store in Ann Arbor was closed during the day.

Houghton wants a public market to encourage the farmers to bring their produce there and steps are being taken to this end.

The editor of the Cheboygan Democrat is not pleased with the lukewarmness of citizens regarding new industries. He says: "About seven people by actual count showed up at the Chamber of Commerce rooms last night in response to the call to consider a piano stool manufacturing proposition. This about sums up the 'get together' attitude of Cheboygan citizens, and then they wonder why the Chamber of Commerce is not a live wire and why the town does not progress and why factories are not coming here in droves to take advantage of the finest facilities that can be offered by any city in the whole upper half of Michigan. The factory itself is one of the best that has been offered the city in a long time and an effort will be made by the Chamber of Commerce to resubmit the proposition on a different basis and, if possible, to get the necessary backing that will enable the company to move its plant here."

The Manistee Board of Trade has appointed a committee to get options on desirable land along the lake front north and south of the city, with a view to interesting people to build cottages. Manistee has great advantages as a summer resort town and is just awakening to her possibilities along this line. Almond Griffen.

Busy Times.

"How's business?"

"Brisk. I have bought tickets for five picnics and three excursions today, besides donating the ice cream for a lawn affair."

The man who loses his head can not be trusted with any other portion of his anatomy.

A FRYING PAN WIFE

Is a handicap to any man who has to labor for his daily bread.

By "frying pan wife" we mean the one who takes the easiest method of getting a meal. She buys steaks because they are easy to cook and she buys bakers' goods to save herself work.

But every time she saves herself, she adds a burden to the shoulders of her husband and gives him in return less nourishing food.

Thus he must work harder to supply his family because of the extra expense of this way of living and he gets less in return.

Thoughtful and considerate wives realize that they can greatly increase the earning power of their husbands by providing them with proper food, and these kind of women are the ones who buy

LILY WHITE FLOUR

"The Flour the Best Cooks Use"

We do not expect that careless or indifferent cooks will take the pains to insist on having Lily White Flour. Almost anything will answer their purpose just as well, because they take no pride in results.

Lily White is made for the wife who believes that if her husband faithfully provides the means, she should do her very best to make his meals appetizing and strengthening.

There are no premiums with Lily White, but it rewards handsomely the women who use it.

Valley City Milling Company
Grand Rapids, Mich.



Movements of Merchants.

Marcellus—Len. Sherman has engaged in the bakery business.

Sparta—F. E. Morley has sold his grocery stock to M. D. Culver.

Butternut—Frank Ranger has sold his coal business to John Fahey.

Grand Haven—Peter VanWellden will shortly engage in business on Grant street.

Manton—Frank Vandercook succeeds Roy Gaut in the cigar and confectionery business.

Manistee—Fred Backer has sold the Vienna Bakery to A. C. Hornkohl, who will continue the business.

Hudson—E. D. Clarke has purchased a drug store at 1174 Michigan avenue, Detroit, and took possession August 1.

St. Johns—Robert Merrill and Norman Kuhns have formed a copartnership and engaged in the clothing business.

Pellston—Charles Emery, dealer in shoes and men's furnishings, has filed a petition in bankruptcy. Liabilities, \$8,559.41.

Mt. Pleasant—R. E. Murray and Charles Smithers have formed a copartnership and engaged in the implement business.

Sturgis—Michael Bros., dealers in hardware, have dissolved partnership and the business will be continued by Clyde U. Michael.

Sturgis—The drug business conducted by the late Nelson I. Tobey will be continued under the style of Tobey & Jackson.

Greenville—A. M. Frederick, of Conklin, has disposed of his farm in Benzie county and purchased the D. L. Hyde grocery stock here.

Charlotte—J. M. Wheeler has resigned his position at Woodard's grocery and has purchased the oil and gasoline business of Chas. Austin.

Mt. Pleasant—C. W. Campbell has purchased the hardware stock of the Johnson Hardware Co. and will continue the business at the same location.

Middleville—W. W. Watson has sold his grocery stock to F. E. Holt, of Grand Rapids, who will take possession as soon as the invoicing is completed.

Corunna—Clarence B. Mathews, of South Bend, Ind., has purchased the stock of groceries from the heirs of Wm. Eldridge and has located in the same building.

Cadillac—W. H. Seikirk has uttered a trust chattel mortgage on his grocery stock covering liabilities amounting to \$10,951.15. F. O. Gaffney is trustee.

Perry—Messenger & Cox have dissolved partnership after a few months

in the meat business here. Mr. Cox withdrew. He has not decided what he will do as yet.

Allegan—A. H. Foster and William Godfrey have formed a partnership for dealing in produce and will take up that feature of the B. F. Foster estate business.

Copemish—Harry Dodt has purchased an interest in the general stock of his father, Geo. Dodt, and will take active management. The new firm is Harry Dodt & Co.

St. Joseph—The David Crawford Coal Co. has engaged in business with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in cash.

Allegan—Dykstra Bros. have sold their bakery, recently purchased of Carl White, to Weldon Smith, of Grand Rapids, who for years had an interest in the City Bakery of that place.

St. Joseph—The Berrien County Grape Association has engaged in business for the purpose of handling, storing and selling fruit, etc., with an authorized capital stock of \$10,000.

Muskegon—Walter E. Bassett, of the firm of Bassett & Medenia, has purchased the interest of his partner, and is now the sole owner of the grocery business which is located at 112 Lake street.

Flint—The Kobacker Furniture Co. writes the Tradesman that the sale of its furniture stock to J. D. Landmer was not due to insolvency or bankruptcy. The Tradesman gladly makes this correction.

Three Rivers—S. R. Cohn, of Chicago, has made arrangements to open a department store in the Blood building. It will be called the People's Store, and will carry a complete line of men's and ladies' furnishing goods, dry goods and shoes.

Durand—The buildings near the Union depot known as the old Hamlin elevator, has been leased by the Isbell-Brown Co., of Lansing which will conduct a branch business. J. T. Bird, of Milford, is to be the manager.

East Lansing—An addition is being built to the college drug and grocery store, which will increase the floor space of that building from 4,000 to 11,000 square feet, C. H. Chase, the owner of the property, having had plans drawn which will call for the expenditure of approximately \$10,000.

Kalamazoo—E. H. Graff, whose stock and store were practically destroyed by fire a few months ago, is again ready for business. The store has been handsomely redecorated and remodeled throughout and with the large plate glass windows makes it one of the best shoe stores in the city.

Battle Creek—W. H. Eldred, for twenty years a confectioner here, has disposed of his store on West Main street and his business to O. K. Cummins, of Baldwin, who took immediate possession. Mr. Eldred with his family will leave immediately for California, where he will re-engage in business.

Escanaba—The Ewert Bros.' Co., wholesale produce and seed dealer, is now having constructed a one-story produce house with basement for potatoes on the C. & N. W. tracks next to the Coleman Nee warehouse. The building now being erected is 50x50 feet, but next spring it will be increased to 50x180 feet.

Adrian—The stationery firm of Godkin Brothers has been dissolved and Don R. Godkin has assumed full proprietorship. About two years ago his health was so impaired that he found it necessary to leave the store and take up work as a traveling salesman. Now that his health is much improved and his brother wants a rest, he has decided to buy the entire business.

Wayland—F. A. Burlington, who has for several years conducted a market and grocery store on West Superior street, has sold his grocery to C. C. Day, the grocer in the Morford building. Mr. Day is transferring the goods from the Morford building to the Burlington store, where he will thereafter be found. Mr. Burlington will carry on the meat business as heretofore.

St. Joseph—Cooper, Wells & Co. have awarded Max Stock a contract for the adding of a fourth story to its warehouse building. When completed the building will have more storage capacity than any similar structure in the two towns. The company has been enjoying a generous and wholesome growth. Workmen are just completing a new machine and drying room, 70x30 feet in dimensions. The concern is employing 500 hands, the largest number in its history.

Paw Paw—The old established business of Free & Morrison will soon be Free & Mutchler. A deal has been consummated by which ex-Register of Deeds John Mutchler will be part owner of the lumber business on January 1, 1912. The business has for several years been owned by John Free, Daniel Morrison and W. H. Hall, Mr. Hall acting in the capacity of business manager. Mr. Mutchler will take over the interests of both Morrison and Hall, and with Mr. Free will become sole owners of one of the most important industries in Paw Paw.

Charlotte—For the second time within a year the dry goods store of David Satovsky was visited by a fire early Monday morning. During the electrical storm which passed over this city at that hour smoke was seen issuing from the basement of the store, and the fire department was summoned. Good work on the part of the fire fighters prevented the spread of what would have been a serious conflagration. The fire was confined to the basement but most of the damage was done to the stock on the main floor by smoke and water.

The damage is placed at \$2,000, fully covered by insurance.

Manufacturing Matters.

Bronson—The F. M. Rudd Milling Co. has changed its name to the Bronson Milling Co.

Lansing—The Beck Power & Hand Sprayer Co. has changed its name to the Beck Sprayer Co.

Bad Axe—The capital stock of the Bad Axe Grain Co. has been increased from \$20,000 to \$100,000.

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

Detroit—The Lavigne Manufacturing Co., manufacturer of brass goods, has increased its capitalization from \$250,000 to \$350,000.

Detroit—The Chas. J. Yunk Aeroplane Co. has been incorporated with an authorized capital stock of \$25,000, of which \$12,500 has been subscribed and \$7,500 paid in in property.

Quincy—After being closed for several years the Globensky Cooperage Works has again opened and a large force of men are employed in the manufacture of apple, pork and cider barrels.

Flint—The Wolcott Packing Co. has been incorporated with an authorized capital stock of \$50,000 common and \$10,000 preferred, of which \$32,700 has been subscribed and \$32,000 paid in in property.

Capac—A new company has been organized under the style of the Pride of St. Clair Creamery Co., with an authorized capital stock of \$1,000, of which \$750 has been subscribed and paid in in cash.

Owosso—The Standard Flaked Food Co. has been incorporated with an authorized capital stock of \$50,000, of which \$25,000 has been subscribed, \$5,000 paid in in cash and \$9,000 in property.

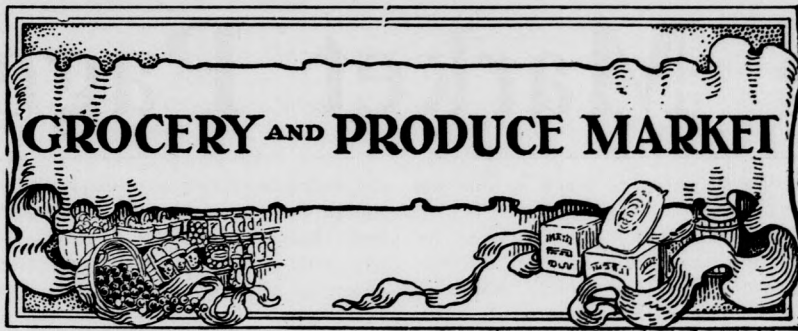
Mt. Clemens—The Anson E. Wolcott Milling Co. has been incorporated with an authorized capital stock of \$10,000, of which \$5,500 has been subscribed, \$1,500 being paid in cash and \$4,000 in property.

Detroit—The Vanadium Saw Manufacturing Co. has engaged in business with an authorized capital stock of \$700,000 common and \$300,000 preferred, of which \$550,000 has been subscribed and \$450,000 paid in in property.

Ionia—C. Romander, of this city, proprietor of the Ionia Creamery, has purchased from Hiram N. Lee the Saranac Creamery, and will continue that business at the same place under the name of the Grand River Creamery Co.

Detroit—A new company has engaged in business under the style of the Poss Motor Co., with an authorized capital stock of \$250,000 common and \$100,000 preferred, of which \$257,000 has been subscribed, \$500 being paid in in cash and \$266,500 in property.

Detroit—The Palm Vacuum Cleaner Co., of 34 Bates street, with offices in the Sun building, is preparing to move its factory and offices to a new building being erected on the south side of East Grand boulevard just east of Russell street, which will be ready for occupancy Sept. 1.



The Produce Market.

Apples — Home grown Duchess, Transparent and Red Astrachans command 35@40c per bu.

Bananas — \$1.50@2 per bunch according to size and quality.

Beets—15c per doz.

Butter—Receipts are lower than usual for the season. The shrinkage is due to the weather conditions in the butter producing section. There is an active consumptive demand for all grades and the market is firm at the quoted prices. Present conditions are likely to prevail until we have cooler weather and better pasture. Prices are likely to remain unchanged for the balance of this month. Local dealers hold fancy creamery at 25½c. They pay 22c for No. 1 dairy and 17c for packing stock.

Butter Beans—\$1 per bu. for home grown.

Cabbage—\$2 for small crate and \$3 for large.

Carrots—20c per doz.

Celery—18c per bunch for home grown.

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

Cucumbers—30c per doz. for hot house.

Eggs—Receipts are about normal for the season. The quality arriving is showing some improvement over a week ago and are meeting with ready sale for consumption at the market prices. The quality is likely to become better shortly. Local dealers pay 15½c, loss off, del.

Green Corn—15c per doz.

Green Onions—15c per doz.

Green Peppers—18c per doz.

Honey—15@16c per lb. for white clover and 12c for dark.

Lemons — California, \$4.75@5 per box; Verdellis, \$4.50@4.75.

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

Musk Melons — Michigan Osage, \$1.50 per crate.

Onions — Home grown (dry) are now in market, finding ready sale on the basis of \$1.25 per bu.; Louisville, \$1.75 per 60 lb. sack.

Oranges—Late Valencias, \$5.

Peaches—Clingstones fetch \$1@2 per bu. Freestones will begin to come in the latter part of the week.

Pears—75c@\$1.25 per bu.; California Bartletts, \$2 per box.

Pieplant—75c per box of about 45 lbs.

Plums—Burbanks find a ready outlet on the basis of \$1.50 per bu.; California, \$1.50 per box.

Pop Corn—Old stock, \$1 per bu.; new, \$4.50 per bbl.

Poultry—Local dealers pay 11c for fowls; 6c for old roosters; 10c for

ducks; 12c for old turkeys and 18c for young; broilers, 1¼@2 lbs., 12c.

Radishes—10c per doz.

Squash—30c per bu. for crookneck.

Tomatoes—\$1 per bu.

Veal—Local dealers pay 6@10c.

Watermelons — Georgia command \$2.25 per bbl.

Whortleberries—\$2 per 16 qt. crate.

The Grocery Market.

Sugar—It has been a good many years since the sugar market caused so much excitement or was as active as it has been during the past month. Every week wholesalers thought the top point in prices was surely reached, but the advances of the following week have been as much or more than for the previous week. This week prices are 10 points higher than they were a week ago, granulated being now on a 5.85 basis. The first shipment of new beet has arrived, but receipts will not be large enough to effect prices any for some time. Refiners do not seem to be anxious for business, as they are compelled to follow the European market very closely on account of being short of raws.

Tea—There is no change in Japan prices, which still hold firm in all grades. The famine in China greens is causing a speculative demand and prices rule high. Formosas and Congous are bringing good prices with advancing tendency. The stocks of colored greens are practically all closed out and what is left are held at high prices. The report of shipments to the United States from Ceylon for the first half of 1911, as published by the Colombo Chamber of Commerce, show an increase over the corresponding period of 1910 in black teas of nearly half a million pounds.

Coffee—The demand is about the same as during July. The decrease in the supply shows that the movement in new crop coffees is delayed. There is quite a difference in reports as to the size of the crop of 1911-1912, but it is stated by most every one that it will not reach the early estimate. Prices in Brazil are firmly held on both Rio and Santos.

Canned Fruits — Opening prices which were announced last week by some packers and by others the week before are considered high, but quite a business has been done. The market on dried fruits last year was high, but it did not seem to affect the price of canned fruits, which sold for reasonable prices during the whole year. This year there seems to be a different feeling and packers are following the advances of dried fruits more closely.

Opening prices show an advance of from 25 to 35 cents per dozen over

opening prices of 1910 and the pack will without doubt be a small one.

Canned Vegetables—The growers and canners certainly had a bad case of blues because of the very unfavorable crop conditions, and bad outlook generally for tomatoes, and many of them still feel that they are not yet safe out of the woods. Whatever their feelings, the crop is now more likely to reach normal conditions should nothing untoward occur during August and September to cause a setback. Maybe we will be regaled from now on with reports of scald, cutworms and the dozen and one other maladies peculiar to the crop, not to mention early frost, more drouth, etc. Probably the strongest support to the market prices will be the fact that the canners, tempted by unusually high prices prevailing during the last two months, sold for forward delivery a much larger per cent. of their factory capacity than ordinary business prudence would justify. The country canners have developed the gambling instinct to a remarkable degree in recent years, and like their city cousins, are willing and ready to take a chance. Spot tomatoes continue active and they are being widely distributed, because they are actually needed by those jobbers who have been pursuing the policy of buying them only from hand-to-mouth, and that character of buying may be depended upon to continue until the tomatoes contracted for the season's delivery are ready for shipment, say in September. Up to this time only the Baltimore canners have been able to pack any tomatoes for prompt shipment, and it will be about ten days to two weeks longer before the country canneries can start up, for the reason that their local crop will not be fit and ready any sooner.

Dried Fruits—Raisins advance ¼c every few days. Peaches and prunes the same way, so that it is almost impossible to quote reliably. Many jobbers seem to think that prices are unreasonable, but the California dealers claim that they are entirely warranted by conditions. Pea beans and marrow beans are advancing steadily. Some shippers in Michigan claim that there is a plentiful supply of stock, but notwithstanding this the price still continues to go up. The market advanced about 10c a bushel last week on both varieties. Green and Scotch peas are practically off the market. The last sale made in first hands was at \$3.25 a bushel, almost twice as high as the average for the past ten years. Citron advanced ½c a pound during the past week. There is very little change in the spot market on California dried fruits. Peaches, prunes and apricots are about exhausted and will no doubt clean up entirely before new goods can arrive. Futures are not receiving much attention at this end, but on the coast there is a remarkable activity. Packers are bidding for growers' crops at almost unheard of prices.

Cheese—Consumption is very large and the receipts are being sold up close. The market is firm at ½c@¾c per pound advance over last week, and the present healthy market is likely to

exist while the warm weather lasts. Under-grade cheese is also meeting with ready sale and has advanced in sympathy with the best grades.

Syrup and Molasses—Glucose is without change. Compound syrup is dull at ruling prices. Sugar syrup quiet and unchanged. Molasses in very light demand at unchanged prices. A large crop is predicted.

Provisions—All smoked meats have advanced from ¼@½c per pound, owing to the higher cost of live hogs. Pure lard is also in good consumptive demand and firm at about ½c per pound advance ever last week, while compound remains steady at unchanged prices, with only a moderate demand. The demand for barreled pork has increased this past week and as a result there has been an advance of 25@50c per barrel on the different cuts. Dried beef is also firm with an increased consumptive demand at 1c per pound advance. Canned meats advanced about 5 per cent. late in the week, with a seasonable demand.

Fish—Cod, hake and haddock are unchanged and steady; demand light. Spot salmon is unchanged, quiet and very high. Future prices have not yet been named. Domestic sardines show no special change, and the demand is light. Imported sardines are steady and in some demand. Mackerel is somewhat firmer, this including Norway 3s and 4s as well as Irish. There is a somewhat better demand and the market is feeling better.

Mrs. R. D. McNaughton, wife of the veteran merchant at Fruitport, died at her home Tuesday, surrounded by relatives and friends. She was a woman of fine attainments, beautiful attributes and excellent character—one of those women who leave their impress on everyone with whom they come in contact. No higher type of womanhood and wifehood and motherhood ever existed. The funeral will be held at the Methodist church at Coopersville at 2 o'clock Friday afternoon. The interment will be in Coopersville.

Battle Creek—O. J. Wright, who for several years has been connected with different business houses of this city as salesman, recently with Redner & Cortright, wholesale paper dealers, has purchased the general stock of W. H. Bradley, at Urbandale and will continue the business.

The Shredded Wheat Company gave a banquet to the members of the New York State Retail Grocers' Association at Niagara Falls last Tuesday evening. The affair was a very happy one.

The Eerdmans Sevensma Company has been incorporated to deal in domestic and foreign literature. This is a consolidation of two old well established firms.

H. L. Pierce, formerly of Detroit, succeeds John Boekhardt in the dry goods business at 1159 South Division street.

Max Shulman, doing business under the style of the Goodyear Rain Coat Co., on Monroe street, is in the hands of the sheriff.

Detroit Produce Market Page

Food Properties of Milk.

Every year the great value of milk and its by-products, in every form is becoming more apparent, all over the world. New treatments new combinations in cooking and in arrangements for human food, nothing equals it, cost compared. The United States Government has been paying particular attention to this feature, especially during the recent agitation of the high cost of food products.

In a carefully prepared article, on substitutes for meat, by C. F. Longworthy, expert in charge of nutrition investigations, among other things, in the year book for 1910 that gentleman says:

"Though fluid outside the body, milk becomes solid, i. e., coagulated or curdled, almost as soon as it enters the stomach. Its water content is high, unadulterated whole milk containing about 87 per cent. of this constituent and 13 per cent. solids, of which about one-fourth is proteid compounds (casein being the most abundant), one-third fats (butter fat), and the remainder carbohydrates and a small amount of mineral matter. The value of milk as food is not generally realized, for very many persons think of it, for adults at least, as a beverage rather than as a food and do not realize that a glass of milk adds as much nutritive material to a meal as one-fourth of a loaf of bread or a slice of cooked beef. On the whole, milk is to be regarded as a reasonably nutritious animal food, and, furthermore, it is very thoroughly assimilated, as has been shown by many experiments.

"Milk can be used in the preparation of a great variety of dishes which are palatable, wholesome, and generally relished, and while the milk and foods containing milk do not bear any great resemblance in appearance and flavor to meat, yet on the basis of composition and digestibility they may be used as reasonable substitutes for it. The importance of skimmilk, which is whole milk minus part of its fat, should not be overlooked, for it may be used in place of whole milk in the preparation of a great many dishes. Since it costs only about one-half as much as whole milk, it furnishes protein much more cheaply than beef. The fat which skimmilk lacks may be readily supplied if needed by using butter or less expensive fats."

Separator Advice.

The milk should be taken to the separator at once after it is drawn while it still possesses the animal heat.

Do not use a cloth strainer. The

separator will remove all the solid dirt there may be in the milk and do it much better than can be done by the strainer. There never was a cloth strainer used that would not, in a few days, become yellow and smell badly, which makes it, when the separator is used, more of a detriment than a benefit.

A well made wire strainer might be used, but it is of little benefit and the cause of much additional labor, so that it rarely pays for the time necessary to strain the milk before separation.

Pour the fresh warm milk directly into the supply tank and send it through the machine as quickly as possible. The warmer the milk the more fluid it is. Eighty-five degrees is about the proper degree of temperature. If the temperature is lower than this the cream will not separate readily.

Be sure that the foundation upon which the separator is set is firm. If it is not, there will be a variation in the motion and, as a matter of fact, there will be a variation in the separation.

Adopt a speed that will give the best results with your particular machine and do not vary from it even the fraction of 1 per cent. Variation in speed means a variation in the separation, and a variation in separation is a variation in the percentage of butter fat.

Alfalfa and Bran.

It is not generally known that a ton of alfalfa contains practically as much protein as bran. The farmer who is paying from \$20 to \$25 per ton for bran to feed his dairy cows would find it much cheaper to raise alfalfa.

Prof. Henry, formerly of the Wisconsin station, and an authority on feeding, says that when "we compare alfalfa with wheat bran we find that the former is practically the equal of the later in protein. It would seem that the alfalfa plant offered a solution of the grain feeding problem in this day when the price of millstuffs is soaring upward. Alfalfa can be grown in nearly every section of the country south of Madison, Wis. There are some things that we may have to learn about the culture, but we should set about to learn that something as soon as possible."

Clover is nearly as rich in protein as alfalfa, and where alfalfa can not be or is not grown, clover will make an admirable substitute. Perhaps one and one-fourth tons of clover hay will equal a ton of bran, and it can be raised on the farm at such a low cost as to make three or four tons

of it cost about as much as one ton of bran.

We occasionally hear dairymen lamenting the fact that bran has advanced in price so rapidly that it is no longer a profitable dairy feed. This need not alarm anyone who resides in sections where alfalfa or clover can be grown.

The Scrub Bull.

The Iowa supreme court has held that the owner of a pure bred cow that is got in calf by an ill-bred and unpedigreed bull while running at large, may, in an action at court, recover damages from the owner of such bull, which damages are to be measured by the difference in the value of the cow for the purpose of breeding fine stock before meeting such bull and afterwards. We believe breeders of pure bred stock would save trouble in the long run if they would notify neighbors who permit bulls to run in adjoining pastures that they will hold them strictly to account for any damages sustained in case these bulls break through into their pastures.

The success of the breeder of pure stock depends upon the integrity of

his breeding operations. If he dilly-dallies in this matter of neighbor's bulls breaking into his pastures, he not only suffers the damage they cause by getting some of his pure bred cows with calf, but he suffers still further damage in having his methods called in question. In some cases, where the neighbor has only a few cows to breed, the pure bred breeder could much better afford to offer to breed these cows to his pure bred bulls for nothing rather than incur the risk from a scrub bull running next to his pasture.—Wallaces' Farmer.

The man outside of organizations believes he knows more than all the combined knowledge of all men inside, but he doesn't seem to prove it.

Knead your bread with honesty; butter it with serenity; chew it with deliberation; thus treated, it will prove nourishing.

Hospitality is the virtue of the poor, the luxury of the rich and the opportunity of the impecunious.

It is a poor rule that works no good either way.

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.

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INDIANA ITEMS.

Business News From the Hoosier State.

Brazil—The Wear-You-Well Shoe Co., of Columbus, Ohio, has opened a branch shoe store here.

Bloomfield—John Flater, until recently engaged in the dairy business here, has bought the general store and the coal sheds of Mrs. Lavada Jacobs and will take charge of the business next Monday. Mrs. Jacobs expects to move with her family to Colorado in a few weeks.

Terre Haute—The local branch of the National Association of Pharmacologists has planned an outing in Indianapolis, when the members will be the guests of the Indianapolis branch of the Association. The feature of the trip will be a visit through the pharmaceutical plant of the Eli Lilly Company. The local Association has a membership of thirty clerks, who will make the trip. Drug clerks from Sullivan, Brazil, Clinton and other nearby towns also are invited to make the trip.

Avilla—S. K. Randall has sold his dry goods, shoe and furnishing goods stock to a Chicago salvage house. He will continue in the grocery, feed and produce business.

South Bend—Samuel Grossman has sold his interest in the woman's outfitting stock of Grossman & Lundy to Harry A. Lundy and P. J. Clifford, who will continue the business under the style of Harry A. Lundy & Co.

Indianapolis—With a payroll in excess of \$14,000 a week, because of the several big strikes in the country, the International Association of Machinists finds itself without funds to carry on the strikes much longer. A special assessment, which will raise \$200,000 within thirty days, has been levied by the International Executive Board. Indianapolis machinists will pay an excess of \$1,200 by reason of this special assessment. The levy is made on a basis of \$2.50 for each journeyman machinist and \$1.25 for each apprentice. In addition to the assessment each local association is asked to advance from \$50 to \$200 to the International organization at once. The special assessment on each union machinist in the country is payable on or before August 31. The machinists' strikes which have been draining the treasury of the International organization are principally in New York, on the Pacific coast and against the Pennsylvania Railway and the Baldwin Locomotive Works. In the jurisdiction of New York there are nearly 2,000 machinists on strike. It is stated that the strike of the Pennsylvania shopmen of the East could not be carried on without this special assessment. Recently there has been settlements in several of the Western strikes, but in the Northwest at the present time there are about five hundred union machinists out.

Evansville—The membership campaign undertaken for the Evansville Business Association has started off very satisfactorily. Israel Brenner, who has been employed by the Board of Directors of the E. B. A. to do the outside work of the Association for the present time, has had remarkable success and has been refused but one time. President Benjamin Bosse hopes the Association may be favored this week as it has in the past. "I believe that our business men realize that an association of this kind is absolutely necessary and is well worth the cost," says he. "I am giving the matter every hour of the time that I can spare from my regular work and Mr. Breener, Secretary Keeler and myself will keep up this still hunt for members until the September meeting, at which time we hope to have the various changes in the by-laws of the Association adopted, which will give the Association a larger field to work in and at this time we expect to have secured not less than 159 members. We should be able to build some very strong working teams out of this list of new members and the many loyal old members that we have and make a thorough canvass in September to bring the membership to not less than 500 active members. I do not believe in stating a greater number than I expect to receive, but I would be disappointed if we did not receive 500, and, as I have stated in the past, that we have plenty of material and should be able to build it up to 1,000. I do not believe in giving out statements further than can be carried out. There has been a good deal said at times about securing new factories, but I have not at any time given out statements that we had secured any, and I can assure you that I will not give out statements that we have secured any until the contract has been signed. It is not the proper thing to do in my mind to give away your own business secrets. The Association in the past year has done a great deal of work. Possibly the general public is not familiar with the work done. Our legislative work was of great help and lasting benefit to the city. We have been able to bring about compromises and settlements in regard to the location of the Fendrich plant and in turn in assisting to locate the industries that were on the grounds where Mr. Fendrich expects to build his new plant. It should be understood that an association such as the E. B. A. is absolutely necessary from time to time to properly represent the city and undertake the entertainment of visitors, which we have been doing in the past year very extensively. It is not necessary that I go into detail because these matters are all known to the public. I do not believe that the people should expect to do nothing else but try to land new factories. This is one of the most important things, but an or-

ganization of this kind is necessary to assist and help out the industries that are now here when they are being imposed upon in various ways. It is also necessary to have an organization of this kind to see to it that the city is properly treated by all the transportation and public utility companies. Our city should begin to see to it that we get a school of higher education for our boys and girls. Thousands and thousands of dollars are spent out of the city by the people who live here every year to other parts of the state and to the other states for the education of their young men and women. We not only could keep this money at home by having a school of this kind but we would be able to bring thousands of dollars into this city by having young men and women come to us from other states and live with us. The other feature that must be looked after and will be looked after in short order if proper organization can be secured, is that the city will get the properly equipped buildings to take care of large gatherings, conventions, corn shows and other exhibitions. I believe there should not be on the lips of any man who can afford to part with \$12 the words, 'I can see no benefit in organization of this kind and therefore I do not want to join.' The man who says this has absolutely no interest in anybody else but himself and no doubt in time will find that no one else has any interest in him. We have but a short time to live in this world and while we are here and are privileged to handle the assets that are placed in our hands we should not be foolish enough to not take advantage of this opportunity. We only leave this pleasant work for some one else who will follow us because this world's goods will be of no value to us when we are called away. The most pleasant thing in my mind to any man should be if he has a few dollars to spare, that he may have the privilege to invest them in the best way that he possibly can to help himself and at the same time help others."

Activities in Indiana Towns.

Written for the Tradesman.

The Retail Merchants' Association of Montpelier has voted to dissolve and the funds on hand will be divided pro-rata among the members.

An interurban electric line is being built to connect Kokomo with Frankfort, to be completed by Jan. 1. Through service will then be given from Marion to Frankfort. Two spurs will be built next season, one running from Sims to Converse and the other from Russiaville to Burlington.

According to figures given out by C. L. Biederwolf, Secretary of the Ft. Wayne Commercial Club, the bank deposits of that city have increased over a million dollars during the past year.

Rome City will hold its fourth annual regatta and water carnival September 2.

A wheat improvement lecture train will be operated by Purdue University during seven days beginning Aug. 21, making sixty-four stops at towns along lines of the Big Four.

Old settlers' meetings draw like mustard in the Hoosier State. It is estimated that 20,000 people attended the gathering at Ridgeville recently.

Saturday, Aug. 19, will mark the beginning of the work of river improvement at Ft. Wayne and a celebration will be held under the auspices of the Civic Improvement Association.

The Northern Indiana Fair will be held at Portland Aug. 28 to Sept. 1. Almond Griffen.

Showing Him His Error.

Mr. E. N. Quire—What are those women mauling that man for?

Mrs. Henballot—He insulted us by saying that the suffrage movement destroyed our natural shy, timid sweetness and robbed us of all our gentleness.

Learn how to use your indignation economically.

A dreary old age is usually a selfish one.

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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 $\frac{1}{2}$ ¢ per dozen. Liberal advances. Railroad facilities the best. Absolutely fireproof. Correspondence solicited.



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Extra copies of current issues, 5 cents; of issues a month or more old, 10 cents; of issues a year or more old, \$1.

Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

August 16, 1911

COMPULSORY ARBITRATION.

The Common Council of Grand Rapids has stultified itself and shown how servile it is to the cohorts of disorder and disunion and anarchy and chaos by adopting a resolution asking the Governor to embody in his call for a special session of the Legislature authority to enact legislation providing for compulsory arbitration.

There was a time when the Common Council of Grand Rapids stood for something—when its members were composed, very largely, of patriots, property owners and taxpayers, but that time has long since passed. The average membership of the Council has gradually dwindled, intellectually and financially, until it now represents little more than the demagogic spirit of the community. It could not be otherwise and adopt such a resolution as that above referred to, because compulsory arbitration would sound the death knell of the manufacturing interests of the State. If it is thought desirable to drive manufacturing out of Michigan and make the State merely an agricultural community, compulsory arbitration is the correct thing, but if it is intended to encourage manufacturing and stimulate it in every possible way, compulsory arbitration is not needed and is entirely superfluous.

Wherever compulsory arbitration has been adopted, industry has languished, manufacturing has waned and industrial pursuits have become unprofitable and insignificant. Wages can no more be regulated by law or by demagogic tribunals created by law than man can obscure the sun or change the face of the moon. The law of supply and demand is as inexorable as the laws of the Medes and the Persians. It is a law as old as the hills and as ancient as the earliest civilization. As people become more civilized and the conditions of life become more agreeable, the life of the working man correspondingly improves, his wages increase and his comforts multiply. He to-day enjoys as many of the necessities and luxuries of life as the millionaire did a hundred years ago.

The Legislature recently enacted laws prohibiting the exploitation of

public utilities unless the bonds and stocks are sold substantially at par. The result has been that no new interurban roads, to speak of, have been constructed for the past two years. Very few new electric light or gas companies have been organized. There will be fewer enterprises of this sort promoted in the future than there have been in the past. The action of the Legislature has placed an effectual embargo on human progress and industrial advancement and has relegated Michigan to a back seat, so to speak.

The enactment of a law embodying compulsory arbitration would work a similar disadvantage to Michigan and her people. It is the last thing we ought to resort to and the Tradesman very much mistakes the temper of the Legislature if it responds to public clamor in this respect, especially when it comes to consider that the clamor comes from the irresponsible, the unreasonable, the unsuccessful and the degenerate citizens of the State.

STOPPING ONE LEAK.

A little blackberry girl who sold most of her fruit to private customers took one crate to the local dealer, receiving in payment two cents less per quart than from her customers. "It is all I can afford to pay," he explained, "because I must allow for some loss. Really, I do not care to handle them at this price."

Of course, she expected him to make some profit, but with the fruit seemingly in good demand, the "loss" referred to did not leave a permanent impression upon her mind. Yet when she returned for her crate two days later and saw a half dozen boxes of her berries unsold, the flies swarming around them and the berries shrunk far below the heaped measure she was so proud to give, her eyes were filled with amazement mingled with mortification; for there was her crate with her name associated with such inferior fruit. The clerk removed the boxes and she left in silence, fully understanding why the merchant did not care to buy berries.

But the season was not over. As she wended her way through the main street toward home three parties stopped her to give more orders for "the nicest blackberries I ever saw." "And you give such good measure," added another. Her list of patrons was increasing, for the berries sold last week brought orders from people whom she did not before know. The berries themselves had made the sales.

Yet it was not all in the berries. She prided herself in delivering the fruit fresh, in clean baskets, always picking two or three extra quarts to fill in when she got to the house, for the berries would settle more or less in transit. "Why," she thought, "could not Mr. Dealer cover his berries to keep away the flies. Two or three quarts under glass to show how nice they were when I left them with him, and the remainder in a cool place free from dust—I know I could have saved those berries from spoiling!"

No one can hope to sell stale goods

for a No. 1 price. The man who takes pains to keep his stock in good condition is the one who will secure the patronage. Quality which is allowed to quickly deteriorate on your hands means unnecessary loss of money and of reputation. The little blackberry girl applied in her small way a principle which means very much in trade.

OUR NATIONAL VISITOR.

Scarcely more than a half century ago a visit from one of the nations which Admiral Togo represents would have been an impossibility. To-day we have in our midst a strange, silent little man who has evidently turned his homeward steps from the coronation through our territory more for the sake of seeing than of being seen.

The mode of travel on leaving New York is characteristic of the man. Declining the luxurious car provided for his comfort, he preferred to ride with the engineer, that he might study some of our triumphs in engineering. His subsequent movements have been those of the observer. There is no tendency toward display. The second Nelson comes as the humblest visitor. His speeches are few and these scarcely voluntary. He will learn from us useful lessons which will find practical application on the return trip. We may learn from him some things which will render his visit of permanent value to us.

His naval training was gained in England. He was not considered a brilliant youth, and his achievements in mature years may be attributed to patient plodding. He returned to Japan when she had practically no navy. He at once went to work, quietly yet efficiently, making no ostentation over the fact that he was the only officer in his nation who had had extended training abroad. When the call came to lead against the Russian fleet his leave-taking of a peculiarly pleasant home was simple. "Do not write, to distract my mind; and pray be good to look after my dogs!" At the decisive battle on the Sea of Japan these words floated as a signal from his flagship: "The destiny of our Empire depends upon this action. You are expected to do your utmost."

Togo shows intense interest in America and her achievements, and yet, while thoroughly enjoying our hospitality, a modest home across the sea is the goal which will be reached with pleasure; the chrysanthemums, the dogs and the family from wife down to grandchildren will make up his completeness in life while recent experiences will become a beautiful memory.

WAY OF THE HALF HEARTED.

The farmer has been criticised for his poor methods in bargaining. Thus, if he wants to buy a horse, his neighbor is accosted with the negative proposal, "You don't want to sell that black horse, do you?" and, of course, the owner does not, when had the method of approach been of a positive nature, a speedy bargain might have been effected. The negation in the first case is accepted as a fact, and so treated. While had the proposal been put, "What will you take

for your horse?" the matter would have been regarded in a different light.

The positive method will prevail in many instances when the doubtful one has failure written upon its face. If a person asks to see goods of any description and you meet them in a half-hearted way, as though you had nothing to sell and did not wish to be disturbed, you will next time be left to your leisure. It is the salesman who is glad to greet a visitor, who at least tries to find what is desired, that makes his place of business an attractive one to enter.

"I do not know how it is with others when speaking on an important question," said Henry Clay, "but on such occasions I seem to be unconscious of the external world. Wholly engrossed in the subject before me, I lose all sense of personal identity, of time and of surrounding objects."

Speechmaking in this respect very much akin to any other work. We must put our entire energy into the thing at hand if we would do it in the best manner. No one can show up a piece of cloth in the best way when his mind is half on how the next ball game is likely to go. You must have faith in your goods, in yourself and in your ability as a salesman. And these facts should be proved by your every look, word and act. Half-heartedness in any line is sure to invite defeat.

WOMEN IN BUSINESS.

Women, as soon as they gain the requisite degree of experience in handling money, make excellent cashiers in business houses. They are alert, watchful, quick of perception and keenly observant, and, therefore, they are found most useful in positions where these faculties can be exercised.

One of the most important members of the sex to which financial affairs are intrusted is Miss Margaret V. Kelly, of the Mint Bureau of the Treasury Department at Washington. Miss Kelly, who has been chief clerk of the Mint Bureau at a salary of \$2,250 a year, was appointed on August 1 by Secretary MacVeagh as examiner of mints in the Bureau, virtually assistant director of the mint.

In this new position, in addition to drawing \$3,000 a year, Miss Kelly will be acting director of the mints of the country in the absence of George E. Roberts, the Director. She will have charge of all the mints and direct their immense business at any time the Director is absent.

This is an interesting item and it shows not that women are like men and should be put on an equality with them, but that women in their own sphere and in every department of life and service for which they are fitted are incomparably above any classification that would rate and rank them with men. Women as rulers of nations have in not a few cases risen to the highest rank and requirements, and as rulers of the home they have been just as pre-eminent. Let women be accorded their rightful rank and position in the business of life and there will be less talk about their political claims.

BOY SCOUT MOVEMENT.

Organization is a fundamental sentiment, an ever present theory and an absolutely essential practice. Men and women organize in all manner of movements. Children organize without taking very much thought about what they are doing. The girls have their cliques and the boys their gangs. They have their societies, associations and organizations of various sorts, which make for sociability and for united action in the common cause. Formerly when a lot of boys got together they were very liable to get into mischief and rowdyism was often an unpleasant incident. The boy scout movement which is just now successful and prominent is simply an effort to turn this fondness for youthful organization into proper channels and to make it an instrument for good. Col. Baden-Powell, who is credited with having started it in England says that its purpose is to "seize the boy's character in the red hot stage of enthusiasm and to weld it into the right shape and to encourage and develop its individuality so that the boy may become a good man and a valuable citizen."

This boy scout movement promises to be something more than a passing fad. It has come up very quickly and proven very popular because it appeals to the boys themselves. The parents who look into it at all are bound to admit that its aims and objects, its methods and regulations are all good and so they cheerfully consent to let the lads join and thus innumerable squads are camping out this summer, a good many of them within easy reach of this city. It is a mistake to suppose that there is anything martial or sanguinary or even controversial about this boy scout movement. On the contrary, it is perfectly peaceful and more along the line of nature study. It teaches the boys to be observant, to be helpful and to join together in good team work. When they go out camping or out tramping there is immeasurable advantage in their outdoor exercises. They gain health, strength and self reliance without the loss of any commendable characteristics or attributes. They are in charge or under the direction of some older person and it must be admitted that the character, ability and the discretion of the leader can not otherwise than play a very important part. With the right sort of a director, the boy scout movement is most commendable.

A SAMPLE CASE.

When other girls were being watched by their brothers, mothers and fathers, I was allowed to do just as I pleased. My mother thought she was letting me enjoy myself. She let me stay out late whenever I wanted to and hardly ever asked me where I had been. I was only 13 years of age, and admit I knew right from wrong, but I didn't think of the future.

The above is a part of a formal confession made by a young woman, or as referred to in the reports by a girl, implicated in a recent murder case which attracted attention. The truthfulness of the statements made by the prisoner would probably excite sympathy in her behalf, but would

not prevent her from suffering the penalty resultant upon proof of crime. This paragraph of the confession shows that there was responsibility upon some one else than the culprit, but that would not be taken into account by the criminal courts. There is a good deal of suggestiveness, however, about this incident which many a mother might well take home to herself. The girl in the case will have to suffer the penalty of her offense, which offense she probably never would have committed if her mother had taken proper care of her and felt the responsibility which maternity imposes.

Unquestionably there are a great many other instances of recent record very much like this if the facts in the case should be known. An extended sermon could be preached from this text and if a multitude of such sermons could be heard by a multitude of mothers in American cities and villages it would be a great blessing. Young girls and boys, too, for that matter, like to do as they like; run the streets, get into temptation, take on bad habits and must share the blame. The mother of the girl in the murder case let her do just as she pleased and that is one of the reasons why when she grew a little older her associations, her standard, her ideas and her habits were such as paved the way for what happened. If every mother in Michigan knew just what her young daughters were doing, many of them would be very much surprised and yet it is their bounden business to know. If every home was what it ought to be there would be no need for talks about enlarging the jail, because the rising generation would be better brought up and the offenses would be fewer.

Great Britain is interested in what claims to be a new treatment for tuberculosis and so much attention has been paid to it that John Burns has asked a government investigation. Jerusalem farm, a place near Bradford, is where the treatment is being given and the industry carried on. The little place lying between two hamlets is visited by an endless procession of people, who have heard of the new cure and want to learn something about it. The patients breathe the fumes arising from maggots working in decayed animal matter and at the farm the industry of breeding worms in decaying animal matter in which maggots also swarm, is carried on industriously. A large number of people have been so much benefited that scientists are analyzing the gases. It is said the fumes when inhaled come in contact with the tubercle bacilli and reduce their vitality or kill them and that these fumes do not injuriously affect the human organism. So much interest has been aroused that a well known man in Leeds has offered to provide \$50,000 for the foundation of a sanatorium for treatment by means of the fumes if the report to the local Government Board proves favorable.

It is better to be slandered than forgotten.

GUILT IS PERSONAL.

That guilt is personal is a truism frequently repeated. It has been suggested many times of late because rich offenders when convicted seek, often successfully, to get off with a fine. Various big business concerns violate the law for the purpose of adding to their profits. They know what they are doing but they elect to take the chance. When they are caught, they either confess and offer to settle or hire expensive lawyers and upon conviction, after a long trial, expect that a money payment will settle everything and wipe the slate clean. The penalty of a fine imposed upon those who have large funds with which to meet them does not amount to very much and is really not a very severe punishment.

The other day in the United States Court a Greek named Dionysius Pollas owed the Government \$2,500 in duties, which he admitted and was sentenced to three months in jail. There was occasion for sympathy in his case, especially as he had incipient tuberculosis.

The same Judge in the same court fined Hugh Rosenberg \$2,500 for proven participation in undervaluation frauds, in which it was shown that he owed the Government \$1,400,000. Another member of the same firm had the same fine. If the Rosenbergs instead of Pollas had been sent three months to jail the example would have been much more salutary and it would have come much nearer to making the punishment fit the crime. A mathematician can figure out how if a Pollas should get three months for defrauding the Government of \$2,500 how much the Rosenbergs should have had for defrauding it \$1,400,000. Collector Loeb is on record for saying that only jail sentences will stop the rich smugglers from carrying on their nefarious and unlawful practices. In this he is doubtless correct. A man who defrauds the Government of the custom duties to which it is entitled is an offender who has earned a jail sentence, and it would only take two or three of them, at the outside, to put an end to this sort of smuggling.

CRY FOR CONSERVATION.

The Rivers and Harbors Committee of Congress have recently been inspecting the waterways around Pittsburg, diverging as far as Ashtabula harbor at Lake Erie, in the proposed ship canal route. The present low water at Pittsburg gave proof of the need of some means for conserving the surplus of the spring freshets and holding it for needs like the present. H. J. Heinze, of pickle fame, joined the party on the trip down the Ohio to Cincinnati, urging the needs of conservatism, and backing his argument with figures showing the benefits which would result not only to the manufacturing interests of Pittsburg but to all the towns along the Ohio Valley.

It is the same cry, turn which way we will. Nature originally made rich provisions for us which we in our rush for wealth and power have destroyed. The denuding of our wood-

ed slopes has made a difference in the regularity of the water supply. Streams which once turned mill wheels do not now afford water for the farm stock. We may turn our machinery by another power, yet water we must have for some purposes.

In spring and fall the valley of the Ohio is flooded, while during several months of the year boats have the experience of the one which carried the Congressional party, delay which may mean serious loss and grounding on the sand bars. There are various means to mitigate the evils, and from the enthusiasm of some of the party it is evident that they fully appreciate the situation. But while appropriations are being made to undo the mistakes of the past let us not forget that there is a future for us summed up in the single word, conservation. Waste brings want, as surely in the realms of nature as in those of man.

When a man talks about a post hole, or a hole in his bank account, or his socks, the listener, who has never seen a post hole or had a bank account, can, in a dim way at least, picture to himself the hiatus indicated. Let him try to do the same after reading some aviator's story of his thrilling experience with holes in the air. Let him lean back in his chair, close his eyes and call up a mental conception of holes in the air lanes over his head. It is dollars to a sou marquee that he will find the effort a dismal failure. The old saying that nature abhors a vacuum put the cart before the horse, but it set forth the fact that, about the surface of this old earth at least, air promptly fills up any otherwise unoccupied space, and that all holes in the air not occupied by other material things must be artificially fenced off. The phrase "holes in the air" has come into use within the last year or two as a part of the new aeroplane lingo. It evidently means something—describes a real condition—but it certainly does not mean what it says. It would be of some general and considerable meteorological interest if the airmen would explain their holes in the air.

A good way to cure one's self of the habit of frowning, says an exchange, is to observe the different expressions due to frowns in the faces of the people we meet. The scowl, given by two deep lines between the eyes; the worried look, resulting from a furrowed forehead; the sly expression, induced by squinting and causing tiny lines to radiate from the corner of the eye, all these and many more are the result of frowns. For a while the beauty specialist is able, with the help of hot applications, cold creams and much massage, to iron out these disfiguring marks, but there comes a time, and that soon, when no amount of persuasion on her part or no amount of money extracted from the weekly allowance will avail. How much better to proceed on the plan that an ounce of preventive is better than a pound of cure, and place a watch on the frowning habit, dispersing the lines as soon as they appear.

It does not pay to measure a man's piety by the length of his face.

Financial

Relation of Inheritance Taxes To the Investor.

It is safe to say that the average investor in stocks and bonds has not the slightest appreciation of the extent to which he, personally, is affected by the inheritance tax legislation which has been going on all over the country during the past two or three years. He has looked a little into the law of his own state, perhaps, but the chances are that it has never occurred to him that what some state legislature out in the other end of the country has lately chosen to put through may mean a big additional slice taken out of his estate when he dies. It will come to him as somewhat of a shock when he learns, for instance, that although he may never have been within a thousand miles of the State of Wisconsin, the State of Wisconsin may, nevertheless, collect an inheritance tax on his Chicago, Milwaukee & St. Paul stock because the railroad was originally incorporated in that jurisdiction. And as even more of a shock to him may come the realization that because the lines of the railroad happen to cross the State of Iowa, that state, too, may claim the right to get a tax out of what he leaves.

A look over the inheritance tax laws which state legislatures all over the country have been lately putting into force reminds one, indeed, of the state of things prevailing in the middle ages, when everything taxable was legitimate prey for those having power to enforce their demands. It is not enough that all but ten states tax all property, real and personal, situated within their boundaries. With utter disregard of the laws already passed by their neighbors, half the states in the country have passed laws giving them the right to tax property outside their own jurisdiction which may already be subject to two or three other taxes. Such a condition of things has not been seen since the days of old Isaac of York, when each town considered it no more than right to take rich toll from every passerby not strong enough to resist. It is only possible because the inheritance tax idea is a new thing in this country, and because practically all these laws are of such recent enforcement that their viciousness has not had time to make itself felt.

It is this utter lack of uniformity in the laws of the several states which makes the inheritance tax system, if system it can be called, so very bad. That a reasonable tax on legacies is a legitimate form of raising money is almost generally admitted, but certainly there can be found no justification for the taxing of the same property several times over. And that is what, under the present conditions, is happening all the time. Take the case of a man who owns shares in a railroad organized under the laws

of a different state and which runs through several other states. The stockholder dies; the state in which he lived claims a tax on what he leaves. The state in which the railroad was incorporated may claim its right to tax the inheritance, and one or more of the states through which the railroad runs also puts in its claim. Here is a perfectly simple instance in which the estate might be taxed three or four times over.

Another grave evil of the inequality of the inheritance tax laws of the several states is the continuous shifting of property and domicile for which they are responsible. A state which exacts a high tax on legacies has next to it a state in which inheritance taxes are reasonable. The natural result is the transfer of a large amount of personal property from the one state to the other. It is true, of course, that the tax applies to the personal property of a resident whether he keeps that property in a safe deposit box in the state where he lives or in a safe deosit box somewhere else, but the chance of evading the tax is naturally very much better if the property is deposited outside the state. From the states where an extreme position has been taken with regard to inheritance tax legislation, a steady stream of securities is known to be passing out to other states where prosperity is not so penalized. It needs only a few minutes' conversation with any one in the safe deposit business to bring home this fact that boxes in New York City are being given up by the thousand and the bonds and shares and other valuables they contain removed across the river. New Jersey has a most reasonable inheritance tax law, a fact which the banks and trust companies of that jurisdiction are not failing to impress upon the New York investment public.

No less serious than this driving of property out of the state is the continuous shifting of domiciles occasioned by the unequal inheritance tax laws. A law is passed putting a heavy tax on all property owned by residents. At once everybody within that jurisdiction who is accustomed to spend much time outside of it begins to figure whether it might not be well to establish a legal residence somewhere else where the law is less severe. In many cases such a change is merely a matter of sentiment, and involves not much more than a legal formality. It is a well known fact that during the year in which the present inheritance tax in New York State has been in force, a very large number of wealthy New Yorkers have established legal residences in New Jersey, at Newport, and at other points where reasonable inheritance tax laws prevail. How these new arrivals are received and how everything possible is done to

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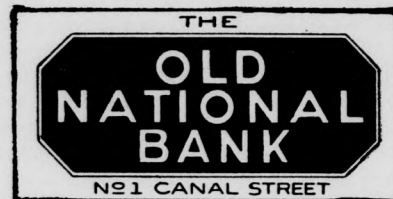
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Banking House	35,000 00	Surplus	100,000 00
Cash and Clearing House Items	131,604 98	Undivided Profits	15,517 26
Deposits with Reserve Agents	271,622 67	Deposits	2,018,922 73
	\$2,234,439 99		\$2,234,439 99

Savings Department Reserve 18%

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Financial

make it easy for them to claim legal residence may easily be imagined.

Of the various states which have gone the limit in the way of taxing inheritances, New York is awarded first place by the Inheritance Tax Committee of the International Tax Association. Illinois, it is true, has shown remarkable activity in trying to collect taxes from the estates of non-residents, and Oklahoma exacts the modest tax of 100 per cent. on all excess over certain amounts (and not very big amounts at that), but the Empire state, with all its wealth and its tax on certain inheritances running up to 25 per cent., stands quite alone.

New York State has had a collateral inheritance tax since 1885, and a direct inheritance tax since 1891. Up to within a year ago the rate was 5 per cent. on the former and 1 per cent. on the latter. But last summer a new law was put into effect. Direct inheritances—that is to say, property left to members of the immediate family—were taxed on a sliding scale, reaching a maximum of 5 per cent. on bequests of over one million dollars. Collateral inheritances—that is to say, property left to relatives, such as nephews and nieces and others not in the direct line, and to strangers—were taxed on a sliding scale reaching a maximum of 25 per cent. for all amounts in excess of one million dollars. It was provided, too, that stocks in a corporation organized under the laws of New York state, though held outside the state and by a non-resident, should be subject to the tax. As to securities kept in safe deposit boxes within the state by non-residents, it was provided that all bonds, and all stocks in companies incorporated in New York, should be taxable, but that stocks in corporations organized outside the state should be exempt.

This, briefly, is the law which has made all the trouble. For trouble has been constant ever since the law was put on the statute books on the eleventh of last July. The inheritance tax up to that time had been very generally regarded as a sensible revenue-producing measure, and comparatively little effort at evasion had been made. But the new law aroused immediate opposition. A tax of 1 per cent. on direct inheritances and a tax of 5 per cent. on collateral inheritances was not so bad, but, when multiplied by five, became an entirely different proposition. By a good many people who had been perfectly willing that their estates should pay the old tax, this new law was regarded as absolutely confiscatory, and no sooner had it gone on the books than efforts to evade it began to be made. Safe deposit boxes in New York were given up, and the securities contained therein transferred elsewhere. Deposit accounts in New York banks were drawn down, and the money placed outside the state. Legal residences in other jurisdictions were estab-

property holders not only expressed their disapprobation of the law, but sought by every means in their power to get around its provisions.

The condition of things resulting is well described in a special message recently sent by Governor Dix to the State Legislature, urging the repeal of the present inheritance tax. At a recent meeting of financial officers in New York City especially familiar with the situation, he says it was stated that to the knowledge of those present he had already lost in consequence was very large. "This not only reduces the number of estates which would be liable in the future to a funds already removed from the state exceeded \$400,000,000, and that the number of citizens which the state transfer tax," the message goes on to say, "but it impairs the general levy for local purposes, and discourages the formation of corporations under the laws of this state, from which source a considerable share of our state income has been derived."

Particular mention has been made of the New York inheritance tax because of the Empire state's wealth and importance and the fact that its legislation is so apt to be copied, but what has been said of the evils of New York's law applies with equal force to the laws of a large number of other states. By the condition of things prevailing—each state, wolf-like, trying to take a bite out of every estate within its grasp—a large amount of foreign as well as domestic investment capital is being kept out of the investment markets. George Smith was an Englishman who lived and died abroad, but had his fortune in American bonds, and left forty millions dollars' worth of them in a New York safe deposit box. The only possible claim to a tax was the mere fact that the bonds were deposited here; yet, before the executors got through, they had paid a \$2,000,000 inheritance tax to the State of New York, and on top of that another \$700,000 tax to the State of Illinois. Under the circumstances is it any wonder that foreign investors hesitate about putting their money into securities incorporated in states whose legislatures are capable of putting such lays on the statute books? Franklin Escher.

First Steamboat Over Rapids of the St. Lawrence.

Written for the Tradesman.

In the year 1868 Major Lowell Hall, of Grand Rapids, was engaged by James W. Converse and his associates, D. P. Clay, Ransom Gardner and others to obtain rights of way for the Kalamazoo, Allegan & Grand Rapids Railroad Company, which had undertaken to construct a railroad between Grand Rapids and Kalamazoo. While at work among the farmers of Hopkins township, Allegan county, he met Captain Larsen Hilliard and, in the course of an interview, learned that the Captain, while a young man, had sailed the first steamboat over the rapids of the St. Lawrence River. For a number of years Captain Hilliard studied medi-

cine and surgery in his native state of Vermont, but finally deciding that he would dislike the practice, he took command of a barge which his father owned, plying the St. Lawrence between Prescott and Montreal. At the age of 21, after trying a year or two at farming, he purchased a barge and navigated the same several years on his own account. During the years following he sailed the steamers Great Britain, Brookville and William the Fourth, and continued on the river until the year 1852 and rendered valuable service in opening the river to navigation. On the 19th day of August, 1840, he sailed the Ontario over the rapids of the St. Lawrence, starting from Prescott and ending the trip at Montreal. The feat had been considered impossible to accomplish. The boat successfully crossed the rapids located at various points in the stream, between Gananoque and Montreal. For this service the owners of the steamboat presented Captain Hilliard with a gold watch, appropriately inscribed in commemoration of the achievement. Capt. Hilliard moved to Michigan in the year 1854, locating at Battle Creek. He located in Allegan county in 1856 and engaged in farming and lumbering and accumulated a fortune. The railroad officials and Capt. Hilliard quickly agreed upon a contract under which a railroad was built across his lands and the station located thereon was called Hilliards. The Captain died in the year 1871. During several years following its completion the railroad was operated by the Michigan Central under a lease,

after which it was sold to the Lake Shore & Michigan Southern corporation. Arthur S. White.

Banking Conditions Under the Open Shop.

Prosperity under the "open shop" has become a characteristic condition in many American communities. According to advices from the Pacific coast, Portland, Oregon, has decided, after two years of trial, that industrial freedom is not only good in principle, but also excellent in fact. In Portland the Merchants' National Bank has doubled its paid-up capital, the Lumbermen's has quadrupled and the First National Bank has tripled its capital stock during the last two years. Local bankers have searched the records of other leading cities of the country, but have been unable to get any record of business that has ever approached Portland's growth. The opportunity of capital to safely invest with no labor domination and the opportunity of labor to procure a position without a ticket from Gompers is the reason.

If old people would take better care of themselves it would be considered no misfortune to grow old.

The failure to reward efficiency is putting a premium on inefficiency.

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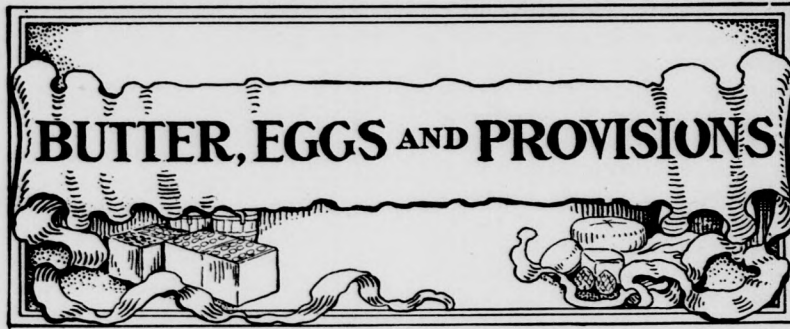
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Report of English Royal Commission on Tuberculosis.

It is exactly ten years since the late Professor Koch made his statement to the International Congress on Tuberculosis which gave the scientific and medical world to understand that he had been unable to induce general disease, or anything more than slight local trouble, in bovine animals by inoculating them with bacilli derived from the human subject; and he desired the Congress to infer that human beings would be at least equally resistant to bacilli from a bovine source. Up to this time it had generally been conceded that the bacillus of tubercle, from whatever animal derived, was an efficient cause of disease in any other into which it might be introduced; and, under the influence of this belief, certain restrictions had been imposed upon the sale of the milk and meat of tuberculous animals. The tremendous importance arising from such a divergent opinion on the part of scientific men was a serious matter to a nation whose dread enemy was consumption. Hence the necessity for that investigation which only the combined wealth and intellect of the general community could undertake in preference to the almost impossible expectancy of private research. The appointment of a Royal Commission, with all its powers and resources, became therefore imperative, and Mr. Long, in the following August, succeeded in having such commission appointed. The cost, £75,832, is money well spent, for, whatever the findings expressed by the commission, the whole of the evidence is now available for those who wish to make investigation from any standpoint. Briefly stated, the commission was instructed to enquire and report with reference to tuberculosis—

1. Whether the disease in animals and man is one and the same;
2. Whether animals and man can be reciprocally infected with it;
3. Under what conditions, if at all, the transmissions of the disease from animals to man takes place, and what are the circumstances favorable or unfavorable to such transmissions.

The enquiry necessary in order to determine these questions could be no other than an experimental one, conducted upon a large scale and continued over a considerable period of time; and it was mainly carried out upon two farms, placed at the disposal of the commission by Lord Blyth, and by the agency of a considerable number of highly skilled assistants. The commission issued a first interim report in 1904, in which it was stated as the result of some preliminary investigations that bacilli

derived from the lesions of certain cases of human tuberculosis had produced in cattle a disease indistinguishable from bovine tuberculosis. In other words, the commission did what Professor Koch had failed to do; it inoculated cattle with bacilli of bovine type derived from man and produced general tuberculosis as a result of the inoculations.

The second interim report, issued in 1907, dealt with human and bovine tuberculosis, and gave in considerable detail the results of the experimental work so far completed. It showed that fatal cases of human tuberculosis had been proved to be due to the typical bovine tubercle bacillus; but that all the cases of this kind examined up to that time had been examples of a particular form of the disease (mesenteric or abdominal tuberculosis) occurring in infants or children. An appendix in four volumes was issued with this report, and contained accounts, in the most minute detail, of all the experiments upon which the conclusions were founded.

The third interim report, issued in 1909, dealt only with certain conditions of the tuberculosis cow which rendered her milk and her dung infected. A short appendix, also containing experimental detail, was issued at the same time.

In relation to the terms of reference, the final report, issued in the early part of the present week, shows that the commission has found as follows: The first question was "whether tuberculosis in animals and man is one and the same," and the commissioners report: "The bovine tubercle bacillus produces a fatal tuberculosis in cattle, rabbits, guinea-pigs, chimpanzees, monkeys, goats, and pigs. The human tubercle bacillus readily produces a fatal tuberculosis in guinea-pigs, chimpanzees, and monkeys, but causes, even when administered in large doses, only slight and non-progressive lesions in cattle, goats, and pigs. Its effect on rabbits is not uniform, for whilst in the majority of cases these animals are only slightly affected, in others extensive and fatal tuberculosis results in them from the insertion of the human tubercle bacillus. In other words, we have always found that guinea-pigs, chimpanzees, and monkeys are all highly susceptible to the effects of either the human or the bovine tubercle bacillus, and that the disease produced in these animals by both types is histologically and anatomically identical."

In the second term of the reference the commission was asked whether animals and man can be reciprocally infected with tuberculosis;

that is, whether the disease known as tuberculosis can be communicated direct from man to animals, and from animals to man. The conclusion arrived at is as follows: "In cattle suffering from tuberculous disease, acquired other than by experimental means, we have in no single instance detected any but the bovine bacillus. This is also the type of bacillus found in progressive tuberculosis in the pig, though this animal is capable of harboring (while perhaps not encouraging) the human and avian types of tubercle bacillus. So far as our experiments show, the chimpanzee, an animal closely related to man, is equally susceptible to the bovine and human tubercle bacillus, the effects produced by them in this animal, both by feeding and inoculation with parallel doses, being closely alike. As regards the avian type of tubercle bacillus, reciprocity among animals to this infection hardly calls for notice. Though the fowl and other birds are highly susceptible to tuberculosis of this type, mammals generally, with the exception of the rabbit and mouse, and, perhaps to a less extent, the pig and goat, would appear almost absolutely resistant to it. The monkey and the guinea-pig, both of them highly susceptible to bovine and human tubercle bacilli, are notable instances of this.

"Taking these facts into consideration, together with those others already discussed in relation to the first term of our reference, and for the above reason excluding the fowl and other birds from further consideration in this connection, we must conclude that mammals and man can be reciprocally infected with the disease (tuberculosis). The possible danger to man through reciprocity in this sense was, of course, the more im-

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portant question presented to us, and as we have conclusively shown that many cases of fatal tuberculosis in the human subject have been produced by the bacillus known to cause the disease in cattle, the possibility of such infection can not be denied."

The third question with which the commission was called upon to deal was: Under what circumstances, if at all, the transmission of tuberculosis from animals to man takes place, and what are the circumstances favorable or unfavorable to such transmission? Here the answer is very definite: "During the course of our enquiry we investigated material obtained, either post mortem or by operation, from 146 individual cases of persons suffering from tuberculosis; a total which does not include the two viruses, consisting of sputum collected daily from a varying number of patients. But some of those 146 have been excluded from our final conclusion for reasons already set out, and certain others of them, though death with in detail in our appendix, are not considered in this report, the investigations in which material from them was employed having but an indirect bearing on the terms of our reference. Thus the actual number of cases, representing the various clinical manifestations of tuberculosis commonly found in man, that have passed under strict observation, and on which our conclusions are based, is 128. So far as these 128 cases have been examples of tuberculosis in the adult, and especially when they have been cases of pulmonary tuberculosis, the lesions of the disease when fatal have been referable, with few exceptions, to human bacilli. Only rarely has a pulmonary lesion in adult man yielded the bovine bacillus. Our experience of abdominal tuberculosis in the human subject has been very different, especially as regards children. Of young children dying from primary abdominal tuberculosis, the fatal lesions could, in nearly one-half of the cases, be referred to the bovine bacillus, and to that type alone. In children, too, and often also in adolescents, suffering from cervical gland tuberculosis, a large proportion of the cases examined by us could be referred to the bovine tubercle bacillus. We have already, in an earlier portion of this report, referred to the importance of infection by the bovine type of tubercle bacillus in cases of lupus occurring in adolescents and children.

Milk and Consumption.

"As already indicated by us, to this question there can be but one answer—namely, that the evidence which we have accumulated goes to demonstrate that a considerable amount of the tuberculosis of childhood is to be ascribed to infection with bacilli of the bovine type, transmitted to children in meals consisting largely of the milk of the cow. In many cases of abdominal tuberculosis and in tuberculosis of the cervical glands, however, it must be recollected that the child may be injured by the ingestion of bovine tubercle bacilli in milk without a fatal result occurring. The cases of abdominal tuberculosis examined by us had all been fatal—that is, death occurred from a gen-

eralised tuberculosis or from some local condition resulting, with possibly, two exceptions, from tuberculosis of the abdomen. But many cases of abdominal tuberculosis in children recover, though what proportion of these is due to the bovine bacillus and what to the human we have no means of knowing at present. The cases of cervical gland tuberculosis investigated by us were all cases that recovered or were recovering after operation, and a large proportion of them were bovine in origin."

The closing recommendation of the commission is of the first importance in view of the fate of the Dairy Bills first introduced into the Houses of Parliament some two years ago; "Meanwhile we, in view of the evidence adduced by us, regard ourselves as called upon to pronounce on administrative measures required in the present for obtaining security against transmission of bovine tubercle bacilli by means of food. In the interests, therefore, of infants and children, the members of the population whom we have proved to be especially endangered, and for the reasonable safeguarding of the public health generally, we would urge that existing regulations and supervision of milk production and meat preparation be not relaxed; that, on the contrary, Government should cause to be enforced throughout the kingdom food regulations planned to afford better security against the infection of human beings through the medium of articles of diet derived from tuberculous animals. More particularly we would urge action in this sense in order to avert or minimise the present danger arising from the consumption of infected milk."

In general, while the commission has demonstrated that legislation against the transmission of tuberculosis to man through the media of tuberculous meat, milk, and butter is of extreme importance to the public health, and would very markedly lessen the amount of tuberculosis in childhood directly due to this source, it has also indicated that legislation on these lines will not touch the major form of tuberculosis in man—consumption. Every year in the United Kingdom some 50,000 die of this disease, 150,000 more are disabled, while, furthermore, medical and sanitary science are forced to recognise the presence of some 500,000 infected people, who constitute the potential cases of the future. These are naturally of great concern, and at a time when tuberculosis is prominently before the country, through the findings of this report and the proposals in the Insurance Bill, it will be well to consider what exactly the problem is.—London Dairy.

Discipline.

"I hate to insist on my husband's taking me away for the summer. It costs a great deal of money."
 "Why do you require it, then?"
 "I've got to keep him in a stuffy hotel for a few weeks every year to make him appreciate the way I keep house."

Dairying In Holland.

Taking a country as a whole, cheese and butter making in Holland is by far more profitable than feeding, and such beef cattle raising as prevails is generally only incidental to cattle raising for dairy purposes. The provinces of North and South Holland are considered better for the cheese industry, while Friesland leads in butter making. The average prices obtained by dairymen for butter and cheese are 30 and 10 cents a pound, respectively, and the average cost of keeping and feeding a cow for dairying purposes a year is about \$60, the amount realized from each cow for the same period being about \$38. The average size of farms for dairying is 39½ acres (16 hectares), on which are pastured 14 to 16 cows of from 2 to 6 years of age, 4 yearling heifers, 4 young calves, 12 to 16 sheep, a like number of lambs, 1 horse, and several hogs for fattening purposes. The average value of such land is \$400 per acre. There is such an abundance of hay in Holland that other combinations of dry food for producing milk have only slight consideration, the food of an average milch cow being about 30 pounds of good hay and 5 to 6 pounds of linseed cake a day. These averages are followed by the most scientific farmers and are the tests of model dairy schools for the different provinces of the country. The Holstein breed is, of course, preferred in almost every section of the

Netherlands for dairying purposes. There are some others, notably the Jerseys, in some sections, but in only very few instances is a cross of breeds attempted.—Consular Report.

Man is a queer animal. He likes to have it said that his baby looks like him, but he gets mad if told he resembles the baby.

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RAILROAD PHILOSOPHER.

Letter From Old Railroad Official To His Son.

My Dear Boy—Nearly every man entrusted with authority over his fellows flatters himself that he is a born organizer. Flattery is never more deceptive than when applied to one's self.

For every good organizer there are a hundred good administrators or managers. What often passes for good organization is first class administration. Yes, many a mother's son who reads this will exclaim at first blush, "That is just what I have been saying for a long time. It beats all how weak some organizations are. I am glad that my organization can stand the test of such criticism."

If elements of self-perpetuation are prime essentials of good organization, the Pharisee family are certainly entitled to bid in the preferred runs.

The corporation was evolved to supply a demand of society. Life, property, material, moral and spiritual welfare could not be left to depend upon the uncertain earthly existence of the leader or trustee. So, both rationally and empirically, by reason and by costly experiment, came the corporation to beat Death at his own game. Like all progress the corporation was resisted, because in the divine scheme of things the radicals never long outnumber the conservatives. Like all real progress the corporation idea won because it was needed. The corporation, whether governmental, religious, industrial or commercial, marks a distinct advance from feudalism by protecting the rights of the many against the caprice of the few. Because we have moved so fast might have often seemed to be right. Because the line of least resistance is the most attractive, we have sometimes backed down the hill and doubled when a good run with plenty of sand would have carried us over. Large corporations, including many railways, have often failed to attain maximum efficiency. Much of this can be traced to a neglect to carry out consistently in practice the sound working conception of the corporation. The corporation has helped society to emerge from political and financial feudalism. The interior organization and administration of most corporations, including government itself, are still too feudal in conception. The problem of to-day is so to eradicate this feudalism that the corporation can have the benefit of a free play of its constituent forces. Where feudalism exists the effective working strength is limited to the personal equation of the man at the head. The United States Government is stronger than Washington, or Lincoln, or Taft. The Great Northern Railway measures its present acknowledged effectiveness by the man the Swedes call Yim Hill. The United States Government grows stronger with every administration. The Great Northern Railway, too strong to be destroyed, faces a period of relative distress with the next dynasty. The Pennsylvania Railroad is

stronger than such strong men as Scott, Cassatt and McCrea. Both the United States Government and the Pennsylvania Railroad, although among the least feudal of large corporations, can still eradicate feudalism from their interior organization and administration. That, in good time, both will do so can not be doubted. Inconsistencies between comprehensive conceptions at the top and narrow applications at the bottom are often overlooked. When disclosed and appreciated these incongruities soon give way under pressure of the broad policies above. We must build up from the bottom but tear down our false work from the top.

Organization is a branch of a larger subject, sociology, the science of human nature. Organization is not an exact science like mechanical engineering, for example. The variables in the human equation defy entire elimination. We check and recompute material strains and stresses. We run and double back with the dynamo-meter car to try out our tractive power. We test and re-test materials. We weigh and measure our fuel and our lubricants. We do all this for material things, which, because more or less homogeneous, are the easiest to measure. When we come to the really hard part, the judging of human nature, the co-ordination of the heterogeneous human elements, our self-confidence denies the necessity for preconceived practical tests. Because he is our man, because he followed us from the sage brush or the mountains, he must be all right. "Just look at our results." Right there, my boy, shut off and pinch 'em down a little. What are results? Does anyone know exactly? One year they are operating ratio, another trailload and later on net earnings. In no storehouse do material things deteriorate to scrap value faster than does the intangible, indeterminate stock article, results. No, I am not a pessimist; I still see the ring of the doughnut on the lunch counter. But I do object to being fed on birds from year before last's nests. I believe the railways hatch out better results every year, but I also feel that improvement should and can be made even faster. It is largely a breeding problem. How best can we blend our numerous strains to produce a balanced output? Too often we try to do this by cutting off the heads of all the old roosters whose craws really contain too much good sand to be wasted. A change of diet to a balanced ration may be all sufficient.

The wonderful nineteenth century in the name of a proper specialization went to far. It over-specialized. The still more wonderful twentieth century will swing back to a balanced specialization. The medical colleges are learning that they can not turn out successful eye and ear specialists, the law schools that the constitutional or interstate commerce lawyer is the production of a later period. The successful specialist must first have the foundation of an all-round training. Broadly speaking, one applies everything of something only by learning something of everything. We

all believe in specialization. Where we differ is as to the point where specialization stops and over-specialization begins. We all believe in religion. Where we differ is as to which is the main line and which the runaway track, as to which derail deserves a distant banjo signal and which an upper quadrant. Orthodoxy is usually my doxy. The great fear is always that the other fellow, being less orthodox than we, will try to put over some constructive mileage on us. Sometimes this causes us to make his run so long and his train so heavy that he ties up under the sixteen hour law and we miss supper hour going out to tow him in. An empty stomach discourages drowsiness and we may then stay awake long enough to realize that said other fellow was just as orthodox as anybody about trying to make a good run.

The corollary of specialization is centralization. The undesirable corollary of over-specialization is over-centralization. Get out your detour map, approach this proposition by any route of reasoning you please and you will reach the same conclusion.

Railway administration to-day suffers most of all from over-centralization. Trace this to its source and you will find over-specialization of function, and its concomitant, an exaggerated value of certain constituent elements of administration. When in doubt, recall the ever applicable axiom that the whole is greater than any of its parts. Some people confuse the terms and ideas, concentration and centralization. Proper concentration in complete units by an earlier convergence of authority permits decentralization in administration. A lack of such early concentration makes centralization inevitable. Again, concentration of financial control is not incompatible with decentralization of administration among constituent controlled properties. When the big bankers have time to think out these propositions for themselves they will permit the railways to get closer to the people and hostile legislation will diminish if not disappear.

Organization as a science seeks to

develop and to support the strong qualities of human nature. Organization likewise takes account of and seeks to minimize the amiable failings of human nature. Constitutional liberty insures the citizen protection against the caprice of the public officer. Administrative liberty demands an analogous measure of protection for the subordinate from the whim of his corporate superior. An amiable failing of many a railway president is to be satisfied with having everybody under his own authority, and to forget that the official next below may be embarrassed by having only a partial control. The general manager who insists the hardest that his superintendents are best off under his departmental system will squirm the quickest under the acid test of having the chief supply, the chief maintenance or the chief mechanical official report to the president. The superintendent who finds himself with a complete divisional organization is oblivious to the troubles of a distant yardmaster with car inspectors. When your old dad was a ninety dollar yardmaster some of his most important work was at the mercy of a forty-five dollar car inspector. The latter was under a master mechanic a hundred miles or more away, who in turn could usually and properly count on the support of the superintendent of motive power. The obvious inference was to relieve the yardmaster of responsibility for mechanical matters. From one viewpoint these mechanical questions are too highly technical for the yardmaster. From another they are matters of common sense requiring more good judgment than technical training. No. 1 would not put every yardmaster over the round-house foreman and the car inspectors. What I would do would be to make the position of yardmaster sufficiently attractive to impose as a prerequisite for appointment a knowledge of mechanical as well as transportation matters. Gradually I would work away from the switchman or trainman specialist to the all around man in whom I could concentrate authority as the head of an important sub-unit of organization. Instead of leveling downward, as the labor union do, by

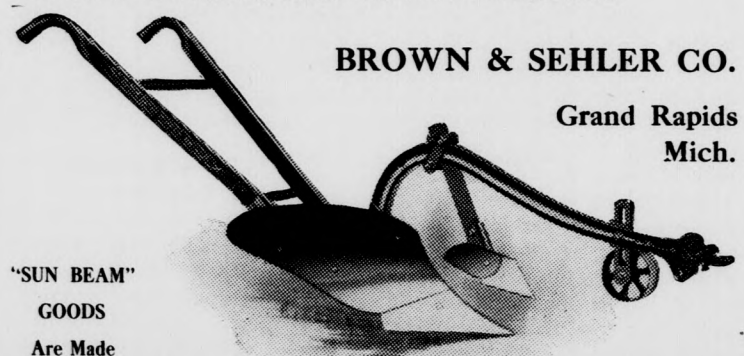
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assuming that the average man can learn only one branch of operation, I would recognize individually and gradually develop a higher composite type. Because some car inspectors are not fitted to become yardmasters is no good reason for practically excluding all car inspectors from honorable competition for such advancement. When we build a department wall to keep the other fellow out we sometimes find it has kept us in. We blame the labor unions for these narrowing restrictions of employment and advancement. Look once more for the source and you will find it among our predecessors in the official class, a generation or more ago. These officials insisted upon planes of department cleavage which the men below were quick to recognize. Railway manhood has been more dwarfed by exaggerated official idea of specialization with resulting departmental jealousies than by the labor unions.

Therefore, my boy, let us get some of these inconsistencies out of our own optics before we talk too much about the dust that seems to blind the eyes of those who are exposed to the breezes of that world famous thoroughfare which faces old Trinity church in New York.—Major C. D. Hine in *Railway Age Gazette*.

Soft coal smoke is one of the worst nuisances a city has to contend with and much is said about the abatement. The great Swift & Co. plant at the Chicago stockyards has increased its efficiency while practically abolishing smoke from its stacks. The company burns screenings in its furnaces and that kind of fuel will make very dense smoke, but only a small film is seen coming from the stacks. The chief engineer in talking about the change recently inaugurated said: "You can not stop smoke unless you build right. It is simply an engineering proposition. You must have sufficient room for combustion before the combustible gas comes in contact with the boiler tubes. Bring the combustible gas in close contact with brick work at high temperature; admit the proper quantity of air and thoroughly mix the air with the combustible gases. The boiler must be set high. After that, it is a question of brick arches, and you must have draft enough to get the air through the bed of fire coals. Any mechanical method that will bring this about will kill the smoke. That's all there is to it. The work must be done by engineers and the right kind of engineers can abate the smoke nuisance."

The suffragettes ought to boycott the Southern Pacific and refuse to ride over its lines. Beginning this month that road will not employ women as clerks or stenographers in the passenger department. The reason given is that the girls marry just when they are becoming of great service and that they are often unfitted for advancement because of physical incapacity. Perhaps the girls on that line asked for more pay and the men were willing to work for less.

FOLLOWING UP THE FAIRS.

How the Live Merchant Can Make Friends.

Written for the Tradesman.

August and September will be turned over to county, district and state fairs. Ohio leads all the states of the Union in the number of her fairs; but practically all of the states of the Middle West will have a more or less sizeable list of them before the fair season is over.

The fair was originated to help the farmer—to get the farmers of a given section together once in the year, to exhibit fruits and grain, poultry and stock, preserves, jellies and various articles of handicraft made in the homes of farmers. It was a logical step for the farm implement people to exhibit farm machinery on such occasions, and the sideshows and other amusement features were added as an additional attraction. Unfortunately in many of these fairs gamblers and fakirs of one kind and another are still permitted to ply their nefarious traffic, buncoing the unsophisticated youth—and not infrequently older people as well.

But of vastly more consequence than the exhibits that you will find at the fairs are the social features that they provide for the people. The country fair is a great big social event, with vast practical consequence insofar as the general progress of the community is concerned. It enables people to see and know each other; to renew old friendships, to form new friendships, to get together and talk it over. It helps to create and foster the spirit of solidarity and eternal kinship. The telephone, the automobile, the county paper, the rural delivery service—none of these things, and all of them combined, can do for the community what the annual fair does.

The biggest social event of the whole country is the annual county fair. If the fair is a district fair, comprising a group of related counties, the district fair is the biggest social occasion of the whole year insofar as that group of counties is concerned. And the state fair is the biggest social event of the state for the year. More people are gotten together upon such occasions than at any other time; and as the fair usually lasts for a week, or the greater part of the week, the opportunities for social intercourse and mutual benefit are great. Our modern American fair does socially for the people of a given section just what the three National religious festivals of ancient Israel used to do for that country. The progressive development of our people is a foregone conclusion so long as they keep up the present custom of having fairs.

You will easily infer from all this that I am a firm believer in fairs, both large and small. I enjoy going to fairs, and never fail to go to my own county fair if it is at all possible for me to get off. People, of course, go to the fairs for a variety of reasons—and the fair comprises a variety of interests and appeals to a great many different motives. The farmer who is

wide-awake, and therefore on the outlook for new and approved methods of doing things, will be interested in seeing the newest farm implements; and he will also be interested in talking about new time and labor-saving cuts with the planter who has had longer experience in growing certain crops. Farmers who are interested in certain varieties of stock will be anxious to see what the other fellow has to offer. If there is racing—and there generally is—many people will be interested in this feature of the big show. But the social feature of our American fair is the attraction par excellence. Everybody goes just because everybody else goes.

Since the American fair is what it is, the merchant who is onto his job ought to see in it a colossal possibility. If he is a county-seat merchant, or if he is a dealer in some large town or city in the county in which the fair is held, he should realize that the fair grounds will be filled for several days during a certain week in July or August or September with possible customers of his store. He should be there not only to advertise his store in some centrally located, well appointed booth, but he should also be there in person—for at least part of the time—to give them the glad hand. Days put in at the fair are days well spent. Let the people know you are one of them; and that you have made it a point to come out and mingle with them on this grand festive occasion.

One of the most successful merchants I know does this thing in a very thorough manner. His is not a county seat town but it is by all odds the largest town in his county. And this merchant always has a conspicuous booth at the fair. It is a large tent. The poles are painted a beautiful circus-blue. He has a counter, some glass cases (filled with goods), some chairs, rockers, settees, etc., a wash room (separated, of course, from the main room with soap, water, combs, brushes and clean towels; and he also keeps on hand

plenty of cigars and ice water. He is quite generous with his cigars, but extremely bountiful with the water. A large painted sign (painted on heavy, rope-bound canvas and stretched taut) three by sixteen feet announce from afar his name and business. He has two or three kinds of souvenirs on hand in quantities—fans, calendars, blotters, pads, etc.—usually something of interest both to men, women and children. And he hands these out freely.

He always takes an assistant with him, and he makes it a rule to get the names and addresses of people particularly interested in a certain line of merchandise. Frequently goods are sold outright from samples on display in the booth. He does not take merchandise to sell. What he has with him is for display purposes exclusively. But he will send in orders to the store for similar articles, and have them mailed out to the parties desiring them.

Take it all in all, I think this is about the most telling bit of advertising a merchant can do in any community, considering the amount of money required. And there are many dealers who are awake to the possibilities of it—but some are still slumbering. They had better wake up. During this month and next is a good time to start—even if one must start in a somewhat limited and tentative way. It will do your business good to represent it on the fair grounds where the people are in such great numbers. And, quite aside from the purely practical features of it, it will do you good personally to get out for a few days right with the people.

Chas. L. Philips.

If you learn how to enjoy words that the dead left you to read, you seldom will be lonely.

The man who is never ill-at-ease has secured one of the great essentials of success.

Jests have in them the seeds of quarrels, if they be sufficiently nurtured.

RAMONA
Mid-Season Shows

This Week

FOUR FORDS

America's
Premier Dancers
Featuring

Grecian
Classical Dances

Special Scenery
Wonderful Stage Effects

NONETTE

Prima Donna and Violin
Virtuoso

MME. JENNY'S

Ten White Cats and
Two Smart Monkeys

4—Other Features—4

OUR GOLD SUPPLY.

Some Reasons Why It Is Slowly Vanishing.

The so-styled "higher cost of living," the champagne revolution in France and the current quotations on gasoline may satisfy some individuals as logical answers to the query, "What becomes of the gold?" But it doesn't account for the actual vaporizing of the yellow hoard.

Every few years some noted economist wrings his hands and cries excitedly, "There's going to be an over production of gold; the royal metal will be demonetized!" Yet in the face of this calamity, the nations of the earth continue to bid for the auriferous pelf. All of the mines of this turbulent planet output, approximately, \$400,000,000 of the yellow metal yearly. This includes the placers of Alaska and Oroville, the lodes of the Cascades, Sierras and Rockies, the reefs of the Witwatersrand—and everything and everywhere else. During the last decade the aggregate yield has been \$3,000,000,000, and from the date of the discovery of America by Columbus right bang up to the dog days of 1911 the mines of the entire world have delivered \$13,000,000,000—a sizeable sum, but still no more than the deposits of the several thousand American banks.

Plainly, there is not enough gold to go around. But that isn't the worst of the situation. Man's vanity (including both sexes impartially) consumes fully three-fourths of the supply, which finds its way into jewelry, gold leaf, dentistry etc.

Nature Demands Heavy Toll.

If this gold could be conserved it would be different, but Dame Nature exacts a heavy toll, and the precious substance slips through our fingers, even apart from the purchasing power.

Abrasion is the answer, for, while gold can be beaten into thinner leaves than any known substance in all the other realms of creation; although it can be drawn into the finest wire, and in the melting pot gives out the regal purple light, it is subject to continuous loss through contact or friction.

Occasionally an excited person brings up particles of the glittering "dust" when he visits the old pump and draws water, and straightway he believes he has found a bonanza, so potent and subtle is the grip of the metal on the human imagination. In many of the streams in Idaho the flecks of "flour gold" impel restless spirits to new endeavors, but the material they see is made up of such infinitesimal portions there is no process known that would gather these specks at a profit.

The reason Uncle Sam issues nice yellow treasury notes is to live up to his ideas of conservation. The paper is just as safe, because it is secured, dollar for dollar, by the metal that slumbers in great steel vaults. But the paper, when worn out, is easily and cheaply replaced. The gold that wears has lost a part of its total that can never be replaced except at the current figure of \$20.67 an

ounce. This figure is not a basement bargain that was "marked down from \$22," but is the unwavering international schedule. When gold can buy more of other commodities its price virtually advances; when it buys less its value has lowered, but the market for the metal in its fine state is always \$20.67 a troy ounce. In the last 420 years the earth has yielded up about 19,000 short tons of this "root of all evil."

"Milling" Process a Preservation.

To preserve the gold coins in circulation as far as possible, the "milling" process is adopted. Small objects have greater proportionate surface than large objects; hence, by raising a rim around the circumference and corrupating the edge of this periphery, a nominal part of the metal is exposed to direct contact and wear. Misdirected genius invented the "sweating" process long ago. This is accomplished by placing a number of gold coins in a chamois sack and then shaking the bag. The metallic discs, coming into violent and continuous contact with one another, lose some of their substance, and practice has demonstrated that the amount is sufficiently great to make the avocation somewhat lucrative—unless the malefactors are detected. Then they are up for felony!

When banks are called on to settle international or interstate trade balances they ship gold bars, of specified fineness, weight, size and style, because the bars present smaller relative surfaces than coins, although, despite this precaution, there is always a marked loss in a shipment.

A few illustrations will show the elusive qualities of the yellow lure: In Colorado Springs, Colo., is located the reduction plant of the great Portland mine of Cripple Creek, that has outputted over \$30,000,000 in gold since 1892. Every mechanical and chemical contrivance known for the treatment of this especial kind of ore (tellurium) has been installed, but there is nevertheless a waste. Some years back it was discovered that sawdust would precipitate gold held in solution, and the "tailings" (ore pulp from the vats) are passed over a large outdoor pit filled with waste from sawmills. Several thousand dollars is the annual reward for this vigilance.

In 1906 the Economic mill in Squaw gulch, in the Cripple Creek district, was destroyed by fire. Immediately enterprising mining men sought a lease on the debris, but tests proved the ash to be so rich in gold litigation stopped all further progress.

Boards "Treated" at Profit.

Again, when the old assay mint in Denver was dismantled, after the new coinage mint was in operation, the boards of the floor were "treated" chemically, and paid a handsome profit.

One of the employes of the Denver mint saved enough pilfered gold in a few years to take a vacation. He purloined particles at a time, deceiving even the nicely balanced scales. He was apprehended in the act of disposing of his cache, beyond which the tale is saddened.

The most drastic feature of the ready abrasion of the yellow metal is that the last person caught with a shortweight coin pays for the cost of its total loss. Perhaps 10,000 persons contributed to the friction, but the final owner is the loser.

Thus, while gold may be foolishly flitted by spendthrifts, it is suffering a ceaseless loss, and it is doubtful if the world could lay its hands on 30 per cent. of the total amount mined in the last four centuries. Spanish galleons that went down to supply Davy Jones with bullion and buried treasure have been insignificant when compared with the sums lost through abrasion.

Small wonder, indeed, that the nations of the world are ever on the lookout for the king of metals, and turn their heads the other way if even milady's plate had been battered up by yeggs and passed in through the wicket at the mints, where ever hangs a sign that says in substance, "Wanted—gold. No questions asked!"

Co-operation of Merchants in Clearing Sales.

Written for the Tradesman.

If I were a merchant in a town having two or more stores I would become a member of the retail merchants' association. If there were no such organization I would try to get one started. One of the ways I would first suggest in which the merchants should co-operate would be a central clearing store—a store where would be offered for sale all the odds and ends, overstock, remnants, shop worn, damaged or out-of-date goods from all the stores of the town.

This clearing house—or houses if the size of place warranted a division of the stock to be closed out—to be in charge of a man specially adapted to the work. Each merchant could deliver to the clearing house as frequently as he chose such goods as he found it difficult to dispose of at his own store, taking a receipt for the same. He would prepare duplicate invoices for each lot of goods, retaining one himself and delivering the other to the clearing house manager. He would also mark all goods at the price he hoped to obtain for them. Each merchant would pay the clearing house a certain per cent. for selling the goods, the rate to be fixed by a committee of the merchants' association. This rate to be regulated yearly by the association when the annual report of the clearing house was acted upon.

At stated intervals the manager of the clearing house would check up the invoices and settle with each merchant for the goods sold. The unsold goods should be included in a new inventory or taken back by the owner, so there would be no confusion of accounts—no goods left over from each of several invoices—no going back of the last date of settlement.

This would do away with each merchant having periodical removal, alteration, reduction or clearing sales. It would save advertising expense and extra clerk hire. It would save time showing goods to those bargain

hunters who visit every store before making purchases. It would enable every merchant to offer only new, seasonable, perfect goods at all times. There would be no temptation to work off old stock when customers preferred the newest. There would be a great saving of study and planning to inaugurate sales to get rid of undesirable stock.

It might in many instances prevent transient merchants from coming in for a few days or weeks with their auction stocks, fire sales and stolen or second hand goods. It would save the people time in finding goods which are called for only at rare intervals and which no merchants cares to carry any amount of.

Suppose there were only two or three stores in a village; suppose there were more but all together had not enough of these left over goods to be worth while renting a room and hiring a salesman; then one of the stores might take this clearing house business; might open a bargain basement, or annex or department and sell for all. Or some proprietor of a repair shop, some one who conducted an agency business, might have room and time to handle this stock for the merchants on a commission and thus add to his or her income.

If this appeals to anyone as a good suggestion, as a feasible plan to dispose of goods which are in the way, not earning anything, lessening in value and the source of anxiety or perplexity, then try it and see if it will not be an improvement over the old schemes. E. E. Whitney.

Two of Them.

All last season, and so far during this the farmers who take summer boarders at \$7 a week have sent up the complaint that they haven't made a dollar. The reason must lie with the farmer himself.

Has he met his patrons at the depot with an automobile?

Has he at least four windows in every sleeping apartment?

Has he brass bedsteads, hair mattresses and fly-screens?

Are crabs, lobsters and spring chickens on the bill of fare?

Has he croquet, tennis and golf grounds?

Does he provide sweet milk, butter-milk and ice water free of cost?

Does he lie in bed until 8 o'clock in the morning so as not to disturb his guests?

Has he a trout stream and a lake? Has he arranged for glorious sunrises and sunsets?

Has he got a piano, and are children allowed to thump it?

Will he cash any kind of a check or allow the bill to run sixty days?

Does he give green or red trading stamps or coupons?

Depends.

"Uncle Henry, is it good form for a young man to shave himself?"

"It's perfectly correct, my boy, if he can afford to patronize a barber and shaves himself from choice. But if he can't afford it, and shaves himself from motives of economy, it is very bad form."

KINDS OF ENGRAVING

The engraving department of the Tradesman Company is older than the processes of engraving in general use in this country. Originally its product was confined to "wood cuts" for the reason that halftones, zinc etchings, etc., were not yet invented. As the new processes were perfected and made practical the Tradesman added them without displacing the original art. For many years it has enjoyed the distinction of being the only concern in this city making wood engravings. Thus as the new demand for this kind of work develops the Tradesman is better prepared than those concerns that let the new processes have the entire field, or that have come into existence since its displacement.

It has been the fortune of the Tradesman Company that as the new processes were added the demand of its business has kept the old in use. Thus its product includes wood engravings, halftones, zinc etchings, copper etchings and in recent years the demand for the finest stationery has led to the addition of engraving on steel.

Early in the development of the new processes the Tradesman Company devised a method of engraving stationery headings for printing on ordinary presses. This has enjoyed a steady run for a dozen years. While not a new process the results are so distinctive that it warrants its classification as a different kind of engraving.

Another class in which the Tradesman Company may claim a distinction is exemplified in the plate from which these lines are printed. The method of producing engravers script for ordinary presses, rapidly, cheaply and with the art of hand work is in use in few other houses in this country. Such scripts may be produced more expensively by lithographers or plate engravers, but the facility of its use by this Company warrants its designation as a new method. Of course this is only one of a great variety of scripts similarly produced. The value in stock, bond, diploma and other work requiring quantities of script matter goes without saying.

Each subject for engraving has its proper process. While the larger proportion of orders may be produced by halftone or zinc etching there is a satisfaction and profit in being able to employ the best method in each particular case.

Tradesman Company

Grand Rapids, Michigan.



How a Salesman Secured a Large Order.

"Scientific methods," I said to Murphy, "always win in the selling game. Remember that and study them."

The Murphy in question, when fully named, was P. J. Murphy. No one ever had the temerity to ask him what the initials stood for. His contract with the Amalgamated Woolens Company was signed with the simple P. J. It is perhaps redundant to say that he was Irish. He was 30 years old and was the best salesman in the concern's employ. That will be about enough biography for P. J.

There was considerable difference of opinion between Murphy and myself. I was a believer in the modern methods of salesmanship, and taught them to such of the selling force as I brought into the company; I filled them full of proper methods of approach, demonstration and close, to say nothing of psychological suggestion and the rest of the formula. Murphy listened patiently to these "diatribes of the boss" and winked his other eye. He said: "The way to sell blankets is to SELL 'em."

That brings me to the story which has to do with the sale of what is perhaps the largest single order of blankets on record. Murphy made the sale. Whether the methods could be considered as strictly scientific, I will have to leave it to the reader to determine.

About five months prior to the outbreak of the Russo-Japanese War, there came one day a cipher cable to the office of the Woolens Company which, after it had been put into English, was sent to the sales department. The purport of the message was a request for quotations on half a million blankets for the Russian government. The specifications were to follow from the Russian Embassy in Washington next day.

"Give me Murphy's desk," I said to the telephone. Then, "I want to see you, P. J.," to Murphy.

A moment later my office door opened and Murphy slid into the chair by my desk with that sidelong motion which I had so often condemned as unscientific. Without a word, he took the telegram which I held out to him and read it. He turned it over and with painstaking care inspected the back and ran his eye along the edges. "In a case like this, it's best to be sure you are not missing anything," he explained as I looked at him reprovingly.

"Well?" he queried after a minute.

"We want that business," I said. "You go and get it."

"All right," cheerily responded Murphy. "What about prices?"

"You know our schedule. For an order like this, you can go right down into the cellar."

"Can I dig a hole through the floor if I've got to?" quoth Murphy.

"Not without authority," I snapped. "If it comes to that, telegraph me."

"How about competition? Of course, there will be a lot," queried Murphy.

Here I flared. "Murphy," I shouted, "how often have I told you that all scientific salesmen ignore competition. Forget it. When you think about it, it gets on your nerves, and the first thing you know you will be afraid of it and, Murphy, there is nothing that is so disastrous to good salesmanship as fear. Forget it, I say."

"All right," answered Murphy. Then after a moment, "What were we talking about, I've forgotten."

"That," I said, "is what I wanted you to do." But I said it feebly.

Next day, the specifications having come in, Murphy shipped his samples. He doubled the quantities of all the different weights. Having seen them delivered to the express office, with the receipt in his pocket he returned to the office for his expense money and a final chat with the boss.

"Anything further on that Russian deal, boss?" he said over the telephone. "Well, then, I'm off; wish me luck. Oh, I forgot, that isn't scientific," was his parting shot.

Arrived at San Francisco, where where the contract was to be given out, Murphy found the man to whom the Russian government had entrusted the task of buying blankets for their army. His name was Orloff. On hearing the name for the first time, Murphy said to himself subconsciously, "Well, it's alloff for me." The blanket buyer was over six feet tall and built in proportion. He could speak English with difficulty so the verbal negotiations had to be conducted through an interpreter. This was a new one on Murphy. It was necessary for him to make his demonstration and argument to the interpreter and this is about what it was like:

"M'sieur Moorphy, His Excellency spik no Anglais. Him say, are you able to hold continuous converse in French?"

Murphy nearly exploded.

"You ask his bewhiskered nob, Alphonse," he pleaded, "if I look as if I had a gastronomic acquaintance with frogs."

The sarcasm was lost. Seeing the

uncomprehending stare on the interpreter's face, Murphy said slowly and with much emphasis, "I'll tell it to you in one syllable words of high-grade United States. It's up to you to get it through to Whiskers."

To himself, Murphy confessed that he was for once nearly stumped. He had made sales by all methods in almost every state in the Union, but this was the first time he might have to resort to the sign language to argue his case. He was comforted by the thought, however, that all of his competitors were in the same boat.

With much difficulty, he found out from the interpreter that while the written specifications called for a certain grade of blanket, the order would be given to the man who could prove that his goods contained the greatest quantity of wool with the least weight. He boiled the proposition mentally. "Maximum warmth with minimum weight," is what they want. He had much difficulty in conveying this to the Russian through the interpreter, but at last he believed they understood. He at once produced his BX samples, laid them before the emissary and said to the interpreter, "You tell him this blanket is the best military blanket made; it contains wool from sheep never permitted to wander from the sunny side of the pasture in daytime, and locked up at night in a stable lighted by a ruby lantern; say to him that I'll guarantee this blanket to keep the coldest blooded Russ that ever lived so hot in latitude ninety north, that he will

No Dull Summer Days for Our Customers

Our "BARGAIN BULLETIN" shows them how to stimulate trade and boom their business. We buy for *spot cash* the surplus stocks of mills, manufacturers and importers at *sacrifice prices*, and dispose of the goods quickly to dealers in this city and elsewhere without the *additional expense* of traveling salesmen, thus enabling us to offer desirable merchandise to the trade at *under market prices*.

Our specialties: *Men's, Women's and Children's Underwear and Hosiery, Embroideries, Laces, Veilings, Ribbons, White Goods and Wash Goods, Lace Curtains, Nets and Draperies, Handkerchiefs, Mufflers, Suspenders, Gloves and Mittens, Sweater Coats, Knee Pants, Etc.*

"We ship all goods on approval." The Bargain Bulletin is mailed free on request. Write today for our latest issue, listing a great many items in the above lines that should interest you. *Get in touch with us. It will pay you.*

Eisinger, Dessauer & Co.

Wholesale Dry Goods

114 to 124 So. Market St., Chicago

(When writing please mention Michigan Tradesman)

White Hosiery



Ladies' lace at \$1.25 and \$2.25.

Ladies' gauze lisle at \$2.25 and \$3.00.

Sizes 8 1/2, 9, 9 1/2, 10

So great has been the demand for the above item in large cities that many of the stores are entirely sold out. We are in position to make immediate shipments by express.

Write or ask our salesman.

GRAND RAPIDS DRY GOODS CO.

Exclusively Wholesale

::: Grand Rapids, Mich.

We close Saturdays at one o'clock

want to shoot off firecrackers in his sleep, thinking he is an American and that it's the Fourth of July; say to—"

"One moment, plis," gasped the interpreter, "I tell him so much now, at once."

Turning to the Russian, the interpreter talked for at least five minutes. The air seemed to Murphy to be filled with gutturals. At the close of the exhortation, Orloff said:

"Vrenya plovich."

"Him say," said the interpreter, "you mak him da proof."

"Him do, do him," echoed Murphy. "Well, you tell him if he will agree to sleep under a set of the BX blankets to-night, I'll leave it to him to say whether they are warm or not."

This novel proposition was gravely put to His Excellency, and his consent secured. The rest of the day was spent in examining the samples of the other salesmen who were on hand and in making records of their claims, samples, weights, etc. Late in the afternoon Murphy rounded the bunch up in the cafe of the hotel and asked them to join him in entertaining the Russian in the evening. Everybody chipped in. Murphy was delegated to inform the distinguished guest of their desire and succeeded in getting him to consent.

From that minute, I am afraid Murphy's sales methods were not scientific. His first move was to hunt up the young lady who presided over the floor on which was the Russian's suite. After telling her casually that she was the prettiest girl he had seen in a month, and slipping a five dollar bill into her little fist, he told her who the distinguished guest was. "He comes from a cold country," said he, "and his rooms must never fall below a temperature of ninety degrees at any time, and at night when vitality is at low ebb, it would be well to have the mercury nearer a hundred. The Baron," he concluded, "does not care to speak of these things, being sensitive, so I trust you will look after the matter."

She would, and she did.

Then Murphy hunted up the man in charge of the diningroom and arranged for the feast. He was a total abstainer himself, but he arranged for plenty of "stuff." In honor of the chief guest, a messenger was sent out to the foreign quarter, and at great expense secured some genuine vodka for the banquet. All this was arranged by Murphy personally. It was a great feast. The Russian came in all the regalia which a foreign official deems so necessary to wear on occasions which are to him state affairs. Murphy was toastmaster, and drank quarts of apollinaris. The distinguished guest was highly honored by the appearance of the vodka, which Murphy shrewdly reserved until near the close of the feast. When it was presented, there were already about the plate of the guest of honor fringes of empty champagne bottles. Of course when the vodka, his national beverage, appeared, Orloff could not have refused to drink large potions of it, even if he had been in a condition to think coherently about the unwisdom of doing it, which he was not. Conse-

quently, he arose, unsteadily, and proposed in mixed French and Russian, toasts to the Czar, the President, the United States, the ladies, and was just beginning on Murphy, when he collapsed. The combination had worked.

Murphy called one of the attaches of the hotel and together they bore the perspiring Russian to his quarters. The interpreter was past helping anyone, even himself.

Arriving in the bedroom, Murphy had the attendant remove the sleeping man's coat, collar, vest and boots, and put him to bed. The temperature of the room was about a hundred, but Murphy would not permit the attendant to open the windows. The danger of catching cold was too great, he alleged.

"Son," said he to the attendant, "go down the corridor to my room, 46. There you will find a pair of blankets. They are marked BX in large red letters. Bring them here and be quick about it."

When the man returned with the blankets, Murphy carefully spread them over the sleeping Excellency, tucking in the edges, and fastening them to the mattress with a pair of stout blanket pins with which he had provided himself. "He mustn't by any chance catch cold," he told the attendant. Then, he carefully closed the door, locked it on the outside and, with the key in his pocket, retired to his own room, undressed and in five minutes was asleep. Ten minutes later he was awakened by a horrible noise. In his half-doing condition, it seemed to him that the hotel was on fire. He sprang out of bed, opened his door, and found the noise proceeded from the Russian's suite. It was daylight, and the clock on the mantel was just striking 10. He had slept eight hours. Murphy ran with the crowd up the corridor. The head porter had just succeeded in unlocking the door of the Russian's rooms with his pass key. The blanket pins had held and he was a prisoner. The room was stifling hot. Murphy rushed in, opened the windows and under cover of the excitement, pulled out the pins, releasing the pair of BX. The Count rolled out of bed to the floor. He was a sight. Perspiration from head to heel, soaked through as if he had fallen into water. He was talking Russian at the rate of 200 words a minute. The confusion had waked up the interpreter who came rushing in. Murphy chased out the curious crowd and, with the assistance of the interpreter, they got the Count somewhat calmed down. After drinking a quart of ice water, he revived somewhat and began to take notice of things. On his immaculate shirt front, which was wilted to a rag, in bright red, shone the letters BX reversed. The Count looked at them and then down at the blankets on which the original marks stood out. Finally as his gaze took in Murphy, who stood by as silent as the sphynx, he smiled weakly and called the interpreter with a finger crook.

"Vrenya plova malitchi," he said, with a nod of his head towards Murphy.

"Him say," said the interpreter, "the blankets contain abundant heat. Him desire no more proof."

Later in the day, when the Count's head got clearer, the contract was given to Murphy as the representative of the Woolens Company. It had the great seal of the Russian Empire attached. In the middle of this seal the Count had drawn with red ink the letters BX.

When Murphy came home and handed me the contract which confirmed his wire, I said, "I trust you got this sale by following out the principles of scientific salesmanship as I have tried to teach them to you. They always win."

"Yes?" was Murphy's reply. But he used the rising inflection.—J. W. Binder in Advertising and Selling.

Novel Sleeve Forms.

Many novelties are being attempted in sleeves, and while, generally speaking, some form of kimono effect will prevail in wraps, fancy tailored suits, separate waists and costumes, there will also be considerable use of the straight coat sleeve set into the ordinary armhole. Mannish styles in tailored suits and lingerie waists finished in jabot frills both have the ordinary masculine style of sleeve; that is, the regulation shirt sleeve and coat sleeve. But in spite of this general tendency there are many new effects, variations of both the kimono cut and the sleeve which sets in with the armhole seam.

Paquin is showing a great many flowing sleeves of kimono cut; that is, the upper part of the sleeve is continuous with the body of the garment, while the lower part has the extension draped in various flowing styles. The latest novelties shown by Paquin have this new form of sleeve. All these ideas are absolutely new; it remains yet for their popularity to be proven. Many of the new coats show a continuation of the one piece cut; that is, sleeve and body in one. This is particularly true of the motor coats and mantles developed in double faced materials.

A cloud no bigger than a man's hand often hangs over a small boy's life.

The ruling passion is strong in death, and stronger in the schoolmaster.

Character, Power and Credit.
Character is a perfectly educated will. Novalis.

All human power is a compound of time and patience. Balzac.

I will not be as those who spend the day complaining of the headache, and the night in drinking the wine that gives the headache. Goethe.

The most trifling actions that affect a man's credit are to be regarded. The sound of your hammer at 5 in the morning, or 9 at night, heard by a creditor, makes him easy six months longer; but if he sees you at a billiard table, or hears your voice in a tavern, when you should be at work, he sends for his money the next day. Benj. Franklin.

A man who spends his life getting money hasn't time to get much else.

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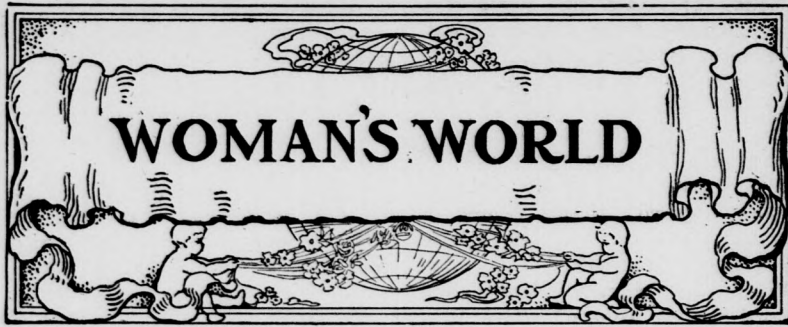
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Education For Girls Considered as to Results.

Written for the Tradesman.

Most readers of the Tradesman give their daughters at least a high school education. That completed, the question arises: Shall the girl go on and take a college course? This must be decided in many homes at the present time.

If a number of average parents who have daughters at college were asked why they are sending them there, the reply in most cases would be vague. One would say, "We desire to fit our daughter for any station in life she may be called upon to occupy." Another would answer, "We wish to give her all the advantages that lie within our means." Another, "We want our daughter should have just as good opportunities as any of the other girls of our town or city."

The answers would be indefinite and general rather than clear-cut and specific, for the reason that prevalent ideas regarding the benefits to be derived from a college education are misty. In popular estimation it is a great good thing and ordinary men and women speak of it in tones of veneration, but few could state accurately of what its benefits consist.

This is not as it should be. A college course takes four years of a girl's time in the formative period of her life and, ordinarily, a good many hundred dollars of her parents' money. Both she and they ought to know what she may reasonably expect to get out of it.

The reason that popular apprehension of the subject is so hazy is because the results of college training are necessarily more or less intangible. That there are results, is, I think, unquestionable.

A college course taken in the right way, in the right kind of a college, by the right kind of a girl, certainly gives a broadened outlook upon life, a poise and intellectual dignity and a more just estimate of relative values, enabling her who has it to distinguish things of real importance from those which are passing and trivial. All of these traits may be acquired to some extent outside of any school, but they are gained more surely and far more easily in college than elsewhere.

The college girl has the opportunity to learn how to use her mind. Her faculties are sharpened and brightened, she acquires mental strength and acumen, her thought becomes richer and deeper, she gains culture, polish and the power of expression.

These are great things and well worth all they cost, but they are intangible and can not be measured in volts nor horse powers, nor yet in dollars and cents.

A girl learns much simply by being away from home. At college she comes to know her own proper place in the scheme of things as she could not know it while under the parental roof-tree. She acquires a certain necessary independence of character. Spending four years between young girlhood and the time when she likely will take upon herself the serious responsibilities of life, in an intellectual atmosphere, under the inspiration of able teachers, in association with bright young people of her own age, pursuing a systematic course of study and gaining the discipline of a great institution, it would seem that this for any girl of brains and energy furnishes an excellent preparation for her work in life.

The girl develops socially at college but still she is not "in society" in the sense of giving up her whole time to balls and parties, operas and theatres. Social life, with the girl who is conscientiously pursuing a college course, is held well in balance by her more laborious duties, and receives only so much of her attention as may properly be given to recreation and diversion.

College days to most students are pleasant days. Friendships formed are cherished long afterward and the happy associations which cluster about the beautiful campus and the stately halls of learning form a green, refreshing spot in the memory throughout the whole life.

Thus have I sought to outline fairly though briefly the best that the college has to offer to the American girl. I have presupposed that the college is of the right sort, not only good in itself but carefully selected with reference to the girl's individual needs; that the course is entered upon with zeal and pursued with diligence; and that the girl has health, ambition, and good general capability. The conditions being such, the benefits to be derived from college training as sketched above are not, I think, in the least overdrawn.

It is rare indeed, I believe, that a college woman ever comes to regret her college course. Most are enthusiastic of its benefits and desirous that their own daughters and every bright aspiring girl as well shall have all the advantages that our best institutions can offer.

There can be no question that, other things being equal, the college graduate will exert a greater power for

good, a broader, deeper, saner, and more wholesome influence in her own home and in the community at large than the woman whose opportunities for mental growth and culture have been more restricted.

Although knowledge should be full and abundant, mere book-learning is not the great thing to be gained at college. This can not be put with too much emphasis. The "grind" may get the highest markings, but she does not receive the greatest benefit for herself, nor acquire in fullest measure that rare spirit of college life which every college graduate ought to carry away with her for the enrichment of less highly favored minds.

Great care should be taken to select a college well suited to the girl's age and state of development. A young girl will be safest where she is under the oversight and guidance of persons of mature years. But this oversight, so essential to the welfare of a young lady of eighteen, should be wholly unnecessary and doubtless would be somewhat galling to a woman of twenty-four, we will say, who does not begin her college course for some years after leaving high school, having, perhaps, spent the intervening time in earning her own living. Where the girl goes away immediately upon the completion of her high school course, it may be the best that she spend the first two years in some academy or small college where she will receive fairly close individual attention. Then let the remaining two years be spent at some larger college or university where she will be thrown almost entirely upon her own responsibility. This plan has much to recommend it and for very many girls doubtless is far better than spending the whole four years in either the small college or the great university.

The opinion very generally prevails that for the woman who is to pursue some lifelong career, a college education is worth while; but that for the

one who, after all her opportunities, will "just go and get married," it is hardly necessary. Indeed, there are plenty of good practical folks who frankly declare that for the girl who marries soon after graduation the college course is only so much money thrown away.

This view is narrow and incorrect. The educated woman who leads a domestic life may not be able to use her acquirements so directly as does her professional sister, but her culture is not wasted. In the finer, nobler atmosphere of her home, in her own enjoyment and satisfaction, in the more intelligent care and training she is enabled to give to her children, in the mental stimulus which her husband finds in her companionship, in the wise leadership which she may exercise in matters relating to public welfare, are long-continued and abundant harvests. Quillo.

The women dishwashers of Chicago are losing their jobs, and all because of the new law prohibiting them from working longer than ten hours a day. Their average hours were about twelve, and some are now working that number of hours on alternate days. The hotelkeepers say men do not break as many dishes, they work faster and they do not take time to primp. Others say women are more economic, they wash dishes cleaner than men and they do not take time to "hit the flowing bowl" during working hours. In most of the big hotels dishwashing machines are used, but men operate them. One hotel man says he employs men for the heavier dishes and silverware, but women take care of the finer dishes, as their fingers are lighter.

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LED A DOG'S LIFE.

Ground To Death By a Heartless Woman's Whims.

Written for the Tradesman.

"Another good man gone."

Harvey Boyland sat smoking thoughtfully on the veranda of the village hotel. His companion was Jim West, who patronized the public house during the few days his wife was absent at the Beach. Jim was the jovial, whole-souled produce buyer of the town, his companion at after dinner cigars a seller for a Chicago implement house.

"To what do you refer?" asked Jim, removing his cigar, turning a questioning face toward his companion.

"That bell. Don't you hear it, tolling for Hiram Vandebloom? I read of his death in the papers, and that his funeral would be held at Dixon Corners—"

"Oh, yes, to be sure, and I meant to be on hand at the funeral, only a sudden call tore me away at the last minute, and I got in only an hour ago. You are right about his being a good man, but he was rather unfortunate."

"Unfortunate? In what particular?"

"In business affairs. He dabbled in this, that and the other, never making a success at anything, although he was comfortably well off, yet a slave to his work."

Boyland smiled cynically under his mustache. He regarded Jim from the tail of his eye, thinking of the wife who was even then blowing a big wad of money at one of the resorts while her husband toiled at home to make both ends meet. Jim West, with all his jollity, was in a measure henpecked as is many a man whom the public little suspects.

"Yes, I suppose Hi was rather on his uppers most of the time," agreed the Chicago drummer, whose gray hairs betokened one old in the service. He, too, had met with his ups and downs, had once been in the store business, failed and went back to the road. Cynical, perhaps something of a woman hater, Harvey Boyland could see the shortcomings of others better than he could his own, which, of course, was perfectly natural.

"Did you know Hiram?" asked the produce buyer.

"Did I know him!" and the elderly drummer laughed gurglingly. "Well, now, when I tell you that we went to school together in our knickerbocker days, you'll admit I ought to know him. Besides—and better than all the rest—I knew his wife."

"A smart woman, I am told."

"Smart, yes—in a way," and the drummer sighed. He remembered the time, back twenty years or more ago, when he thought the world and all of Letty Dunnard. She married the young land surveyor, however, and Boyland fell back into a cynical old bachelorhood.

"She is a fine looker even yet," went on Jim. "She never had a whim that Hiram didn't indulge. He thought a lot of Letty."

"I suppose so," grunted Boyland indifferently.

"He was always doing something to please his wife, was Hi Vandebloom—"

"Yes, yes, that's it, exactly!" exclaimed Boyland, wheeling in his chair, laying a hand on the knee of his companion. "If Hi hadn't been so blamed anxious to please her he wouldn't be now the occupant of an untimely grave."

"Untimely? Why, Hi must be near 70. Besides, he was always rather sickly, you know—"

"Just 59," echoed the other. "He showed his years though, while Letty always looked as bright as a new dollar. He did everything to please his wife; I believe, Jim, that's why he never made a cent, why he led a dog's life and died the other day, tired out, literally ground to death beneath a heartless woman's whims. Oh, I know all about Hiram. He was too good for the girl he married."

"You surprise me," uttered Jim West. "I supposed everybody thought they were a model couple, only the wife did like to dress, to go and to make the most of her husband's meager income. I wonder what Letty will do now. They say there won't be property enough left to bring in a decent income."

"There might have been more. It is the woman's fault there is nothing left."

"Hi provided well for his wife—"

"Too well. There was the trouble."

"He was always ready to do things to please his wife. I think that was manly in him."

"Perhaps it was. When he married Letty Dunard he had a comfortable farm, was doing well enough, and, had he stuck to farming would have made money. But, no, to please his wife he sold the farm, moved to town and went into politics. You remember that, Jim—how Hi ran for county clerk, got left and had a fit of sickness afterward because of the excitement and his losses?"

"I read about it. He was foolish to think of running for that place with so little money to back his claims."

"He did it to please his wife," and Boyland laughed grimly.

"Well, after that he was elected county surveyor."

"Sure; a hard working position with small emoluments. Letty could not sail high on that so she urged Hi to resign and go into reform politics. You know, of course, how he came out of that."

"Why, I think he did charge on the county ring; made a few rather startling speeches and landed in the register's office through the votes of the fusion that resulted between the Greenbackers and Democrats. That ought to have satisfied his wife."

"Jim, you are green," laughed Boyland. "You don't know women if you think anything will satisfy them when once they get the society hookworm into their noddles. There is always some one higher up, no matter how far you ascend in the social

scale, and Letty was aiming to go up another notch all the time. By her incessant nagging she pushed her husband forward. He got enough with his four years in the register's office to give him a sendoff on another tack."

"How was that?"

"Nothing short of Washington would satisfy Letty—"

"A very ambitious woman, truly."

"To please his wife Hi Vandebloom strove for congressional honors—"

"Sure, sure, I remember now," broke in Jim, tossing the remains of his cigar to the winds. "He put up a big fight for the nomination, but got left at the wire by a single vote—Judge Griswold winning the nomination and election. That was a magnificent scrap, Harvey. 'Twas said old Hi dropped the most of his wad that time. Anyhow he drifted out of public notice and soon left town."

"Yes, he left town to please his wife."

"That seems strange when she was so very much devoted to society."

"Not so strange after all. They came up into this county. Hi went into fruit farming and was doing fairly well when he built that cottage at the Beach and permitted Letty to spend her summers there cutting a swell. He did all this to please his wife, of course."

"And succeeded, didn't he?"

"Of course not. Such a woman can not be pleased. The more you do for her the more you may. The bills for gowns, carriage and auto hire and the like ran up; Hi paid without a grumble until he broke down."

"His wife came home and cared for him in his last illness," said Jim. "I know that to be a fact. She was good to him then if never before."

"Oh, she was always good in a sort of petting, money-seeking way. No doubt she thought as much of Hi as she could think of any man. At any rate he pleased her to the last and she ought to have been good."

"How do you mean, Harvey?"

"Why, having got in the habit, he finally had sense enough to die to please his wife," and Boyland exploded a raucous laugh. J. M. Merril.

Woman's Vanity Made Her Safe-guard.

One of the most perplexing problems that have confronted street railway managers has been solved. So the Railway and Engineering Review assures its readers. A simple contrivance, the idea of some obscure but brilliant street railway official of Greely, Ohio, will be installed on the cars of that city, and henceforth accidents happening from women alighting from the cars while facing backward will be eliminated. A full length plate glass mirror will be affixed to the end of the car, on the rear platform. Passengers, on exit from the car, will pass this mirror, and any and every woman will instinctively turn to face her image in the glass, bringing her naturally into a position from which she will find herself facing forward as she alights. But one possible difficulty is foreseen in the working of the device; some feminine passengers may tarry long at this glass, but even this will be preferable to the recurrence of accidents from this cause.



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We live in a day of card indexes, catalogues and alphabetical lists. Every furniture store has its show windows full of them and every office has its walls lined with them.

I sometimes suspect that system is not so almighty as it is cracked up to be, but then I know nothing about business and will leave that question to be discussed by those who do know.

But I do know something about the human heart and brain, and hence feel qualified to say a little upon the subject of "The Reflex Influence of System on the Man."

And the best thing that can be said about it is that it gives peace and quiet to the soul.

The foe of life is not work, but worry. Few are worked to death; many are irritated to death.

You may not think it worth while to be neat, and nice, and good; but every person outside of a crazy house thinks it worth while to feel good. My theme, then, is just a low, common one; my argument runs along the ground; I appeal to no high and lofty motives, but simply wish to give a few hints upon the art of feeling comfortable.

It is a psychological law that to do anything the same time and the same way every day makes less brain fag than to do as you please.

Nothing, as a matter of fact, is more tiresome in the long run than doing as you please.

Regularity Makes Work Easier.

Getting out of bed is a much pleasanter affair for those who rise regularly at 6 than for those who don't have to get up till they get ready; for the simple reason that the riser at a regular hour never thinks about it, and the dawdler every morning has to go through the operation of making up his mind.

Beginning with one's clothes, the man who has a place each for collars, cuffs, trousers, socks and ties, and who has formed the habit of putting these articles in their respective drawers and corners when he lays them off, never wastes time or swear words looking for them. The girls who drops everything where she happens to have finished with it, and who consequently can never find her gloves, hatpins, jabots, shoes, and handkerchiefs, is simply a fool; for she is wasting vital heat and energy on things that are not worth it. Any one with a trifle of will power can soon form habits of order with his or her personal effects, and save a deal of aggravating heat.

It will pay any one, therefore, who is young enough and has sense enough to learn anything, to learn the useful science of putting things where they belong. No other science I know of furnishes such a wholesome, every-day sense of comfort.

If your work is at a desk you can

apply the same gospel there and receive the same blessing.

Outward Signs of Slovenliness.

I once visited the actuary of a large insurance company. An actuary, you know, is the man who is the chief figurer, the expert in numbers and averages. As we talked about our business, social, not insurance business, he turned to look for a document. His desk was almost a foot deep in all conceivable kinds of papers. He had a little oasis cleared in one spot, where he wrote. There were pigeonholes, but he had no idea in which pigeonhole any given object lay. After several plowings and ferretings through the mess he gave it up and said that while he knew he had the paper somewhere, he couldn't tell just where, but would doubtless come across it some day, when he would send it to me.

I was not much surprised to hear not long afterwards that he had lost his mind.

In a home there is a peculiar, distressful feeling invades one when he enters a cluttered room. The unswept floor, the open wardrobe revealing a higgledy-piggledy of clothing, a pair of shoes under the bed with their tongues lolling out, crumbs on the table, a napkin on the floor, dirty window panes and thumb-smudged doors, all these grate on an ordinary person's soul. They are outward signs of an inward and spiritual slovenliness.

Of course one can carry neatness too far; one can carry anything too far; but that is no reason for not carrying it far enough.

There is a real connection between neat clothing, a neat house, and clean speech, on the one hand, and a decent soul on the other.

Not all disorderly women are bad women, but almost all bad women are disorderly. For the essence of virtue is order. It is a sense of the right time and the right place. Nothing is sinful in itself; just as nothing is dirty in itself. Sin is an emotion or a deed out of place; precisely as dirt is substance out of place; as, for instance, ink on one's fingers instead of in the inkpot or on paper.

The mother, therefore, who trains her children to pick up after themselves, to clean up any muss they may have made in their play, to put away all their toys when their game is over, is really laying in her children the foundations of truthfulness, honor, and virtue.

But, to get back to comfortableness, have you ever tried planning your life? You not only have your daily tasks, but you have matters that will take years to finish.

Big Things Require System.

For instance, you would like to do some reading, to keep up your music, to know some art, to be master of some science, or to learn a foreign language; also to reach that other longest, hardest end—to develop a strong character.

None of these things can be done by a spurt of energy. To attack any one of them furiously for a week and then leave off is to make no progress at all.

Most of us, it is to be feared, are in

despair over these life aims. We say, 'O, I wish I could, but I can't. I've tried it. I can't keep it up. I have no force of character.'

Usually this it not true. You have plenty of force. What you lack is system. Hold yourself down to a little regularity. Fight for your thirty minutes of practice every day upon the piano. Get in your half hour of reading each day if you have to get up a half hour earlier to do it.

It's a little thing and doesn't amount to much to miss just one day in your study or to break over your character building rule just once, but this little just once is the biggest little devil among mankind.

Excelence and mastership never come from any other source than keeping everlastingly at it. Some may read this who have an ambition to write stories for magazines, a much sought business these days. I will tell you a secret: The only way to succeed is to write every day, write, write, good, bad, and indifferent, whether you feel like it or not; of course, you may not arrive because you have no ability, but ten to one if you've the grit to keep it up for a year or two you have the ability.

So plan your days. Don't try to do it all at once. Divide. Mark off just a little space to be conquered today. Then a little to-morrow. And whether you triumph at last or not, you will have triumphed to-day. You can sleep nights. Each day will be a miniature life. Each night you can say to yourself: "Well done, thou good and faithful servant! Thou hast been faithful over a few things!" And you will not toss upon your pillow repeating those lines of Stevenson: "I do my work with rough edges; Sunset always comes too soon."

Frank Crane.

Making a Success.

"A fellow's conscience is a funny thing, isn't it?" said the doctor to the real estate man as they were holding a chat.

"Well, yes, I suppose so. Has yours been upbraiding you?"

"It surely did for a while. I passed a bogus half-dollar on a street car conductor and it happened that I took his particular car several times later. I thought he looked at me accusingly, and I got so worked up over it that, meeting him on the street on his day off, I said to him:

"Here, I owe you fifty cents. I passed a bogus half on you a few days ago. I did it in fun, and am sorry for it. I am glad to meet you and have the thing off my mind."

"Yes, you did pass a bad half off on me," he replied, 'but your conscience needn't have been upset about it.'

"But you must have lost it?"

"Not a cent. You rode on my car next day and I changed a dollar bill for you. I gave you back your bogus half and short-changed you fifteen cents besides. My conscience has been accusing me, and now—"

"But we called it square," laughed the doctor, "and I'm not quite sure that I shan't get rid of some more base coins that way. I thought I was the only guilty one, you see."

That poverty is no hindrance to an ambitious person is proved again and again. The youth with 50 cents in his pocket may become a millionaire before he is 40, if he has grit and perseverance. This is exemplified in Frederick Loeser, who died in Stuttgart, Germany, a few days ago. He came to America in 1853 with only \$2.50 in his pockets over and above his traveling expenses. With that capital he landed in New York and proceeded to make his fortune. He was a maker of dress trimmings, fringes and buttons, but when he could find no work at his trade, became a salesman, perfecting himself in the English language meanwhile. He was in business in the South for several years, then came to Brooklyn and eventually founded the store of Frederick Loeser & Company, remaining with it until 14 years ago, when he retired. He succeeded because he worked hard and attended to his business constantly.

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Dental Organism and Juvenile Delinquency.

Written for the Tradesman.

More and more, in this age of scientific progressiveness, we are searching for the hidden cause back of the apparent phenomenon. It isn't enough to know that a thing is so; we now demand to know why it is so.

About so many children out of every one hundred are more or less delinquent. Parents are frequently shocked at the destructiveness of children who have been taught better. To their unspeakable sorrow, mothers and fathers of culture and refinement, who are seeking to solve aright the complicated, age-old problem of bringing up the child in the way it should go, frequently observe insipient criminal tendencies in the little tots whom they love.

The easy-going philosophy of the past was content to sum it up by saying: "Boys will be boys!" And the idea in this delicious morsel of age-wisdom was that boys, just because they are boys, are going to be more or less vicious, destructive and delinquent. If some of them are more than ordinarily so, don't get excited about it. And then followed the familiar prophecy to the effect that they would outgrow it in due time.

Now the trouble about that old-time philosophy is that it is only half true. Certainly no full-blooded, vigorous, well-fed boy is going to be a girl. To try to teach him to deport himself like a girl would be almost as discouraging as it would be foolish. Let him play rough-and-tumble games in the open. By all means let him give vent to the vigorous and insistent influences within. Do not attempt to make a little molly-coddle out of him.

Delinquency of any kind is not necessary to the normal development of the boy. There is ample scope for the development of all his pent-up forces without his destroying property, animal life and otherwise manifesting the instincts of an insipient little criminal. Moreover, there is always the possibility of his persisting in these evil and pernicious things until by and by he becomes a grown-up, full-grown criminal. An amazingly large per cent. of our adult criminals now confined in our jails and penitentiaries are simply grown-up juvenile delinquents.

The great problem of the present is to discover the causes back of crime. As mature criminals began as juvenile delinquents, the specific problem is to get at the causes of juvenile delinquency.

These causes are very largely physical. Criminal tendencies, of course, may be inherited; and pernicious environments have a blighting effect. But the presence of vast numbers of juvenile delinquents in homes of comfort and luxury, where the parents are refined, Christian people, and every influence as nearly ideal as parental love and solicitude can make it, overwhelmingly demonstrates the fact that heredity and environment are not all.

Many a fond but distressed parent is trying to teach little Johnny or

little Fanny the principles of gentleness and kindness when the thing to do is to take the youngster to a dental surgeon and have his teeth examined under the rays of the skiograph. The ugly disposition of thousands—yes, hundreds of thousands—of children is due to dental malformations. And the thing needed is not more sublimated ethics or chastisements, but a minor surgical operation.

"Criminal tendencies of children are due to deformation of dental organisms," says Dr. Henry J. Jaulusz. "The child with poor teeth will become the murderer, the burglar or the defective of the future. The teeth of children charged with crime should be examined by an expert, and if found defective they should be put in first-class order by the state." (This, of course, in cases where the parents are not financially able to incur the expense.)

Dr. Jaulusz claims that in the majority of cases children supposed to be incorrigible, or addicted to forms of depravity, are simply suffering from malformation of the roots of their teeth, and that instead of being punished by their parents or committed to the more or less tender mercies of the juvenile courts, they would be transformed into docile, intelligent children if such malformations were rectified.

"This is not possible by an ordinary trip to the dentist," says Dr. Jaulusz: "for it means more than simply filling decayed cavities in the teeth. It means a special examination by a new surgical instrument, called the skiograph, which operates on the principle of the X-ray machine, and photographs the dental formation through the gums, instantly revealing foreign substances or displacements. It is a well-known fact that the teeth may be perfectly straight and normal above the gums and below the surface have their roots hopelessly tangled, the nerves deranged and injurious pressure exerted. Sometimes the teeth grown horizontally through the gums crowd

other roots out of place and result in pressure that destroys speech and causes idiocy.

"When parents observe their child tormenting a cat or a dog, or indulging in anything else that indicates a mental perverseness or a criminal instinct, instead of whipping the child or otherwise punishing him, they should take him to an expert and ascertain the state of the child's dental formations, and nine times out of ten it will be found that the child is not to blame, but is impelled by some pressure on the nerves which robs him of power to resist. If the defect is not remedied the child frequently grows worse and worse, until finally he is a full-fledged criminal or has sunk hopelessly into degeneracy."

Chas. L. Garrison.

Education Foe of Quack Doctor.

Graft plays in partnership with ignorance. That is, perhaps, the reason for grafters playing upon children. Education and legislation have done away with most varieties of fake doctors, but a certain type that still flourishes is composed of those who trade on unsophisticated susceptibilities of young men passing through the adolescent period. He usually styles himself "professor" and has a "cure all" for every disease known to mankind and many that are not.

But it is not so easy to catch those who stay within the limits of the law, and it is this kind who usually are most contemptible and least scrupulous of that parasitic class. Knowing well the susceptibilities of the youthful mind to fear, its ignorance of hygienic laws and the false modesty of parents in failing to instruct the children in vital facts concerning coming manhood or womanhood, the quack skillfully instills his victim's mind with fear of dread diseases which can only be avoided or cured by taking some imagined treatment.

If a city boy, he probably goes into one of the so-called science museums wherein are displayed wax figures of persons afflicted with horrible diseases.

Rarely does the boy fail to be taken in. The costly medicines, instruments and doctor bills soon eat away his savings. When he has borrowed to the limit and if he will not steal the alleged doctor tells him he is cured. But never until he is certain that his patient can not pay any more. Country boys, however, offer most of the dupes, and these are the best payers, averaging about two to three hundred apiece.

If he enquires further a carefully worded reply invites him to the city offices for a personal examination, but a question form is inclosed in case the young man can not attend in person. The treatment by mail begins, but all correspondence is kept within technical limits of the law, and only rarely is the "company" sued, even when the victim knows he has been cheated owing to the nature of the case.

But this last "easy money game" of the quack is about played out. Not because of adverse laws, because laws can sometimes be evaded, but by the elimination of the factor that makes this graft possible, namely, ignorance.

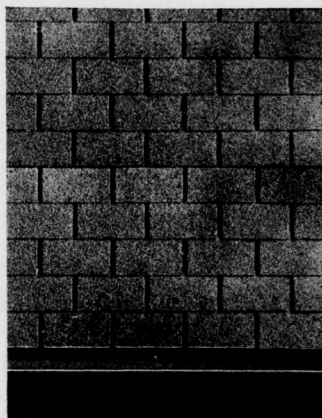
L. Glick.

Work has been commenced on a drinking fountain in Trinity churchyard in New York City. It is the gift of one of the vestrymen, Henry C. Swords, in memory of his mother, and will be an artistic affair. The fountain is being placed on the Broadway side of the churchyard, about 50 feet north of the church. It will contain four drinking basins for the use of the public, two of which will be on the churchyard side, for the benefit of the large number of men and women who use it for a place of rest during the noonday. The fountain will terminate in a four-sided lantern. It will be set in several feet from the building line of Broadway, and it will be necessary to remove a portion of the old iron fence of the churchyard.

Raising wages is just as effectual means of destroying competition as reducing prices.

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LEISURE HOUR JOTTINGS.

Observations Chronicled by the Cleveland Philosopher.

In an efficient man-handling system a complaint should be as easy to come up as an order to go down.

The other day in Toledo, Ohio, the writer sat in the general offices of a wholesale house in conversation with one of the department heads. It was a large sample display room with smaller offices partitioned off around the outer walls for the executive, accounting and general clerical force.

A short distance from where the writer and the department head sat three men were putting up a large lighting fixture. Suddenly the fixture slipped out of the hands of the one holding it in position and fell to the floor with a loud crash.

Immediately all doors to the smaller offices flew open, save one, and men and women came running out, gathered around the wreck, many gasped, held their hearts with their hands and all made bated-breathed comments.

A half hour after every one resumed work and the dust had settled, a big, square-jawed fellow with his chin on a line with his forehead came out of the door that had not opened at the time of the wreck, walked over where the writer and the department head sat, passed a few business pleasantries and then enquired by way of interruption:

"What was that noise out here a little while ago?"

Now, the people who came rushing out from their work at the time of the wreck were book-keepers, clerks, stenographers and office boys.

The man who came out of the last door to open, and made a casual enquiry a half hour after the happening, was the general manager.

Some years ago, in the capacity of a newspaper reporter, the writer used to frequent one of the Cleveland police courts. This court room faced and was above a court yard into which the patrol wagons came to discharge their burdens of unfortunates.

Frequently while court was in session a prisoner would become obstreperous when being unloaded—the ravings of an insane person or the scream of a woman would cause a disturbance, when nearly every one in the court room would interrupt proceedings by running to the windows, much to the annoyance of the judge.

The bailiff would undertake to restore order and look out the window himself during the effort.

Finally one morning during one of these interruptions the judge, who was one of exceptional wisdom, called out: "I have noticed that all the lawyers who run to the windows are the very ones in this court who never have their cases prepared!"

These two illustrations show by enlargement a defect in concentration that is more or less present in all of us. While it may not be exactly a defective intellect yet it does indi-

cate that emotion is stronger than the intellect.

The man capable of managing large affairs, or the generally efficient man, is one who subdues his emotion by the exercise of his intellect.

We are all often tempted to do many things, by first impulses, but are restrained by our intellects.

Committing acts which we afterwards regret is an intellectual consideration of that committed under emotion.

Anger is emotion.

The very common advice to delay answering a letter while angry, is for permitting an intellectual consideration of acts that might be committed under emotion.

First impulses are emotional impulses.

The first impulse of that general manager of that wholesale house when the lighting fixture fell, must have been to run out and see what caused the crash; he may have gotten up from his desk, he may have even gone to the door, but perhaps by the time he got to the door his intellect interrupted his emotional action and he went back to his desk and to work.

The power of concentration is an intellectual power.

The editor of this magazine struck an honest lawyer the other day.

Possibly a straight thinking lawyer would be a better expression; for all lawyers are honest from their point of view.

The writer prepared two typewritten pages which simply and briefly set forth the function of one party to another in a business agreement—the relation which one was to bear to the other.

This was taken to a lawyer to be made legal.

The lawyer refused to touch it.

He said that the document, as it stood, permitted of no misunderstanding between the two parties, that it was a simple working agreement which would stand so long as there was no disposition on the part of one to take an advantage of the other; that, if for any reason, beyond the control of either, the agreement did not prove profitable, then there was no reason why the arrangement should continue to exist.

The lawyer finally said that if he would rewrite the simple agreement that there would be a tendency to complicate it in order to make it technically legal; that in his precaution he would doubtless add something enabling a future lawyer to read a meaning into it which was not there.

All of which, boiled own, is simply expressed in this maxim:

"The only binding contract is the mutually profitable contract."

The writer has seen two hundred thousand dollars' worth of material and supplies purchased by means of a typewritten note dictated in two minutes.

He has also seen men haggle for two days over a real estate trade involving a few thousand dollars—and a couple of lawyers.

In the case of the former, a simple understanding existed by reason of the fact that the party buying the material and supplies expected to pay a profit on that which he used at a profit; and in the case of the latter, each party expected to take the advantage of the other in the trade if they could.

Yes, and when the parties of a real estate trade really reach an agreement, they must put up the money in the hands of a third party, usually a bank or trust company, for payment when an agreement has been completed. This is usually a precaution against "cold feet," for those in and around the real estate business say that the principal element of a deal is speed; that there is so much fear attending a trade that time is attended by separation.

One of the strongest arguments that abstracting companies put forth over the individual abstractor is that of speed; that the money can be paid into an abstracting company, that a large force can be put to running down a title, and the sum paid at its completion and delivery.

But, still, pets take on the qualities of their masters, and by the same natural law, lawyers taken on the qualities of their clients.

The popularity and truth of the old-time minstrel joke, "Once there was an honest lawyer," is doubtless due to the fact that to every crooked lawyer you will find about 100 crooked clients.

Yes, and the average crooked lawyer is about 100 degrees more honorable than the composite of his clients—a good deal like the average low-browed newspaper; while the high-brows may complain about its low intellectual tone, yet it is much higher than the composite of its readers.

Yes, and haven't you noticed that a man may be ever so dishonest and still not trim his lawyer or doctor—those on whom he is dependent, or at least thinks he is dependent, for material and physical welfare?

The taxpayers of a community

particularly a small community, need education to a productive educational system quite as much as their children need productive education.

Under the academic or culture system that still prevails for the most part in high schools over the country, the taxpayers have become so burdened with so-called frills that they suppose that the more modern and right system of education, manual training, trade and commercial courses, are just more frills.

At Mount Vernon, Ohio, some of those of more modern thought are looking ahead a little and beyond the will of the taxpayers in undertaking to fit the educational system to the active pursuits of the community.

Naturally, as housekeeping is the principal industry of every community, domestic science was the first course to be installed in their manual training course.

But in the minds of the community it was just another willow plume-tail to the school system.

But you can appeal to the stomachs of a community quicker than you can their minds.

Nearly everyone has a stomach even if he hasn't an intellect.

Well, the taxpayers of Mount Vernon changed these sentiments through their stomachs, and they are now willing to give the school board practically free reign in the matter of more manual training and technical courses in their schools.

This change of spirit is best expressed in a letter, part of which is here quoted, and written to the President of the School Board. It is from an elderly, horseshoeing blacksmith:

"Dear Sir—My wife has been cooking potatoes, the way I suppose of all good housewives, as taught her by her mother and in turn by her grandmother.

"The other night at our house my wife was getting ready to cook potatoes when my 15-year-old girl told her that it wasn't the way to fix 'em, took the pan out of her hands and did

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IMPORTED FROM HOLLAND

'em up the way she had been taught in high school.

"Well, I et so many that I liked to busted.

"I see that there is something more to education besides the three time honored 'R's'—cookin' and black-smithin', fer instance."

Encouraged by the success of the domestic science course, the School Board of Mount Vernon is just now sending out a blank to all employers of the community to learn the specific pursuits and services employed. For instance, knowing the number of book-keepers and stenographers in the town will enable the Board to determine how much of a course will be justified in these pursuits.

Then, there are a number of metal trade industries in the community, all employing large numbers of machinists and draftsmen, and a co-operator will be possible between the school system and these institutions in training the men they employ.

Farming being the principal industry of the surrounding country, the School Board has recently purchased land as a part of the equipment of a course in scientific agriculture.

Every school board with reform problems should have a press agent or some system of publicity. If the newspapers of a town are not with them, then they should issue a weekly bulletin and get into the home and to the parents through the school children.

Many a reform falls down through lack of intelligent publicity.

Many men are so intent on the institutions or systems they desire to reform that they forget the means of promoting reforms, which is publicity.

The mathematical science which has for years been applied to politics is just now being applied to business: For instance, by taking the gains of the first few precincts of an election and averaging these gains on the basis of the complete returns of the last election, the result can be forecasted long before the complete returns.

Years of precedent tell us that the results in Indiana and New York forecast the result of a national election.

There is a little fishing village in Massachusetts called Hull, and around Boston there is a political slogan: "So goes Hull so goes the State."

Years and years of precedent have established the fact that the opinion or will of the population of this little fishing village represents the composite political opinion of the entire state.

Now, here is how this same principle is being applied to business:

The United States Cigar Stores Company, one of the husky youths of the American Tobacco Company, has some 900 stores in the cities of the country. For months before locating a new store two men are stationed before a proposed location and an accurate count is made of the peo-

ple passing along the street at that point.

On a law of average, obtained from past experience, they know that a certain number of these people will turn into one of their cigar stores; that with a stock of goods invoicing so much, at a fixed annual rental of so much, and with so many clerks, that the profits will be so much.

The common advice that everyone should save a little, no matter how small their income, will apply quite as well to a young business as to young men.

Confidence is all right, but the average young man and the average young business suffers from over-confidence, which is a stimulated confidence, the reaction of which is fear.

Every business should save a little just to keep from being afraid.

It is desirable that every young business should save a little, particularly so long as there are men about whose sense to acquire is stronger than their ability to construct—that is, those who acquire that which has actually been produced by others.

The over-enthusiasm of those in the management of youthful businesses frequently costs their business lives.

It is well that a new business does not make much money during the first year of its life, and that it gets quite a few gentle slaps during its first three years to prevent a body blow as the result of over-enthusiasm.

It is rare that any business reaches the institutional stage before five years.

There is nearly always a tendency to extravagant development which results in over-borrowing in the form of bank loans.

A man in the management of any business can not give it his best thought and effort when he has to expend his strength in resisting worry.

Imagination can not have full play when a man is fearing that he will not be able to meet his next payroll or while expecting that every ring of the telephone will mean the call of his bank loan.

A small, young business, by reason of over-enthusiasm, soon finds itself forced into unprofitable trade agreements or consolidations, or it is forced to open its safe and let out its treasury stock below what it is actually worth.

There would be more individual businesses and fewer consolidations of smaller businesses with large ones if it was not for the element of over-enthusiasm in the youth of businesses.

The reaction of fear, which comes from over-expenditure, finally results in paralysis, and to keep from being afraid every business, particularly, a small business, should save a little from its profit even if it is not more than a few dollars a week.

Somewhere in the writing of Louis H. Sullivan, the world famous architect, there is what he terms "the harmonious distribution of costs."

In buildings we more frequently

see the inharmonious distribution of cost.

For instance, you go into a hotel and see marble columns in the lobby and rickety brass beds in the rooms—this is the inharmonious distribution of cost.

The writer saw a conspicuous example of this the other day in a rather superficially pretentious hotel down in Southern Ohio. There was an elevator that made a trip about every fifteen minutes, while in repair, and while running it made a sound like the death knell of all the people it had killed. Surrounding this cheap elevator was an expensive white marble stairway—beautifully carved newels and a turned balustrade running up two floors. If some of the money expended in the stairway had been put into the machinery of the elevator, way off down in the cellar where it could not be seen, the harmonious distribution of cost would have been the result.

Of all man's social creations his buildings are the best display of his crooked thinking—they are like unto blackboards on the stage of the world where he comes up before a knowing audience and displays his ignorance when he tries to figure a way around the law of compensation.

The old book-keeping system was the memory of a business, but its extension to a cost keeping on the product of a modern industrial institution is the anticipation of a business.

The question is often asked by the man on the street—How is it that the general manager of a large manufacturing plant can actually manage it without going out into the plant?

The supposed answer is that he has the men to manage it for him.

Yes, but you must have a method to manage these managing men.

The real answer is an extension of a book-keeping system.

One of the well-known Congressmen once said that he was in Washington most of the time, and that he thought that he knew what was going on there by reason of being on the ground, but he soon found that he had to get off the ground to really get the proper perspective on the political action at the seat of government: that in a country shoe shop back somewhere in his district, they took several good newspapers, that the loafers there read of proceedings in Washington from different points of view, digested them all and were able to ask their representative many questions that indicated that he did not really know what was going on.


The Congressman found that he had to go among his constituents in order to actually know conditions in Washington.

The general of an army by a series of reports, knows more of the action of an army during an action than the men on the firing lines, and so do the people of the country a day or two after an engagement—the people learn it through their newspapers.

Now, the general manager of an industry, or the general manager of a more scattered activity like a railroad, knows more of its detailed working and has a better perspective on the activities than the men in the shops or along the right of way, and by the same means as the loafers in the country shoe shop, the army general or the people of a country interest in the results of a battle.

The reports that a general manager gets at his desk are like the newspapers in the shoe shop as to affairs in Washington.

Take a large printing plant as an

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illustration: Each month there is a large sheet placed on the general manager's desk, divide into columns for each department involved in the general product such as typesetting, small presses, cylinder presses, bindery, power department and that of the office or general executive departments.

In each of these columns there is not only the labor and material cost of each active department, but there is added the inactive or burden charges—that is, its share of the executive department, including selling cost, together with rental on the space occupied, heat, light, interest on investment in machinery and equipment, depreciation and so on.

For instance, a typesetter at a case receiving, say, 30 cents per hour, his time must be sold for from three to four times his hourly wage in order to carry the inactive or burden charges—the cost naturally varying according to conditions and the character of the product.

The inactive or burden charges are usually determined and figured in percentages of the active charges. For instance, where human labor is involved the cost of time becomes the basis for percentage; where a machine is involved the machine hours are the basis, and frequently both are involved in arriving at a total cost.

An executive can digest this report by comparing one column with another in any of their detailed figures. If, for illustration, the sales cost is higher than the results justify, there is at least an explanation due from the man in detailed charge of the sales. Then, again, as an illustration, if the product is lower than last month, either the firemen need instruction, or some of the power equipment is out of repair.

These reports enable a knowledge of conditions both in general and in detail—in other words, oil can be placed where the squeak exists.

It is an extension of a book-keeping system which enables a knowledge for the direction of the harmonious distribution of expenditure.

Any productive institution without an adequate cost system is not a manufacturing plant, but simply a shop with machinery in it.

We often hear a manufacturer complaining that he can not get the value of his product on the market, that he is held to a market price rather than a productive cost.

This involves the unscientific practice of losing money on one thing to make it up by an overcharge on another item of production.

The cause of a low market price, lower than production cost, is that enough people are selling in that market who are ignorant of cost, by reason of an absence of a cost system, to influence the market price.

Only knowledge of cost will bring a market price up to production price.

A cost system is this knowledge. Every manufacturer should not only install a cost system, but he should urge his competition to do likewise; for, on the average, it is not in the nature of any man to sell

his product below cost when he knows it.

A system of this kind has a systematizing effect on the men that comprise a business system—it also has a disciplinary effect upon men.

Men not only take more pride but more care in their work when they know that the results will be apparent.

As an illustration of this: Some years ago at the plant of the Buckeye Steel Casting Company, at Columbus, Ohio, the superintendent discovered that they were using \$900 worth of gasoline a month for skin drying molds—that is, this liquid was poured over the sand in the flasks after the pattern had been removed, then ignited for the purpose of at least removing the moisture from the molding surface of the sand.

It is a process that is not necessary, but was one that follows the tradition of molding.

The superintendent found that the molders went to a large tank and helped themselves. He placed a fence around this tank, put a man in charge and required each molder to fill out a blank with his number, size of flask and quantity of gasoline wanted. He did not restrict the quantity, but he did require that the blank be filled out. These requisitions were never audited, but they had the effect of a man only drawing a quart who had been drawing a gallon; they used what they drew rather than throwing more than they could use into the sand piles. After awhile, rather than fill out one of these blanks, the molders preferred not to skin dry their molds, and as a result the last lot of gasoline purchased was used to make paint in order to get rid of it.

The Standard Oil Company weigh all their horses once a week.

Even the animals in the stable at a remote tank station like McCordsville, Indiana, are put on the scales and a report sent to 26 Broadway.

It does not make any difference whether these weights are audited or not, but the fact that the big boss can know causes the drivers and the stable man to take better care of their charges.

Yes, and if they are audited, it will enable a knowledge and a system of scientific reward for one man whose work in results shows up over that of another man.

System for the harmonious distribution of expenditure is putting the science of business on a par with that of the law, medicine and any of the exact sciences.

The young man of to-day who has a job ever so small in a well ordered modern industry can use it for his college. In it he will not have to go to the trouble of studying out of books under the light of the midnight oil. All that will be required of him is that he do his part of the work, observe and ask questions of those about him.

The fundamentals of all business are the same and the principles of systems for the harmonious distribu-

tion of expenditure are the same—they will apply to the farm, the mine, the store, the law office, the doctor's office and to every kind of service and commodity.

With business being reduced to a science by better systems of accounting, costs to the public will cease to mean what the buyer will pay, or what the buyer can be forced to pay; but rather a scientific cost based on the knowledge made obtainable by system—the harmonious distribution of expenditure in the production of goods and the rendering of service.

Why is Stuttgart?

But first, do you know where is Stuttgart?

It sounds like a city in Germany—but it isn't—it's in Arkansas.

Not Opie Read's Arkansas nor razor-back hog Arkansas, but modern up-to-date Arkansas of the past decade.

Now you know where Stuttgart is—but you are no nearer guessing the riddle.

Why is Stuttgart?

That practical educator of Philadelphia, Margaret Maguire, who has the remarkable ability of conveying real common sense knowledge to children in terms they understand, has said that every city or town has a reason why for its being.

The reason why of Stuttgart is simple—it is expressed in one word:

Rice.

If you were to be asked what state produced the most rice in the United

States no doubt you'd say, "South Carolina," for that is what you learned when you studied geography, and read, but did not have to remember, in fine print at the bottom of the page that rice was introduced into America in 1647, and in 1694 the Governor of Carolina obtained some rice from a ship captain just in from Madagascar, planted it in a swamp back of his barn—and so started the rice industry in America.

The response, "South Carolina, would have brought a blue star when you went to school, but to-day that answer would send you to the foot of the class.

The rice map has changed, and of the 720,225 acres planted in rice in 1909, South Carolina has but 18,600, North Carolina, Florida, Mississippi and Alabama a scattering of 1,000 each, while Louisiana has 375,000; Texas 291,000, and Arkansas, that a decade ago had none, has 28,000 acres under cultivation, and what is more to the point, producing more rice, acre for acre, than South Carolina.

Such crops as eighty bushels to the acre at \$1.04½ a bushel are nothing unusual.

That's the why of Stuttgart. That's what makes Stuttgart's main street look on Saturday afternoon like an automobile show week at Madison Square Garden.

For Stuttgart, with 3,000 inhabitants, has sixty-five automobiles, and is the center of the Arkansas rice belt, where it is a common sight to see a farmer bossing his threshing gang

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Wholesale Grocers

Grand Rapids, Michigan

from the front seat of a big touring car.

Despite the fact that most families—especially in the North, use rice only in pudding or for some form of dessert, immense quantities of rice are used here, many million pounds being imported each year—in 1908, for instance, 202,015,594 pounds—35,000,000 pounds paying 2 cents a pound duty as cleaned rice, 42,000,000 pounds $1\frac{1}{4}$ cents a pound duty, and 125,015,594 pounds of broken or crushed rice, used mostly in making beer, paying one-quarter cent a pound duty.

Sounds like a large quantity, does it not?

But they raised one billion pounds in the United States in 1909, mostly in Texas, Louisiana and Arkansas—one billion pounds worth \$25,000,000—an increase of 21 per cent. over a five-year average.

And we used it all, too, the demand always being ahead of the supply.

Another little point—we raised it more cheaply than they do in China, where they manage to harvest a nice little crop of from fifty to sixty billion pounds a year.

Cheaper than in China, mind you, where the labor cost is one-twentieth that of the United States.

The answer to this is economical handling by machinery both in harvesting and milling.

For in Arkansas it has been demonstrated that rice can be harvested by machinery like any other cereal crop—by draining off the water in which it is necessary to grow the rice, after it reaches maturity.

They harvest rice in Arkansas as they do wheat in Minnesota—thresh it in the fields and sell it for spot cash to the millers who clean it and prepare it for market in their up-to-date rice mills on the Cotton Belt Railway.

Rice has marked a miracle in Arkansas and now they are at work teaching the use of rice as a vegetable—in curries—in soups—in many ways unknown to the Northern cook—teaching it by printer's ink—so that the demand will always keep just ahead of the supply.

Rice is more staple than wheat or corn, for the crop rarely, if ever, fails, and the farmer gets spot cash for his rice in the field.

A man named Fuller discovered rice could be raised in Arkansas. It is done by irrigation.

Rice brought \$18,000,000 into Louisiana, Texas and Arkansas in 1909—ten years after Fuller started in.

There are two methods of culture—the wet and dry, both alike after the rice is up four or five inches, but differing at the beginning.

In the dry method the ground is left dry and plowed, harrowed and seeded from March to July like other cereals.

In the wet method the rice is sown broadcast in May under water and harrowed in.

In both the water is turned on when the rice is four to six inches high, and when eight inches high the field is flooded with clear cold water that is too cold for weeds and gives a fine, clean rice plant. Honduras and

Japan rice are used, about twice as much of the former being planted. The Japan rice matures later.

Arkansas, in this section, is over a subterranean lake. At sixty feet underground water is reached. The wells are from 100 to 150 feet deep and the water is pumped out with gasoline pumps. One well supplies from 160 to 200 acres, depending on local conditions.

Rice needs to be grown under water, but when matured the water is drawn off and the crop harvested dry.

Eighty-five per cent. of the rice grown in America is grown in these prairie districts of Arkansas, Louisiana and Texas.

In the mills the rice is graded and polished.

Experts declare the polishing destroys some of the food value, but nearly all rice sold in the United States is polished—the polish being sold for food for cattle.

And they are now experimenting under Government supervision, with making paper from rice straw.

Rice bran and rice meal are good for stock and are fed to cows and pigs. Rice polish, rich in nitrogen and potash, is of high value as stock food and produces a valuable manure.

The propoganda of rice is being spread broadcast, but not as thoroughly as it should be.

The Rice Association of America is doing good work in this direction by distributing pamphlets and booklets on the preparation of rice, both by mail and through the retail grocer.

It will be some time before rice attains the favor it is held in in Eastern countries, but one billion pounds a year at a value of \$25,000,000 will help to keep the wolf from the Arkansas farmers' door and let the automobile in. David Gibson.

Waste Now Utilized by Man as Food.

Since Malthus first expressed the theory that the earth's animal life would in time outgrow the production of foods, or that man would in time starve through impoverished agriculture, much progress has been made in the discovery or development of edible and nutritious substances once regarded as waste, so far as human nutriment was in point. Just as concrete has come when the gift of forests is almost exhausted, so it has long been borne in upon man that the impoverishing of the world's wheat acreage does not of itself mean disaster. Yearly man is consuming more corn, oats, rye, alfalfa and legumes. Whether this has any bearing on the Malthusian proposition is hardly to be said offhand, but one new factor on which the old scientist probably made no calculation is coming more ascendant—the vegetable foods of the sea. The point is brought to mind by a new vegetable gelatin which comes from Norway and is known as "norgine." It does not itself appear to be used as food, however, but for other purposes. When it is purified and bleached it can be used for sizing cloth or for like preparations. It is extracted from several varieties of sea weed, such as the alminaria and the saccharinus, which

are abundant on the coast of Norway. A solution containing but one-twentieth of it will give a jellylike mass, so that it is strong and only a small amount of it is needed. The commercial product is in the form of small grains or scales of irregular shape, somewhat like broken up gelatin, and the grains have a brownish color which becomes lighter when the substance has been bleached. When put in water the grains swell and then give a thick solution resembling the usual gelatin solution, but this is stronger than what ordinary gelatin will give for an equal weight.

Certain kinds of sea weed which have a sweetish taste and contain gelatin have been used as food for a long time past by the poor population on some of the European coasts, and they also prepare a kind of jelly in this way. It is probable that many of the products which are on the market for making jellies or quick-setting creams are nothing else than dried gelatin prepared from sea weed. In Japan the use of such sea weeds is well known. Some kinds of gelatin are used as food, while others give a kind of glue or else products for sizing purposes for fabrics. This has been a large industry in Japan from ancient times, and some of the food products are even beginning to be used in Europe. Several kinds of sea weed are even cultivated for this purpose. One of the products is known as kanten, and it is prepared with sea weed known as sekkasi, which grows in the island of Yeso. Gelatins for food are given by it, and it is used to thicken the sake wine. It also serves as a sizing or glue for paper and for sizing cloth and various other substances.

Bird's nest soup is imitated by the substance. In 1908 there was produced 1,500 tons of it, valued at \$240,000. Another variety is the kombu, which consists of a sea weed growing in the north of Japan prepared for use as food. No less than \$480,000 worth of it was produced in 1906. A product known as amanori is given by a sea weed (*Porphyria lacinata*), which is cultivated in many places on the coast of Japan, but especially in the Bay of Tokio and near the island of Hiroshima. It yields about \$1,000 per acre.

The thousands suffering from insomnia will welcome the news that a hop pillow will produce sound sleep. A man heard about it in Austria and declared it was the best remedy he ever tried. An Austrian peasant woman told him it would not only cause him to sleep, but was a beautifier as well. He bought some New York State hops when he returned to this country, but they did not work as well. Then he found that by mixing hops grown in Bohemia with hops grown in California and Oregon he had a pillow that worked all right. Perhaps a new use has been found for hops, and if that is so the price of beer may go up.

Tax a machine or its product and you raise the price; tax land and reduce the price.

We have a lot of choice buckwheat suitable for seed. Write for prices.

Watson-Higgins Milling Co.
Grand Rapids, Mich.

Evidence

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

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

"Purity Patent" Flour

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

"Purity Patent"

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

Just as Sure as the Sun Rises

VOIGT'S CRESCENT FLOUR

Makes the best Bread and Pastry

This is the reason why this brand of flour wins success for every dealer who recommends it.

Not only can you hold the old customers in line, but you can add new trade with Crescent Flour as the opening wedge.

The quality is splendid, it is always uniform, and each purchaser is protected by that iron clad guarantee of absolute satisfaction.

Make Crescent Flour one of your trade pullers—recommend it to your discriminating customers.



Voigt Milling Co.

Grand Rapids Mich.

BUSINESS BUILDING.

Some Underlying Rules Which Must Be Observed.

Talk Number Seven.

The fourth and last success injunction is, Apply your knowledge of yourself, of the other fellow and of your business.

In other words, use your will. Get action.

Since health is a requisite of success, keep well.

To do this you must obey the laws of physical well being.

Since knowledge of human nature is a big success asset, acquire it.

To do this you must study.

Since knowledge of your business is an essential, master its technique.

To do this diligent application is necessary.

If you have done this, you are ready now to enter the business or professional world. Its rewards will be yours if you apply the knowledge attained correctly—get the right kind of action.

Thousands of books are written that will never be published.

There are thousands of inventions that will never bring aught to their makers.

There are thousands of industrious lives that will end in despair and defeat.

Why?

Because, while many people act, they do not act in the right way to succeed.

Edison says, "Genius is not inspiration but perspiration."

Edison is partly right—but partly wrong.

It is more than perspiration—hard work.

It is hard work and plus and plus.

Is it hard work plus knowledge?

Is that a satisfactory definition to your mind?

It is not to mine.

My definition would be, Genius is hard work, plus knowledge, plus initiative. It is a combination of energy, acquisition and constructive imagination.

Hard work only never made a man a genius or a success.

Knowledge only never made a man a genius or a success.

Initiative only never made a man a genius or a success.

So Edison did not utter a real truth, but a half truth only. We forgive him because of the humor of his remark.

You can work hard and waste your energies, because you lack the knowledge to apply your energies in the proper channels.

Your mere knowledge may make you a book-worm, and a book-worm is not a success.

You may have initiative, but lacking the proper knowledge and the energy to acquire this knowledge, your initiative will be impracticable.

You must know what to do—how to do it—and then know how to do it in a better way than the other man—that is, in a new, more original way—if you want to make a big success.

Keep on the beaten track and you will attain only mediocrity.

Get off the beaten track too much and you will be eccentric. The world might be amused at you but it would distrust you.

Do not desert the beaten track entirely, but add new branches—open up new avenues for achievement—and you will be a success—a genius.

The world is always looking for a better way to do things.

The world is willing to pay—and pay high—if the new way proves the better way.

Don't dress your window like your competitors, Brown or Green. Find a novel way to place things—some way that will make the passer-by stop and draw near your window.

Why so many men fail to make successes of their business is because they are afraid of a new idea. They refuse to use their imagination in new combinations. They hold to the old, while the world is crying for the new.

Novelty! novelty! novelty! cries the bored world, and you display your goods in your window in the same old way that you did five years ago; do you wonder that the world passes you by?

Do you know your intellect does three things?

It thinks.

It remembers.

It imagines.

Since it can do three things, don't you think you had better use it in three ways!

Since memory is a law of success are you not wronging yourself by having a poor memory? Especially when there are methods of improving it.

Think how important a memory of faces and names are. What patron does not like to be recognized by you—especially by name—when he calls the second or third time.

Great men like Caesar, Napoleon and Grant owed a great part of their success to their accurate memories for faces and names.

There was a time when it was thought that imagination was useful to poets and artists only. Now, however, the professional and commercial world is awakening to a sense of its value.

It is Edison's powerful imagination that makes him the wonderful inventor he is. His power of combining one idea with another in a new way.

The phonograph, the vitascope, the electric car and the flying machine were at one time mere mental pictures of the imagination in the inventors' minds. They would have remained so yet had they not used their initiative to make the pictures real.

The sewing machine at first stood a confessed failure. There seemed no way to stop it from breaking the thread. But a man of genius came along in the person of Howe. He applied his imagination—figured out a way to bring the thread down to the shuttle and back again without having it cut. His imagination pointed out to him that if a slit was made

along the side of the needle this could be done.

Wasn't this use of the imagination on a practical triumph?

The great fortunes of the Rockefellers, the Vanderbilts, the Goulds and many other of our millionaires are the results of practical imaginations.

There are great fortunes yet to be made by the men with the right kinds of imaginations.

Get busy; use your imagination more than you have done in your profession or in your business. See if you can not hit upon better ways of doing things.

Do not let such splendid gifts as your power to acquire knowledge, your memory and your imagination grow rusty for lack of use.

Exercise is the secret of strength for both the mind and the body.

It takes work to keep well—either mentally or physically.

But does not the glorious health that gives you an appetite to enjoy the good things of the world; that makes the sunshine seem brighter, the air seem purer, the people you meet "good fellows, despite their faults," does it not, I say, repay your toil a hundredfold—a thousandfold?

What splendid reserve power a healthy man has! The happy view he takes of things is a "motor power" for success. He feels braced for the battle. He feels he can do what is to be done—and more, too. That is half of the fight for success.

The reserve power of knowledge, what a power that is, too! How splendid it is to feel that you have more than the occasion demands; that you have mastered your technique; that you are ready to grasp the opportunity.

Start the battle for success with the proper reserve power of knowl-

edge and strength and you will win.

You will if you start with the right kind of action, and keep up the right kind of action.

A word in conclusion: I trust I have made you see that to be a success the composite man must be a success.

You must nourish and use your mind.

You must nourish and use your body.

You must nourish and use your feelings.

You must nourish and use your will.

Do those four things and you will be a success.

You are going to do them. I fell sure of that. A. F. Sheldon.

Benny on Australia.

Australia is a large gob of land inhabited by kangaroos and wild men with uncombed hair and bold, wicked eyes. It is somewhere straight south of the equator. Australia produces gold in great quantities, but you have to dig it out of the ground, same as you do woodchucks. I saw an Australian once in a sideshow. He looked like a hot tomolloy man, but was some cleaner. Once there was a kangaroo that lost its mate, and it grieved itself to death, which was an extremely foolish thing to do, for there are millions of kangaroos going to waste. Let us endeavor to be kind to all creatures, and mind our parents and teachers, for that is the object for which we are created for. When you examine Australia on the map it looks like a large piece of liver.

Benny.

You can't beat a young doctor for talking shop.

A company is judged by the men it keeps.

YOU HAVE MADE A MISTAKE when you buy a Christmas line without first seeing our samples. If our salesmen do not call on you write us and we will see that one does.

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Manufacturers of Guaranteed Grain Distilled Vinegar

Sold by all Jobbers

MILWAUKEE, WIS., U. S. A.

Don't Pay a Fancy Price for Vinegar

SEND US AN ORDER TO-DAY FOR

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GRAIN, SUGAR AND GRAPE VINEGAR

The price is 13 $\frac{1}{4}$ cts. per gallon with one barrel free with each fifth barrel shipped this season

F. O. B. Kalamazoo, Lawton, Grand Rapids, Saginaw, Jackson, Detroit, Alpena, Traverse City or Bay City. F. O. B.

STOCK ALWAYS ON HAND AT THESE POINTS

An Ideal Pickling and Table Vinegar
Satisfaction Absolutely Guaranteed

Lawton Vineyards Co.

::

Kalamazoo, Mich.

Day of the Dutchman's 1 Per cent. Is Over.

Written for the Tradesman.

A dealer whom we will call A was putting the prices on an invoice of goods that had just been unpacked. He picked up a card of fancy hatpins costing 82½ cents a dozen. There were three different styles, each a very taking design, and the pins were an all around extra good value.

"Of course we could let them go at 10 cents apiece," he said to himself, "but what's the use? I'm sure I've seen no better ones selling at a quarter. Have sold 'em myself at that price, almost the same identical thing as these. I'm not in business for my health. There's only a dozen of them, so there's no danger of being hung up on them anyway." He marked them 20 cents each.

A's wife decided she wanted one and took it at once. In about a week the young lady who was clerking for him bought one on Saturday night after receiving her pay. Some time later a girl who was in a great hurry to catch a train, and so didn't take much time to consider prices, purchased one. After that they hung fire and at the end of six months nine of the original number were still on the card. It came inventory time and A reluctantly decided to reduce the price to 15 cents.

At about the time our story opens A's chief competitor, whom we will call B, was also checking up an invoice of notions and sundries, and came to three dozen hatpins at 87 cents a dozen. Like those of A's,

there were three or four designs on each card, and they were all amazingly pretty pins for the money.

"Mark them 10 cents apiece and place them where they will be seen," B directed. "Those will start the women to talking."

They did. Every woman that bought one told at least six other women about them as soon as she could get the breath to do it, and not only spoke of this particular bargain, but gave the store a good send-off as to values in general, specifying to her highly interested hearers from three to a dozen different articles of which her trained eyes had taken in the plainly marked prices when she was in to buy her hatpin.

At the end of six weeks B had sold ten dozen of this kind of hatpins, cleaning up \$3.30 by so doing, an amount that certainly must be counted a very respectable profit, and carries not even the slightest suggestion that B is in business for his health. Moreover, he had secured a large amount of valuable advertising that had not cost him a cent.

A has been in business longer than B has; he is a better educated man, and he had a better start in life than his competitor, who is of rather humble origin and has made a steady climb upward against all kinds of heavy odds. But even the most unobserving person can see that B is swiftly gaining on A, and although A has more capital, B soon will have "the business."

The trouble with A is that his ideas of trade are those of a past age. His

methods may be summed up in two words: "Large profits." Expanded this might read, "Large profits even although I make few sales — large profits anyway." There was a time when business could be conducted successfully on that principle.

In some way B has gotten an exactly opposite idea into his hard little noddle, and this idea happens to be the ruling principle of modern retail business. B's slogan is, "Large sales and small profits." In other words B is up to date and A is not. For this reason B, working against all kinds of discouragements, has advanced to the rank of chief competitor, and soon will have A distanced in the race.

The purchase of an extra good value of any kind of goods presents two opportunities to the dealer. One is to make an abnormally high profit. This is the one that is siezed with eagerness by the shortsighted man and the one who is doing business according to the methods of two generations ago.

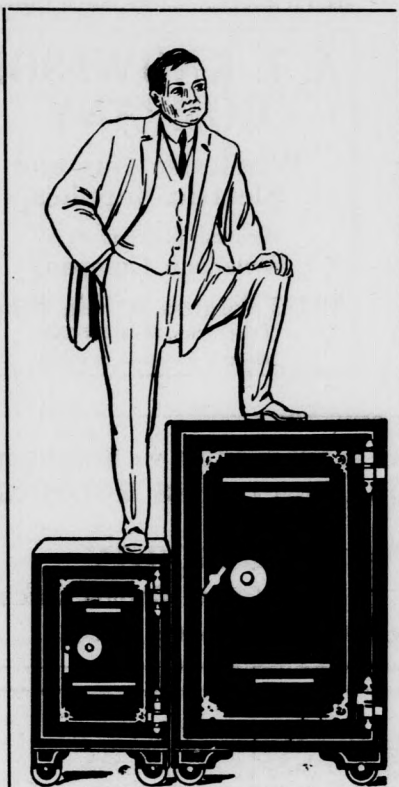
The other opportunity, and by far the better one, is to advertise one's business by giving an unusually good value. Better ten sales at a small margin than one at a big one. Nothing can be worse for a store than the reputation of being "dear" and high-priced; and nothing will gain so many customers and cause them to return bringing all their friends along with them as putting out real bargains—a real bargain being nothing more nor less than an extraordinary value, one that will bear the tests of use and

wear. Whenever you get hold of an extra good value give your customers and incidentally your business and yourself the benefit of it. "Buy a bargain, sell a bargain," is an excellent motto.

The article that is in widest use forms the best leader. Take, for instance, women's 25 cent hose, one of the most staple items in the whole dry goods business. You can get a stocking at \$2 a dozen and sell it for a quarter. Of course you can. But don't do it so long as you can get one for \$2.25 that is away ahead in shape, finish and wearing qualities. Have every style of 25 cent hose you carry something you can talk on.

To make money nowadays one must do it on small margins of profit; no one can hope to carry on a successful business and charge large margins. The day of the Dutchman's 1 per cent. is over. Quillo.

A Brooklyn man paid 38 cents too much on his taxes and it took five important city officials to return the money the first day of this month. The Mayor, Controller, Deputy Chamberlain, the majority leader and Vice-President of the Board of Aldermen had to approve; afterward the Sinking Fund Commission acted and the Finance Department had to make out a warrant on a form which costs 13 cents. That had to be signed by the Mayor, Controller and City Chamberlain. It was figured out by a statistician that it cost the city at least a dollar for every cent returned.



Common-Sense
On Safes

Now He's Clerking At \$10 a Week

He had a nice little business in a country town. He worked early and late, he had a growing family he was trying to educate, he felt he must economize in every way and he did. Aside from the actual cost of living his profits were always represented in his book accounts. Every night when he closed his store he placed his

Account Books In a Wooden Box

under the counter. The same old story. One night the store burned, a total loss, accounts burned. The small profit of years wiped out and now he is clerking at \$10 a week. This is a true story.

Buy a Safe Today

Ask Us For Prices

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



Measuring Speed of Shot Simple.

Persons at all interested in gun firing of any kind, whether of the revolver or rifle or of heavy ordnance of any kind, occasionally come upon the term of "muzzle velocity" and velocities of the missile at stated distances.

"How can anybody tell how fast a bullet is traveling when it leaves the muzzle of a weapon?" is a likely comment on the part of the layman.

As a matter of fact this approximate velocity of the missile may be one of the easiest of determinations to make.

In the first place a drumlike cylinder is made of fixed diameter and of sufficiently stiff paper to allow of it revolving rapidly on a spindle. Using a cylinder of small circumference it is necessary that the speed approach 2,000 revolutions a minute. These revolutions are produced by electric power and the count is made by an exact mechanical register.

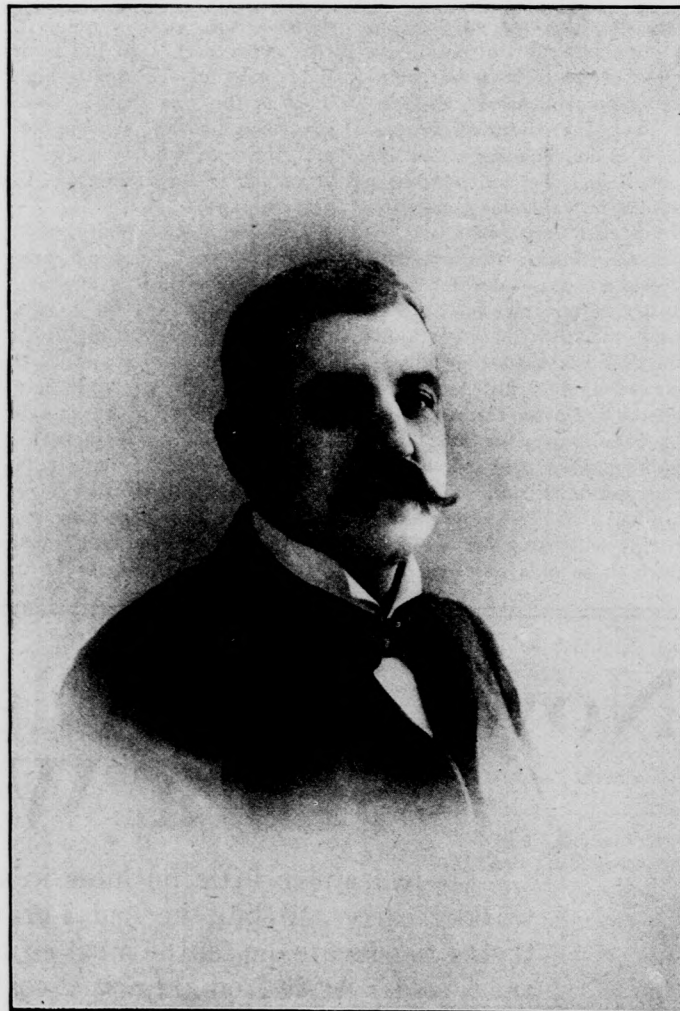
The gun is placed securely at the required distance from the drum and is sighted directly at the center of the cylinder, which is spinning at so many rods—even miles—a minute as its circumference determines. With the drum's speed adjusted, an electric current discharges the weapon, the bullet striking the center of the drum as measured from top to bottom.

The reader understands that with the drum stationary the bullet would pass directly through it on the line of its diameter, coming out on the other side with scarcely a shade of impediment. With the drum's periphery whirling at the rate of 2,000 revolutions a minute and its diameter only a fraction more than a foot, this would mean a rate of 2,000 yards in sixty seconds. Thus in the fragment of a second necessary for the bullet to enter one side of the paper drum, cross it and out at the other side, the opposite side of the drum would show considerable deviation from an exact diameter of line of passage.

It is this space of deflection shown

inside the further rim of the drum that is used for the computation of

Executive Officers of Michigan Retail Implement and Vehicle Dealers' Association.



Wm. Gooder, President

velocity of the missile. The speed of the cylinder may be computed to the ten thousandth part of a second, it necessary, and the lineal distance run in that time he charted in perpendicular lines on the inner side of the paper. At whatever line the bullet penetrates outward it registers its time in crossing the diameter of the cylinder. If it has required the ten

thousandth part of a second for the bullet to fly one foot its muzzle velocity to the mile may be computed by any school boy. By the same process, too, the bullet's velocity at 100 yards or 500 yards may be determined.

Years ago before wing shooting had become an art the farmer with his muzzle loading shotgun and charge of black powder, would shoot directly at a wild goose or duck in full flight. He evolved a theory of his own as to the oncoming bird, holding that the heavy breast feathers "turned" the shot. He waited un-

til the bird had passed him when—firing directly at it—he could bring down his quarry.

But it was not because the bird was not vulnerable, coming breast on—the fact was that it flew over his charge of shot! Before he could pull the trigger and the hammer fell on the percussion cap and the comparatively slow black powder could be ignited and exploded, sending the shot twenty-five or thirty yards, the bird had flown yards, perhaps, beyond its position, when the fowler first touched the trigger. But firing directly at the bird after it had passed the shot charge had a strong tendency to drop as it flew and the bird flying on a level line "got in the way" of the charge.

To-day the modern nitro-powders are immensely quicker than was the old black gunpowder, yet it has been an engineering problem to determine just how fast and in what line a charge of shot will travel. In this determination the revolving drum device has shown several important facts which have been taken in connection with the speed of individual game birds and the effects of windage on a shot charge.

That most important fact as to the flight of shot from a modern shotgun is that at forty yards the shot are "strung out" for approximately fifteen feet. While the leading pellets in the string have greatest ve-



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CORN POPPERS, &C.**

LIBERAL TERMS.

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Wholesale Gas and
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Mr. Retailer—Just a word to tell you that we absolutely stand behind every roll of OUR TRAVELERS ROOFING.

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The only EXCLUSIVE WHOLESALE HARDWARE in Western Michigan

ROBIN HOOD AMMUNITION
NOT MADE BY A TRUST

No other ammunition ever gained greater popularity. Our sales have increased in leaps and bounds. You should be getting your share of this trade. Write for catalog, prices and co-operative selling plan. Do this today. ROBIN HOOD AMMUNITION CO., Bee Street, Swanton, Vt.



locity and killing power, at this distance even the trailing pellets are of sufficient force to kill.

All this has led to the modern practice of the fowler to reckon with the speed of his shot, the speed of the bird, the influence of the wind in "drifting" the charge—and out of these established facts to "lead" the bird sufficiently to kill it rather than maim and cripple it.

Marvin Hatton.

The Wisdom of Friedrich Nietzsche.

Everything new means something to be unlearned.

Die at the right time. So teacheth Zarathustra.

Man is a rope between animal and superman.

Liberality in rich men is only a kind of shyness.

Our thoughts are the shadows of our feelings; always more obscure, more empty and more simple than they.

As men are now constituted, they can not see things until they hear them named. Original men have generally been name-givers.

Happiness will not be increased on earth by merely changing the form of our institutions; but only by getting rid of gloomy, feeble, speculative, bilious temperaments.

Original and fearlessly-minded men have no need of dignity and ceremonies.

The snake that cannot cast its skin perishes. So, too, with those minds which do not change their views. They cease to be minds.

The higher we soar the smaller we appear to those who can not fly. Never forget this.

How horrible and senseless it is to confuse cause and effect with cause and punishment!

The press and railways are premises, from which no one has yet dared to draw the conclusion that will follow in a thousand years.

Genius is, to aspire to a high aim and to have the means to attain it.

War makes the victors stupid and the vanquished revengeful.

The surest sign of estrangement between two people is when both say ironical things and neither feels the irony.

To be great, an event must combine two things, the lofty sentiment of those who accomplish it and the lofty sentiment of those who witness it.

Every thinking man believes that the sharp distinctions between the sexes should be accentuated, rather than smoothed down.

Let your work be a fight and your peace a victory.

Of all that is written I love only what is written in blood.

The body is a big sagacity, a plurality with one sense, a war and a peace, a flock and a shepherd.

Guide me not blindfold but with open eyes.

Some More of Them.

Some one has counted up and found that the present Congress has appointed ninety-eight special committees to investigate this and that. Ninety-eight are not enough. There

should be other specials consisting of:

A committee to investigate the Senate as a body and report how much worse it is than the New York Legislature.

A committee to investigate the House as a body and report as to how many members would have made a holy show of themselves as aldermen.

A committee on turnips, squashes and pumpkins.

A committee on hot air.

A committee on changing the word "graft" to "fees."

A committee to answer the winks and grins of the beef trust.

A committee to make and chew various kinds of tobacco and report

"Well, that cooks Taft's goose for a second term!"

"What's wrong?" was asked.

"I used to know him, you know."

"Did, eh?"

"Yes; went to school with him. In fact, as young men we courted the same girl."

"And naturally you shook hands with him to-day?"

"That's the trouble. I set out to do it, and to have a word or two with him. I was sure he'd know me on sight."

"And didn't he?"

"Say, when I grinned and reached out my paw he looked me dead in the eye and said:

"Pass on, Sam Schermerhorn, and

don't interrupt the procession!"

"Well?"

"But my name is Thomas Wales! Sam Schermerhorn! Great snakes, but what an insult on me! And he meant it, sir—he meant it; and I am a grocer, with five clerks and a driver and we'll smash him as flat as a pancake if he runs for a second term."

A good man goes about doing good; a deadbeat goes about doing everybody.



F. M. Witbeck, Secretary

as to whether the tobacco trust is o. k. or not.

A committee to discover how many cabinet officers have found places for their relatives under the Government.

A committee to guess when Senator Lorimer will be tried and how many coats of whitewash he will get.

A committee to take a long think as to whether the country wouldn't be better off if Congress should adjourn for about four years.

No Second Term.

It was while President Taft was in Brooklyn a month ago that a man who had evidently walked a long distance at a fast pace and was perspiring freely stopped on a corner to say to a group:

STEEL STAMPING
ALL KINDS
Patented articles made and sold on royalty basis
GIER & DAIL MFG. CO. LANSING

ABUNDANT LIGHT AT SMALL COST
THE AUTOMATIC LIGHT. Operated the same as electricity or city gas. No generating required. Simply pull the chain and you have light of exceeding brightness. Lighted and extinguished automatically. Cheaper than kerosene, gas or electricity. Write for booklet K. and special offer to merchants.
Consumers Lighting Co., Grand Rapids, Mich.

Snap Your Fingers
At the Gas and Electric Trusts and their exorbitant charges. Put in an American Lighting System and be independent. Saving in operating expense will pay for system in short time. Nothing so brilliant as these lights and nothing so cheap to run. Local agents wanted everywhere.
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103 Clark St. Albert Lea, Minn.
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Best Equipped Firm in the State
Steam and Water Heating Iron Pipe
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Acorn Brass Mfg. Co.
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RIGHT AND WRONG.

Foolish Prejudices Too Often Stand In Our Way.

Written for the Tradesman.

Every human life is like unto the story with a theme. Tales that have been and are written have undermeanings that are crystalized with the truth and as soon as we begin to see and understand these meanings intelligently—just that soon we will begin to live with things real, instead of the unreal.

There are comparatively few business men, as well as others, who live with the real force in and around them. They float around on the surface, depending on deliberate art instead of deliberate wisdom.

There is a distinction between the power in the undermeaning of a story and that of the main subject.

Each of us should study ourselves as we study the great stories we read. The writer's mind is held firmly on the undermeaning of his subject and he knows the virtue of the same, and when we learn to reason out the language of the undermeaning of ourselves, we act freely and successfully.

Many of the attractive stories we read are not real. So it is with many people. They have a theme, but no reality, yet, if they fully understood the undermeaning of their theme, they would make a great success.

This is where the phrase "Know Thyself" comes in for its share of the good that the individual may enjoy. The undermeaning of all we say and do has more power—productive power—than the things we see on the surface.

The descriptive passages dictated to us in our silent moments are from the undermeaning of our theme, and when we allow suggestion to control us, we are governed by the things on the surface.

The real genius back of our individual theme in life has a hard time in showing us its upward tendency when we are pulled downward by the things seen on the surface and the suggestions of others.

We seem to be influenced by the thoughts of great men and women who have made a success, and never once in a long time think about the undermeaning of our own theme.

We should all be story writers, that is to say, we should write our own stories by actions. We should all be living poets and our poems should be acted out with honest labor by the thoughts and instincts of the undermeaning of our theme.

Literature was not invented by the universal thought world to entertain the human mind—it was manufactured for a purpose grander than we have as yet realized. Its mission is to teach the individual how to listen to the undermeaning of his theme.

Thousands upon thousands of grand stories and poems have been written and still we read them as carelessly as we do the newspapers when, in fact, every story and poem leads us to the undermeaning of our own theme in life.

When the human race learns the true meaning of the stories, tales and poems they read, then and only then

will they begin to live in accordance with their own theme.

Every successful man or woman has found the undermeaning of their lives by listening to their silent partner, the voice of their individual lives and the thoughts pertaining to their own affairs.

Poverty, ill health, unhappiness and failure are the results of looking on the surface for the things we need and must have.

Everything we see and possess has been produced by unseen forces through the action of the individual according to his understanding of the undermeaning of his theme.

It is true nevertheless that thousands upon thousands of people are producing things that are useful and do not understand the undermeaning of the force back of these things, but we should not forget that in such cases they are simply machines grinding out things after the moulds were made by the mind who listened to the thoughts controlling his theme.

If it were not for the few inventive minds who lived before our time and those who are living to-day, we would not be enjoying what we have.

We are too extravagant and too fond of sensational things. We seem to love mysterious things and care nothing about scientific knowledge. We spend our money freely for pleasure—that is, things we call pleasure—when we should take that time and money to learn who and what we are.

Philosophical ideas are more valuable to the man or woman who is striving to reach success than ideas which are inclined to hold one on the surface.

The world's literature when fully understood is the key to the lock which will open every mind that is in doubt and fear.

We should search for what we need in the right place. We can not understand ourselves by looking for the truth outside of ourselves. Every successful business man—or every other successful person—found his intellectual force within his own brains.

We should read what other men have said and done, but we can not find the right road to travel on by following their ideas exactly as they explained them. We must follow them until we see our own star, than hitch our wagon to it.

In every man's career there comes a time when he must embrace situations that call for the exercising of his own mental powers, the unraveling of a mystery, the direction of some thought, the achievement of some difficult proposition—and the only possible law that he can depend upon is that force behind the undermeaning of his theme.

We are all overshadowed by the narratives of other brains. Their thoughts use us like our thoughts mould the opinions of our children. We must learn the difference between the thoughts of others and our original instinct.

Emerson said, "Each mind has its own method. A true man never acquires after collage rules. What you have aggregated in a natural manner surprised and delights when it is produced. For we can not oversee each other's secret. Hence the differences between men in natural endowment are insignificant in comparison with their common wealth."

Foolish prejudices and personal jealousies often render our judgment worthless.

Characters in the stories we read are not real human beings, neither is the character of the thought governing our life's story. Each one of us have a family of thought dictating the

undermeaning of our career and when we learn that this family of thought is wiser than we are, we have learned the secret of our own life.

Our minds, as Emerson said, has its own method. If it is not doing the right thing, perhaps it is because we are not doing what we know we should.

We all know right from wrong, but foolish prejudices are standing in our way.

Edward Miller, Jr.

Familiar Sayings Newly Applied.

"I don't like your weigh," remarked the customer to the dishonest grocer.

"I hope I make myself clear," said the water as it passed through the filter.

"Reading makes the full man, but writing doesn't," complained the half-starved poet.

"My resources are all tied up," said the tramp as he placed his bundle on a stick.

"The rest is silence," quoted the musician, explaining the meaning of that term to his pupil.

"This is a complete give away," remarked Santa Claus as he finished stripping the Christmas tree.

"I call that treating a friend in a rather distant manner," said the doctor as he hung up the receiver after prescribing over the telephone.

Within a couple of weeks there have been several cases in New York City of assaults on proprietors of jewelry stores, the motive in each case being robbery. One resulted in a murder and other victims are in hospitals, nursing dangerous wounds. If the New Yorkers continue the good work it will not be so very long before keeping a jewelry store will be classed as one of the hazardous undertakings by the insurance companies.

IT WILL BE YOUR BEST CUSTOMERS,

**or some slow dealer's
best ones, that call for**

HAND SAPOLIO

**Always supply it and you
will keep their good will.**

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.

YOUR BEST FRIEND.

Money in Pocket as Faithful as a Dog.

Hard as it seems, there's a good deal of truth in the saying that the best friend in the world is money in your pocket.

Money in your pocket is the one thing that is as faithful as a dog.

It asks no questions, demands no references, never enquires into your moral character, does not care whether you are a deacon or a porch climber, never hums and haws and looks the other way; but when you want anything it goes and gets it for you whether it's a hymn book or a sack of tobacco; when you're hungry it feeds you, when you're cold it makes the storekeeper hand you down his best suit of clothes, when you're thirsty it causes your fellow-men who own drinkables to come running, when you're tired it furnishes you a hair mattress and clean sheets, when you want to travel it tucks you in a comfortable sleeper, when you want to be amused it provides you with an aisle seat in the theater, and when you're dead it brings out the brethren of the order to march behind your hearse, and sets up at the head of your grave a stone carved with a few graceful mendacious compliments calculated to make your folks feel good.

Hence, put money in your pocket.

To be broke is bad. It's worse; it's a crime. It's still worse, for it's silly. Crimes can be pardoned, and sins forgiven, but for the plum fool there is no hope.

Of course, we bar accidents, which are liable to happen to everybody. Sometimes, by no fault of yours, you may be down and out.

Little Foresight Required.

But not often, not nearly so often as we are apt to think. In nearly every instance, a little foresight, a little self-control, and a little prudence planted a year or years ago, would have saved us from humiliation.

If a man is naturally saving, I have nothing to say to him; he'll get along.

But the people who need some plain talk about laying up money are the people who are not saving, the good fellows, the good livers and good spenders.

I like these people (I am ashamed to say why). They are generous, warm hearted and lovable. But some say they are likely to awaken with a sudden jolt and realize that this world is hard, forgetful, ungrateful and has insides that are solid brass.

When calamity comes, and it gets around by and by to most of us, accompanied by the fool killer, they discover that one of the few, if not the only one, to stand by is Mr. Money in Your Pocket. And they have neglected to put it there.

Therefore, Oh warm and generous youth, listen to a few base notes of wisdom, if you have sense enough:

Guard against yourself! If you are making \$40 a week, put away \$5 of it, whether you can or not. Don't tell me it's impossible. Do it anyway. Shut your eyes and make yourself think that you don't own that \$5.

If you are earning \$3,000 a year, save \$500 of it.

I know it sounds trite and worn and preachy, but just the same it will save you someday from a nasty, bitter dose. It is the first reader, primer, elemental lesson in self-respect. It will prevent you from hating yourself, and your friends from hating you.

No amount of argument, proofs and excuses can rescue you from seeming like and feeling like a bum if there's no money in your pocket.

How To Save Money.

How can I save anything when I've barely enough to live on? Why, live on less than enough to live on! That makes all the difference between shiftless, invertebrate, trifling runts, on the one hand, and thrifty, honest, hardy, respectable people, on the other. Do it! Don't whine! Don't argue! But me no buts, and if me no ifs!

If you can not possibly manage it by your own will, reinforce your will. One of the best known devices for stiffening up a wabby will is—life insurance.

I speak from experience. Personally I am one of you, and never could lay by anything unless some kind of club was held over me. I did get some ahead once, and a slick thief, whose name I should like to advertise, but can't, took it away from me.

But a hated life insurance agent came around one day and wheedled me into taking a policy. Then every year I had to pay on it. No words can describe how hard it was, and how I objurgated said agent and all his ancestors. But I had to pay it.

And I lived long enough to turn from cursing to blessing. I discovered that the thing that agent had cozened me into was one of the few sensible things I had ever done. The policy after a while ceased to milk me and began to give milk.

I was so tickled I took out some other policies. And now, thank God, they have, most of them, turned into money in my pocket. They have helped me over many a ditch. They have driven the ghosts away from my bed and let me sleep. They have sent me on vacations. They have kept peace in the family by getting that new dress that was absolutely necessary to save my wife from a sick spell. In short, they have stood about like big, good natured friends, ready and willing to come across and look pleasant.

And when I die my wife will have time and some little means to look about for a handsomer and better natured man.

Hence, I say, if you are insurable, get insured. I am not talking to money wizards and shrewd, fore handed people; doubtless such persons can manage their money much better than the insurance companies, and certainly much better than I, but I am talking to plain, life loving, spending, easy men and women who know nothing about what to do with money except to enjoy what they can buy with it.

For as sure as you live, when the time comes that the bottom drops

out of things, and you begin to go around from good fellow to good fellow, trying to cash in a little of the good fellowship that you've spent for so freely, you will obtain nothing more than a large gone feeling in your inwards, and will realize that for the man with no money in his pocket this is a damp and unpleasant vale of tears.

Put money in your pocket!

Frank Crane.

Freeman or Union Slave?

There is a genuine issue up in San Francisco, and it will not down. The issue is whether an employer shall be allowed to employ his own help. P. H. McCarthy says he shall not—all interests to him are secondary to this. That one word "scab" leaps easily to his lips on all occasions.

A builder contracted for mill trimmings from an Eastern mill to the extent of forty thousand dollars. He well knew that these trimmings would not be handled in San Francisco unless the goods came from a union mill, so he took pains to place his order where there would be no question.

But alas! Four months intervened between the signing of the order and the delivery. In the meantime, the mill had been placed on the blacklist because it had put in boilers made in a non-union shop. The trainload of doors, windows and flooring arrived at Oakland, and no truckman would touch it, much less carpenters use it. Long rows of houses were waiting tenantless for the doors and windows. Appeal was made to McCarthy. Explanations were of no avail. Double time to carpenters was offered. McCarthy simply hissed that one word, "Scab!"

There is now a ban even on union carpenters, unless they have been in the city three years. Thousands of men are idle, yet there is a scarcity of labor.

Manufacturing in San Francisco has fallen off 70 per cent. in ten years. The building trades have flourished, but building is not business. It is expenditure, or a preparation for business at best. The fight now is not with New Orleans, indifference, or inertia at Washington. All that was easy. San Francisco's fight is within her own border—between union labor and liberty.

Granting all that can be said as to what unionism has done for labor, it still remains a fact that power, uncurbed, ends in tyranny. The tyranny of capital is not so bad as the tyranny of labor, because capital is more shrewd and realizes that there is a point beyond which labor can not be successfully exploited. This point once passed, capital commits slow suicide.

Labor knows nothing of this Law of Pivotal Points. Unchecked, she would keep demanding more wages and shorter hours, until there came a time when she ceased to work at all.

Elbert Hubbard.

Some people expend a lot of energy telling how tired they are.

The free liver not infrequently has a good heart.

An Object in View.

"Hello! Is this Dr. Bings, the dentist?"

"Yes—yes."

"What's your charge, doctor, for extracting teeth?"

"Fifty cents each."

"And for filling?"

"From fifty cents up, according to the material."

"And as to crowns?"

"From five to fifteen."

"Of course, you do bridge work?"

"The very best. It comes pretty high, of course—anywhere from twenty to fifty dollars."

"Any extra charge for laughing gas?"

"Not a cent. What sort of work do you want done?"

"Well—er—well, I don't want any."

"Oh, for your wife, eh?"

"Haven't got any."

"Then what the dev—"

"You see, I'm the new dentist two blocks below you, and I just wanted to know what prices to charge."

A Problem For Merchants.

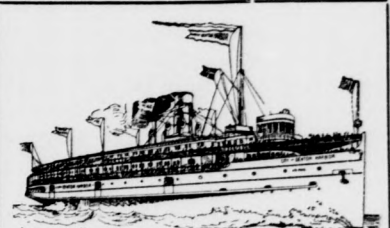
Written for the Tradesman.

Given the amount of an account and the debtor's residence at the time the debt was incurred, to find the debtor. Having found the debtor and secured a promise to pay at a specified time, tell how much will be realized.

E. E. Whitney.

Wanted.

An alarm clock that will not only wake us up but make us feel like getting up.



Chicago Boats

TWICE DAILY

G. & M. Line and G. R. & Holland Interurban

Day Trip, Leave - - - 7:40 A. M.
Night Trip, Leave . . . 8 and 9 P. M.

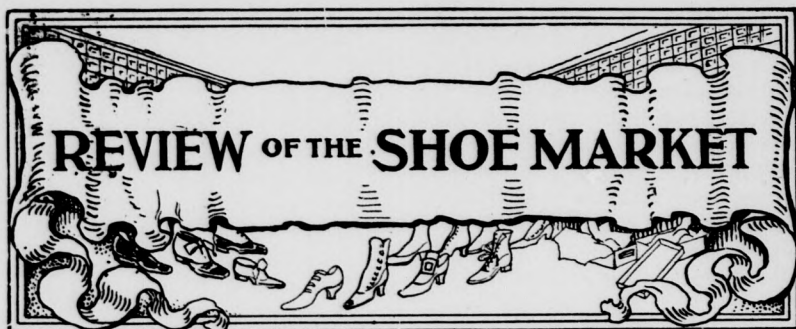


Chase Motor Wagons



Are built in several sizes and body styles. Carrying capacity from 800 to 4,000 pounds. Prices from \$750 to \$2,200. Over 25,000 Chase Motor Wagons in use. Write for catalog.

Adams & Hart
47-49 No. Division St., Grand Rapids



Brockton Leads Country in Making Shoes.

The little city of Brockton, fifteen miles south of Boston, produces more than 10 per cent., and probably 12 per cent., of all the boots and shoes made in the United States, with an aggregate value of about \$37,500,000 a year. Lynn, which has been the boot and shoe capital for 180 years, lost its coronet in 1900, and has since held the second place. It still makes from \$25,000,000 to \$30,000,000 worth of shoes, perhaps 8 per cent. or more of the total for the whole country. Lynn is being very closely pushed by St. Louis, and it is a question if the Western city will not soon be entitled to second place. It had an annual output of more than \$25,000,000 at the latest returns, and jumped from the ninth place in 1890 to the third place in 1905 among the shoe-making centers. St. Louis increased its output from 1900 to 1905 more than 130 per cent., while Brockton increased 51.5 per cent. and Lynn 54 per cent. Unfortunately, the statistics of the Census Bureau, which I am using, were made up on the returns for 1905, and everybody familiar with the business knows that the increase during the six years since that date has been greater than ever before in history.

This extraordinary development in the boot and shoe industry in Massachusetts and elsewhere does not indicate very much "restraint in trade," although both the Federal Government and the Massachusetts State authorities have recently become extremely anxious on that account and are now attacking the United Shoe Manufacturing Company on the ground that it is a monopoly.

This fact was known long ago by everybody except the officials who are now suffering such acute anxiety for the public welfare on that account, and they have had the same opportunity for abating the nuisance for the last twenty years. Perhaps the approach of a presidential election may account for the sudden discovery by Attorney General Wickersham that the company is "a very oppressive monopoly." It is a noteworthy coincidence that a congressional committee was getting ready to increase the prestige and establish the credit of the Democratic party by making the same discovery when Mr. Wickersham broke out.

It is also a noteworthy coincidence that the sinful behavior of the United Shoe Machinery Company was not realized by Governor Foss, of Massachusetts, until he became a candi-

date for re-election and engaged a stall in the Democratic stable of dark horses for the presidential race.

While the iniquity of the great octopus has been going on uninterrupted by presidential candidates, the factories of Brockton have doubled; twice as much machinery has been installed, extraordinary improvements in economy and efficiency have been made; twice as many boots and shoes have been sent to market and sold at lower prices than ever before; twice as many people have been employed; twice as much money has been paid out for wages, and the population of Brockton and other shoe towns has increased from 40 to 100 per cent. These facts are shown by the report of the Census Bureau, but are not advertised by the politicians.

The population of Brockton, for example, was 11,555 in 1880; it was 21,020 in 1890; it was 30,579 in 1900, and 56,878 in 1910. At least 15,000 of the people are of foreign birth, and 15,000 more of foreign parentage.

The entire population of Brockton is engaged in making boots and shoes and in feeding, clothing and waiting upon the operatives in the shoe factories. The profits of shoemaking are very large, but that is a subject which can not be safely discussed by an amateur. It is sufficient to say that all of the shoe factories are busy six days in the week throughout the year; that the business is in a very prosperous condition; there is no apparent evidence that the industry is being strangled by an octopus, and if the monopoly is oppressive, as Attorney General Wickersham asserts, he would not learn the fact by observation, and no visitor to Brockton would ever suspect such a thing.

The manufacturers who are making the most money, according to common report, are those who have specialties that are extensively advertised in the newspapers and magazines. Certain patterns of shoes produced here are known to everybody in the land who does not go barefooted, and they would instantly recognize the owners of those particular factories, because their cheerful countenances always appear in the advertisements. Some time ago a witty advertising agent suggested to the manufacturer of a popular shoe that he put his picture in his trademark as well as in his advertisement, and stamp it on the sole of his shoes; but the latter shook his head gravely and replied,

"I never wanted anybody to tread on my face."

Thirteen cities each produced more than \$5,000,000 worth of boots and shoes in 1905, which was the census year of this industry, or a little less than 50 per cent. of all that were manufactured in the United States.

Detroit Rubber Co.

WHOLESALEERS OF
RUBBER FOOTWEAR
DETROIT.

IT PAYS TO HANDLE

Mayer

WORK SHOES

Bath Caps Water Wings, Etc.

Ayvad's Water Wings



Learn to Swim by One Trial.

Get our illustrated 1911 bathing circular, full of excellent values. Write today.

Goodyear Rubber Co.

W. W. Wallis, Mgr. Milwaukee, Wis.
IN BUSINESS SINCE 1853

"Buy 'em where they have 'em"



We ship orders the day
received

Simmons
Boot & Shoe Company
Toledo, Ohio



The Uplift To Your Business

of the soothing effects of pure foot comfort sets in motion a word of mouth advertising in praise of you and your shoes that has a tremendous value. Combine the foot comfort with long hard wear and—well, order a case of No. 319 blucher or 366 1/2 bal.

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

The total value of the product of these thirteen cities was \$156,460,878. In 1900, five years previous, the total value of boots and shoes produced in the same cities was \$111,710,843, or 4) per cent. of the total for the whole country. In 1890 the total value of their product was \$93,076,352. You notice that the increase from 1890 to 1900 was about \$14,000,000, while the increase for the next succeeding five years was \$45,000,000, and it is believed that the increase from 1905 to 1911 has been even greater. Some experts think it is as much as \$60,000,000; the more conservative concede that it must be at least \$50,000,000.

These cities are, in the order of the value of their product, as follows:

	Value of product
Brockton	\$30,073,014
Lynn	25,952,571
St. Louis	19,101,166
Haverhill	15,257,899
New York City	11,905,374
Cincinnati	10,596,923
Rochester	8,620,011
Marlboro, Mass.,	6,620,455
Manchester, N. H.,	6,507,903
Chicago	5,502,684
Boston	5,575,927
Columbus, Ohio,	5,425,087
Philadelphia	5,171,859

A large number of smaller cities produce annually between \$1,000,000 and \$5,000,000 worth of boots and shoes, and they are scattered in various parts of the country. Massachusetts is no longer the only boot and shoe state. There are altogether 1,316 shoe factories in more than thirty states, which have a capital of about \$122,526,093, employ 149,924 operatives and pay them about seventy millions of dollars a year. Of these operatives 95,257 in 1905, when the latest census was taken, were men, 16 years and over; 49,535 were women, 16 years and over, and 5,132 were children under -6.

The total value of the products of all the shoe factories in the United States in 1905 was \$320,107,558, which was an increase of about 24 per cent. during the previous five years. It is estimated that the increase in the succeeding five years since the census was taken has been even greater, and is probably about 30 per cent., which would bring the total value of the shoes produced last year up to \$425,000,000 and more.

These tables show an average of 114 employes for each establishment, and an average of \$52,417 for each annual payroll, which makes an average of \$459 as the annual wage of the men, women and children employed. I doubt whether any industry of comparative extent will show so high an average.

Massachusetts is the first state in the volume of product, and the other four producing more than twenty millions' worth of shoes in 1905 are as follows:

	Total product
Massachusetts	\$144,291,426
New York	34,137,049
Ohio	25,140,220
Missouri	23,493,552
New Hampshire	22,425,700

The largest percentage of increase for any shoe town in the United States during the five years ending 1905 was in Lancaster, Ohio, where the industry has developed even more rapidly than Brockton, although on a smaller scale. Brockton has very much larger factories, and naturally produces a very much larger volume of goods, but Lancaster increased her product from \$968,020 in 1900 to \$2,699,000 in 1905.

The manufacture of boots and shoes was carried on almost entirely in Eastern Massachusetts until well along toward the end of the last century. During the past twenty-five years, however, important centers of production have arisen in the West. St. Louis being the most notable; and Cincinnati, Columbus, Chicago, Detroit and two or three other cities making notable progress.

This development, however, does not seem to have been retarded by the "oppressive monopoly," nor has it detracted in any way from the prosperity of the industry in Massachusetts, where every shoe town except North Adams reports an increase in its output, in the number of operatives employed, in the amount of capital invested, in the value of its payroll and in all other respects. No other industry has shown greater prosperity, and we are not only supplying our own markets but are now selling shoes in every corner of the globe.

The export of boots and shoes from the United States has increased as rapidly as any other manufactured product and has surpassed several of our most important agricultural products. I have the figures for every year from 1870, when 276,179 pairs of shoes were exported, to 1905, when the number was 5,315,699, and then the total jumped to 12,408,575 in 1910; and passed 14,000,000 in the fiscal year ending June 30. The increase during the previous ten years was more than 500 per cent. You can find exclusive American shoe stores in every important European city; you can find them in South America, India and other far-off parts of the world. The commercial organizations of Germany, Austria and France from time to time have made urgent demonstration to their parliaments for protection against American competition, and in some countries imports from the United States have been reduced by legislative action, placing embargos in the form of high tariffs upon them.

All shoes are made by machinery, all the machinery is patented and nearly all the patents of any value belong to the United Shoe Machinery Company, which is now, as I have said, undergoing an investigation as an alleged monopoly in restraint of trade. There is no question about the monopoly part of it. That company controls the business and acquires every new device of value; it leases its machinery to shoe manufacturers in every part of the country upon a royalty varying from 2 cents to 6 cents upon every pair of

Our "Bertsch" Line of Goodyear Welt Shoes for Men

with its constant additions of new lasts is easily becoming one of the strongest and most popular lines on the market.

We show here our No. 961 Gun Metal, built over our last No. 26. (This last by the way is one of the most popular lasts we ever put out). We make this shoe in all leathers and it is perfectly finished in every detail. The same exacting care is exercised in finishing the small essential details and in having only highest quality linings, facings, eyelets, etc., as we use in selecting the only absolutely first quality leather for the uppers and bottoms of the shoe.

We would like to send you on "suspicion" a case of these trade winners to convince you of their superiority. Drop us a card today.

They Wear Like Iron

HEROLD-BERTSCH SHOE CO.

MAKERS OF SHOES

Michigan agents for the famous Wales Goodyear (Bear Brand) Rubbers

Grand Rapids, Mich.



A Rouge Rex High Cut Shoe

But this is only one of them. We have them in all heights and in both black and tan.

If your trade demands shoes of service-giving quality, Rouge Rex Shoes will meet your requirements.

A card will bring our salesman with samples.

HIRTH-KRAUSE COMPANY

Hide to Shoe Tanners and Shoe Manufacturers

Grand Rapids, Mich.

shoes manufactured. This system was introduced by the late Gordon McKay, who was unable to sell his machines, but succeeded in inducing certain large manufacturers to borrow them and pay him a percentage on whatever they produced. The present company is a combination of competing interests formed many years ago to control the machinery business, and it has been very successful. It has more than 300 patents covering every possible contrivance for manufacturing shoes, from the trimming of the lasts to the polishing of the finished product. There is a machine for scouring and inking the soles, for burnishing their edges with wax and even for packing them.

According to the census of 1905, the amount of capital invested in machinery, tools and implements by all of the shoe factories in the United States was \$18,964,510, which was an increase of \$2,157,205 during the previous five years; but these figures do not represent the actual facts. They do not include the leased machinery, which is three-fourths of all that is used, and according to the understanding of its stockholders, the United States Shoe Machinery Company has not less than \$80,000,000 worth of machinery in various shoe factories throughout the United States.

The summary of the census report says that, "In 1895, for the first time, a census was taken of machines leased or held under royalties, and the amount paid for their use. The number of establishments reporting such machines was 937 (out of a total of 1,316), the number of machines reported was 18,995, and the amount paid for leases was \$3,343,425. The sum paid for the leased machines is not a fair basis for an estimate as to the valuation of such machines, since the amount of the leases or royalties depends on the kind and amount of work done, and not on the value of the machines. The result, however, with due allowance for machines, the usefulness of which makes their income-producing power out of proportion to their intrinsic value, and for the fact that the figures given are less than they should be, because some establishments failed to make returns, proves that the amount of capital invested in leased machines is very large."

Massachusetts reported the largest amount of capital invested in machinery in 1905, namely, \$6,811,412, or 35.9 per cent. of the total of the country. For 1905, as compared with 1900, eleven states show decreases in the amount of capital invested in owned machinery, the greatest amount of decrease being \$246,794 for New Hampshire, and the greatest percentage of decrease being 68.5 for Indiana. This means that more factories are renting and fewer are buying machinery.—William E. Curtis in Chicago Record-Herald.

The men who could be rich if they weren't religious are not nearly so numerous as those who could be religious if they were not rich.

Grading Up Your Fitting Service.

The life of a pair of shoes, and their comfort-yielding possibilities; the good name of the retail dealer who sells them, and that of the manufacturer who makes them (provided they are an identifiable product)—yes, and to a degree, the mental outlook of the man who wears them—all depend upon the fit of the shoes. The first great commandment enjoined upon all retail shoe salesmen, from the greenest tyro to the suave and seasoned head clerk, is: Fit your customers' feet. The second commandment (which is slightly tautological, but defensible on the ground of emphasis) is: Fit both feet of each customer.

Somebody with a statistical penchant has gotten together some figures upon which he bases a generalization to the effect that nine-tenths of the complaints that come to retail shoe dealers are due to mistakes of fitting.

Charge That Woke Up Retailers.

And the writer remembers reading several years ago in a shoe periodical a rather sensational article setting forth the charge that shoe dealers everywhere are inexcusably careless, slipshod and purblind with respect to the fitting of shoes. Corns, bunions, ingrowing nails, broken down arches, buckled and distorted toes, calloused soles and itching, burning feet, and all other and sundry of the multitudinous ills to which the feet of modern folk is heir—were due in large measure to sins of fitting.

This was a severe indictment against retail shoe dealers; and I recall that it stirred up a lot of comment, both wise and otherwise. But, taken all in all, it was perhaps a good thing to resort to sensational methods in getting the matter squarely up to retail shoe dealers, and compelling them to take notice. You can always get a man's attention by seizing his coat collar and shaking him vigorously—only you are liable to get more of it than you really care for.

Satisfying Arbitrary Customer.

In a certain dapper little exclusive shoe shop catering to the down town office trade of a big city, where my friend, the inimitable Bud, presides with irresistible eclat, one is apt to see and hear something interesting almost any time he drops in. The other day I picked up this:

(A young man was trying on a gun metal button oxford, one of those modish creations with a high toe, a short forepart and a high, forward-pitched heel. Bud and his customer were evidently on familiar terms. That's a little trick of Bud's, getting on intimate terms with his patrons.)

"What is the size of that shoe, Bud?" enquired the customer.

"None of your d— business," replied Bud, cheerfully. "What you want is a correct fitting shoe, isn't it? Surely it is! Not an arbitrary number to carry around in your noddle, eh? All right, then, you leave this fittin' business to me. I have been measuring feet and studying foot-bumpology for sixteen years. It is up to me to fit you; and, say, if

ever I don't, you just fetch 'em in and I'll eat 'em!"

Of course Bud sold his party. And he sold him shoes that fitted his feet.

Mistakes in fitting are due to a variety of causes, of which by all odds the most serious and inexcusable are ignorance and haste.

Clerks Educated To Fitting.

The shoe clerk who does not know how to use a size stick, and produce shoes of the right length, width and shape, has a right to feel abused; for his education in the rudiments of shoe salesmanship has been sadly neglected.

The shoe dealer, or shoe salesman, who is so anxious to wind up the sale and make a noise like coin at the cash register that he can not spare the time required in giving a conscientious fit, really deserves the drubbing that he will one day receive at the hands of a long-suffering public.

"All this talk about fitting shoes," says Brown, who has been up against so many raw deals of one kind and another during the forty odd years of shoe retailing experience that he is beginning to grow a trifle pessimistic—"all this talk about fitting shoes reduces itself to a comment on the assinity of the average customer, especially where your average customer is a woman or a youngish man. They want a certain size—and of course the number they call for is a size, or a size and a half too small for their feet—and it's up to you to give 'em what they want. If you do not somebody else will. Show them what they need; i. e., their exact size and last, with a straight size mark on the carton and lining—then sell them what they want. When they come back and say, "These shoes pinch like the Devil," smile pleasantly and say, "Not surprised in the least! Now the next time you listen to me!"

Why Recourse To "Blind" Sizes?

For some reason, probably owing to the fact that extremely small and "dainty" feet were once supposed to be downright fetching both in men and women, some people are absurdly sensitive about the size of their feet. We shall never fall on ideal days of shoe retailing until we fall on that conceit and smash it to smithereens. In the meantime many shoe dealers are seeking to evade the issue by re-

course to "blind" size marks. They help some, although there is something almost uncanny in the way they get a line on your esoteric numerals. So whether you have a distinctive mark of your own contriving, or use one or another of the several popular systems whereby the gentle customer is bamboozled, or whether you come right out like Brown and call a 9-D a 9-D, you are going to have your troubles.

Tell the truth if you can, but by all means fit 'em—if they'll let you. After all it's largely a matter of attitude—and you owe it both to yourself and to your trade to be masterful on this point. Make it a matter of conscience to equip each customer with a pair of shoes just as nearly adapted to that customer's foot-requirements as anything in stock.—Shoe Retailer.

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HOMELY WOMEN.

Their Uses Are Both Numerous and Important.

Written for the Tradesman.

I once heard that fascinating platform man, Jehu DeWitt Miller, in a lecture entitled, *The Benefits of Ugliness*. But the charge in that broadside of wit and humor, if I remember correctly, concerned itself with masculine ugliness.

It is with some trepidation, I must confess, that I have finally decided to write the caption which appears at the head of this column. I am peculiarly sensitive to criticism; and I can easily imagine that some of my readers, both of the sterner and the gentler sex, will charge me with being essentially ungallant in so much as intimating the possibility of any woman's being homely.

Of course the phrase, *Homely women*, is conveniently vague—and even if a writer is driven to cover and peremptorily asked why he used such an expression, he still has the right to define his own terms, telling just how much or how little content he puts into them. I think this is one of the most delightful features of journalism. It enables the skillful writer to wiggle out. While I am entirely too modest to boast of any special skill in the art of putting together written discourse, I confess I have done some high stunts in wiggling on one or two occasions.

Some towns are noted for their beautiful women. The country editor is not worth a picayune who does not understand the art of ringing the changes on that old, thread-bare statement about his town's being famous for its pretty girls. There are cases on record where country editors talked so habitually in this strain that they actually got to taking themselves seriously when they broached the subject of local beauty. It is not often, however, that one of them gets so sanguine as to aver that every woman in his town is a "perfect beauty." But exactly that is what they are saying of the women in *Bar-tase, Italy*.

Well, Italy is a good ways from here; and it is not easy to verify a rumor of this sort. But did you ever stop to think what such a condition would actually mean—supposing now it were possible? If every woman in a given locality were a perfect beauty a whole lot of things would happen. But perhaps the most conspicuous occurrence, from a merchandising point of view, would be the consequent depression in business. No woman would then have to make herself any more attractive than other women; for is she not, by hypothesis, a "perfect beauty" already? You can not improve on perfection; and where Nature has been unduly bountiful, art in the matter of adornment can with impunity be allowed to lapse.

And, believe me, it would lapse. One of the prime incentives to dress, namely, the desire to outdo the other woman, would be removed. Think you it would fare well with the dry goods merchants, the shoe dealers, the jewelers and the milliners of that berg? I trow not. They would wit-

ness such a falling off in trade as to put the crimps on their enthusiasm. What is the ultimate Why of all these new and classy dress patterns, of these clever and nifty creations in pumps and hosiery, of design in jewelry and of glory and costliness in headgear? To supplement Nature. To wipe out, for the time being, the lead that the other woman has. The instinct is essentially predatory; and the spirit is the spirit of rivalry. The more Nature has withheld the more art must be adduced. Now it is the very circumstance of this sedulous following of artistry in the matter of adornment that makes business flourish. Local beauties may add somewhat to the luster of a town, but for merchandising considerations give me a town where there are just enough of these "perfect beauties" to put the rank and file of the homely women on their mettle. I would not knowingly start a dry goods business or a shoe store in a town of "perfect beauties."

We are told that woman originally put on dress in response to the first twinges of shame. Eve was doubtless a "perfect beauty," but it is highly probable that the women who came immediately after her were not so generously favored. When they saw the beauty of the celebrated Mrs. Adam, or heard the men folks extolling her charms, their pride was piqued; and, womanlike, they resolved to make themselves more attractive. What did they do? They took to dress fabrics, millinery, jewelry and the like; and business picked up to beat the band. Precisely the same conditions that gave rise to business in the first place—I mean business based upon and growing out of the desire for personal adornment—must be depended upon to perpetuate it. The world needs beautiful women, doubtless, but it is not desirable to have too many of them in a given locality.

Somebody has pointed out another disadvantage in a world of "perfectly beautiful" women. You can see another result from universal perfection of female beauty, he says. To men, the values of most things are relative. If all men had an equal amount of money, they would not care so much for money, would they? Of course not. If you had fried chicken for breakfast, dinner and supper for thirty days, you would probably grow very tired of the toothsome springer, wouldn't you? Now if all women could dress exactly alike, they would not, would they? And it is even so with reference to man's admiration for female beauty. A world of perfectly beautiful women would soon mean a world of perfectly listless men, for with men, save in rare cases, the joy of possession depends largely on having what the other fellows have not.

Of course this is a great big subject—entirely too big for this brief, inadequate discussion—and there are phases of it that I can not begin to enlarge upon. We might, for instance, divide the subject of female beauty into its two component parts: Physical beauty, and beauty of char-

acter. We might exhibit the superior charms for mental and spiritual qualities; and we might go on to show how that physical beauty is necessarily transient, while this other kind of beauty is permanent. And in all this it might appear that there are substantial reasons why even the perfectly homely woman need not despair. We might go on to show, by reference to well-authenticated instances, how a beautiful brain and soul have transformed people who would otherwise be called homely, making them not one whit less attractive than the most highly favored people of their day. And then we might wind up by setting forth how physical homeliness has its important uses in the economy of nature and civilization. But all this would take too much time and space. Enough has been said to show that the uses of homely women are both numerous and important. If the tribe of them should suddenly cease, business generally would experience a slump and life would be robbed of much of that which now constitutes its perennial charm. Much as the masculine mind admires physical beauty in woman, few of us who have reached mature years would care to live in a world in which every woman was a "perfect beauty."

Frank Fenwick.

What Has Become of the Barefooted Boy?

Those of us, residents of the larger cities who have attained the years which entitles us to the distinction of middle age, or over, a time of life which looks but lightly upon the trifling lightness of youth and its escapades, but withal a time of life which in moments of rest brings a spirit which induces retrospection, can not refrain from dwelling upon those happy days of childhood when genuine bliss was engendered by the approach of the first day warm enough to permit us to run about barefoot.

What fun we had when we were able to join our playmates, who in a similar "near to nature" state indulged in that hilarity which childhood only can experience. Those youngsters whose parents were averse to the "barefoot fad" found ready means for hiding their shoes and stockings in some young friend's house, for they would be everlastingly disgraced as "sissies" were they to be out of the mode.

But times have changed, and with the change the barefoot boy seems to have vanished, for very few, indeed, are the youngsters who are now seen romping minus footwear. This not only applies to the cities, but the villages as well.

Of course, this change is conducive to gain for the shoe industry, but, alas! life is not all a matter of chasing the "slippery nickel," and in this change a great deal of the poetry of youth is lost. However, such a change had to come, for "going barefoot" was really a comfort only when our shoes were made of the heavy stock of former days, and in a manner which, on a warm day especially, would entail great discomfort. With the advent of improved machinery,

the use of lighter stocks and changes in styles of footwear, prominent in the latter class being the barefoot sandal, the younger generation has taken to foot covering during the summer months. The generally improved appearance of modern shoes is the reason for the passing of the barefoot boy.—Shoe Retailer.

A man in San Francisco is in danger of losing his eyesight, all because of a woman's hatpins. He was in a crowded street one evening, when a woman in front of him turned her head and a long steel pin projecting from her hat passed through his right eyelid. The woman said: "You brute, how dare you touch my hat?" and wrenching her headgear free, disappeared in the crowd, while the man staggered blindly on the sidewalk.

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Saginaw Valley

News and Gossip of Interest to Business Men.

The Saginaw Board of Trade and allied interests are actively engaged in a campaign for a new interurban system to run from this city through Vassar, Caro, Cass City, Bad Axe and on to Harbor Beach. This is one of the developments of the third automobile trip of the Wholesalers' and Manufacturers' Association, which took place on Wednesday, August 9. The trip itself was a very successful one, the principal points touched at being Reese, Fairgrove, Akron, Cass City, Caro and Vassar, with, of course, intermediate points. It was a most successful trip in every way and at each stopping place the visitors received cordial welcome from resident business men and local trade bodies. Throughout the trip business was found to be in excellent shape and a pleasant feature was the fact that the roads were unusually good all over the route, the travelers returning with increased respect for the localities visited.

As stated, the chief development was the inauguration of a movement for a new interurban system. At Cass City many of the local business men, including Mayor Corkins, were guests of the Saginaw party at dinner, and there the question of transportation was discussed at length. The feasibility of the project was admitted and the proposition received enthusiastic support. In each of the places to be touched by the new road local committees will be appointed to work in conjunction with the Saginaw Board of Trade. The route most favored is an extension of the present Saginaw & Flint, from Frankenmuth, or, failing this, an independent line running direct from Saginaw.

Mayor Corkins, John C. Farrell, John Frutchey and E. A. McGeorge, of Cass City; John A. Cimmerer, President and Joseph P. Tracy, Secretary of the Board of Trade, and Messrs. S. E. Symons and Fred J. Fox, all of Saginaw, were among those who spoke. Other Cass City business men present at the dinner were E. W. Jones, B. F. Binkleman, James Tennant, A. L. Knapp and A. A. Hitchcock.

Those who made the trip from Saginaw were: J. D. Swartout, United Supply Co.; Ed. Schust, Schust Baking Co.; S. E. Symons, Symons Bros.; J. A. Cimmerer, Oakland Vinegar & Pickle Co.; Frank Pinkey, Leitner Bros.; H. S. Erd, Erd Motor Co.; J. F. Kessel, Herzog Art Furniture Co.; Arthur Cook, the Courier-Herald; J. W. Johnson, Valley Sweets Co.; William Seyffardt, Saginaw Hardware Co.; H. Watson, H. Watson & Co.; L. Henning, C. W. Henning & Son; G. Van Paris, Hammond Standish Co.; C. H. Chambers, Saginaw Valley Drug Co.; F. J. Fox, Lee & Cady; W. A. Benton, Michigan Land Show; Lewis Barnard, Michigan Glass Co.;

C. L. Phillips, Morley Bros.; A. C. Melze, Melze-Alderton Shoe Co.; L. W. Bixby, M. W. Tanner Co.

Interesting Insurance Case.

There is before Judge William R. Kendrick, in the Circuit Court of Saginaw county, a case of great interest to insurance men and the business community generally. Last November the V. E. Schwahn & Bro. insurance agency was consolidated with that of the Charles A. Khuen agency, Mr. Khuen retiring to give his entire attention to banking. After the consolidation certain companies turned over to Albert C. Welzheim all the expirations of business then in force in the Schwahn office, with instructions for Mr. Welzheim to get the business, which he did. This, at least, is the allegation in the bill of complaint filed by Schwahn & Bro., in which they ask for an injunction restraining Welzheim from soliciting the Schwahn expirations or permitting others to do so, until further order of the court. Judge Kendrick granted a temporary injunction against the defendant companies named in the bill of complaint and fixed a penalty of \$10,000 for violation of any of the terms of the injunction. The return date is set for Oct. 10. Those named as defendants are: The Glenn Falls Insurance Co., Germania Fire Insurance Co., Connecticut Fire Insurance Co., Firemen's Insurance Co., of New Jersey, Reliance Insurance Co., Lumberman's Insurance Co., Mechanics' Insurance Co., Foreign Fire Insurance companies authorized to do business in the State of Michigan and doing business in the State of Michigan, the Michigan Commercial Insurance Co., a Michigan corporation, Lansing, Michigan, Joseph A. Navon, Horace A. Spice, Gustave Schmemann, Charles E. Mann, Harry A. Bartels, J. Norris Estabrook, Fred M. Champlin, D. R. Simomns and A. C. Welzheim. It is claimed by the Schwahn people that all expirations in fire insurance are property rights of the agent securing the policy originally and are his only assets; also that the insurance companies have no right in the expirations and, in turning them over, committed an illegal action and were guilty of violation of confidence. Further, that it was done to deprive claimants of what rightfully belonged to them and to injure and destroy their business. The Schwahn business was started some years ago and was non-union; that of Mr. Khuen, inherited from his father, the late Richard Khuen, who started it forty years ago, being union.

Michigan Land Show.

In connection with the Michigan Land Show, to be held at the same time as the fourth annual Industrial Exposition, Sept. 22 to 30, at the Auditorium and Armory, this city,

W. A. Benton, who is in charge, announces that a number of big exhibits have been secured and lectures promised from leading men of the State. It is now proposed that Governor Osborn shall open the exhibition by the button process, turning on the lights, and if he is not able to be present personally to have him do it over the wires. Exhibits assured are those of the Northeastern Michigan Development Bureau; Saginaw county, under direction of the Saginaw Realty Board; Tuscola county, given by the business men of Cass City and Caro; the Saginaw city school gardens, which have a statewide reputation, and the St. Louis & South West Railroad or Cotton Belt Line, showing products chiefly from Texas and the South. Among the lecturers secured to talk on practical topics are Frank H. F. Rogers, Civil Engineer of the State Highway Department; Prof. H. H. Dow, of Midland, Superintendent of the Horticultural building, Detroit, and Prof. L.

R. Taft, of Lansing, State Inspector of Nurseries.

Michigan Bean Crop.

At the annual meeting of the Central Michigan Bean Jobbers' Association, held in this city Thursday, the encouraging report was made that, despite dry weather, the crop was in fair condition, and that with some rain things would not be nearly so bad as early indications made them. Prices were reported steady. The Association decided to use its efforts to bring the State Association, which holds its State annual convention the latter part of the month, to Saginaw. A banquet was given the forty delegates present at the Hotel Vincent in the evening, at which several interesting talks were made. President P. L. Perkins, of Merrill, spoke on "What Effect Will Reciprocity Have Upon the Price of Beans," his conclusion being that it was impossible to answer the question until after reciprocity had been tried. In any event he showed that Canada was not a

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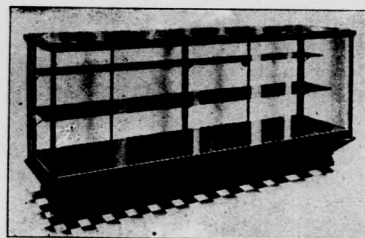
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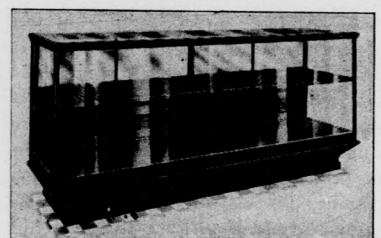
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Saginaw Valley

great bean raising country. William Reardon, of Midland, spoke on bean testing, Henry A. Carr, of Saginaw, on organization, and Dell Mansfield, of Remus, on business courtesy. In a discussion upon the advisability of continuing the lending of bags to farmers, the practice came in for general denunciation and a resolution was adopted calling for a conference with the State Association upon the subject. Officers were elected as follows:

- President—P. L. Perkins, Merrill.
- Vice-President—Dell Mansfield, Remus.
- Treasurer—H. E. Chatterton, Mt. Pleasant.
- Secretary—V. P. Cash, Riverdale.

Business Notes.

The Merchants' Wholesalers' and Manufacturers' Association will have a fourth automobile trip before September 1, taking in the territory west of Saginaw, the towns and cities to be visited including the following: Hemlock, Merrill, Wheeler, Breckenridge, St. Louis, Alma, Ithaca, North Star, Ashley, Fenmore, Chapin, Oakley, Chesaning, Fergus, St. Charles and Brant.

Encouraging news comes from the Pere Marquette as to freight movements. Business is picking up every day, with excellent prospects ahead. The shops are working overtime to keep the equipment in repair and a large force of men is at work on large local improvements and new buildings are being erected, the outlook being far in advance of that of 1910, itself one of the best seasons recorded.

The Jackson-Church Co. is making extensive improvements on its property north of Bristol street, on the west bank of the river. A new steel foundry building was finished this spring, and now the concern has let a contract to Thomas A. Cresswell for filling with 8,000 cubic yards, the work to be done in sixty days, when machine and boiler shops will be erected on the ground adjoining the foundry, giving the firm one of the most complete and best constructed plants in the country.

Henry L. Geer, one of the best known insurance men in Michigan, died at his home in this city on Wednesday evening, aged 39 years.

G. W. Hubbard, with the M. W. Tanner Co. for the past twelve years, and a member of the Board of Directors of that well known concern, has retired to go into partnership with E. B. Cole, at Lansing, Sept. 1. The Lansing house is a \$30,000 company, engaged in decorating and furnishing homes, handling all lines in connection and occupying a three story building with basement.

Leo Schroeder, Michigan Central Passenger Agent here, has been transferred to Detroit as city ticket agent in the Detroit Opera House block. M. S. Hatch, Battle Creek, is his successor.

Business visitors for the week include B. W. Quigley, Midland; Geo.

Rupprecht, of Rupprecht & Duering, Frankensmith; Robert Kostoff, Reese; J. C. Malone, Burt; W. E. Allen, Bancroft; B. Wineman, Flint; L. G. Howell, Oakley.

Stengil Bros., for many years engaged in the meat business in this city, wholesale and retail, filed a voluntary petition in bankruptcy Monday with George T. Marston, referee in bankruptcy at Bay City. Egbert H. Patterson, Register of Deeds for Saginaw county, has been appointed received. J. W. Brady.

Home Process of Dry Cleaning.

There are ways of practicing dry cleaning at home by those who have more time than money to spend in making their garments presentable. The process is simple enough, although it is a little troublesome in that it demands care and close attention to details.

For instance, to cleanse a woolen or cotton gown, shake and brush it well first to insure its being freed from superfluous dust.

Then put it into a tub and rub it with buckwheat flour which has been slightly salted. Have plenty of the meal and rub the dress in it as you would in soapy water, paying especial attention to the dirtiest parts and rubbing them well between your hands with the meal.

You will be astonished to see how dirty this will be after the rubbing process is ended.

Shake out the garment, empty the tub, put the dress in it again and rub in fresh meal. Cover it with this; put a cover on the tub and leave untouched for three days.

Take out the dress, shake it again and brush it with a clean brush broom until it is entirely free from the meal. White furs may be cleansed in the same way, but if cleaning a fine material like cashmere or silk use something like coarse meal. For easily injured fabrics try block magnesia.

The treatment is a little more tender. Do not rub the silk between the hands as the heavier goods. Instead of that rub the block magnesia into it gently, rubbing the application on both sides of the goods.

Lay it away carefully where it will be protected from the dust and leave it untouched for several days. After it has been well shaken and brushed it ought to look as well as if it had been through the hands of the professional cleanser.

To return to the dry cleansing: For rather coarse fabrics cornmeal can be used instead of the buckwheat meal, but for the more delicate goods those who feel they can not afford block magnesia or borax talcum may try ordinary wheat flour.

While dry cleaning at home is admirable in its results there are sometimes delicate waists and the like which can not be submitted to the required rubbing without injury. In such cases one who can not afford to send her garments to a professional should try the effects of gasoline.

Before putting the article to be cleaned into the gasoline bath it should be very carefully inspected for grease spots and stains. These the

gasoline is not pledged to remove. Apply block magnesia or French chalk to grease spots, sponge stains with alcohol or ammonia and be sure that the spots are gone before putting the garment into the gasoline.

Have plenty of gasoline on hand and conduct operations in a room without a fire. If you can work out of doors, so much the better. Such a caution would seem unnecessary, but the daily papers furnish too many tales of catastrophes from the careless use of gasoline to make a warning needless.

Pour your generous supply of gasoline into the vessel in which you wish to do your cleaning and put the soiled articles into it. Cover and leave it a few minutes and then souse the article up and down in the fluid for several minutes. Never rub the goods while in the gasoline, but continue to dip it up and down until you can see from the dirt gathering in the bottom of the vessel that much of the soil has been removed. Hang the garment to dry without wringing or squeezing it.

If you are of an economical turn you will pour the gasoline carefully off the dirty sediment in the bottom and put it away to use as the first rinsing medium for some delicate article.

Let it stand for ten minutes or so before pouring it off, keeping it covered, as it evaporates quickly. Put

in a tightly corked bottle and set in a place away from the fire.

Sometimes an article is so dirty that it requires a second gasoline treatment. In that case use fresh fluid, not that in which it has been dipped.

Feathers may be washed in gasoline in the same manner as other articles, but after they are dry they should be held in the steam of boiling water and then dried in a hot oven or over a heated radiator. This process will restore the curl to the feathers. Edna Barton.

A ship recently came to Boston bearing a cargo valued at \$1,500,000. It was a big freighter and carried teas, spices, camphor, curios, wool, hides, tin, copper, cassia and fire-crackers. The Afghan Prince left New York last February and since then has traveled 36,000 miles, going to Japan and Vladivostock with her outward cargo and returning to Yokohama, to begin loading for Boston and New York. The freight was picked up at stations in China, Japan and the straits Settlements and was one of the richest cargoes ever brought into a United States port.

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 Directors—H. P. Goppelt, Saginaw; F. L. Day, Jackson; W. J. Devereaux, Pt. Huron; John D. Martin, Grand Rapids; C. H. Phillips, Lapeer; I. T. Hurd, Davison.

Grand Council of Michigan, U. C. T.
 Grand Counselor—George E. Craw, Petoskey.
 Junior Counselor—John Q. Adams, Battle Creek.
 Past Grand Counselor—C. A. Wheeler, Detroit.
 Grand Secretary—Fred C. Richter, Traverse City.
 Grand Treasurer—Joe C. Wittliff, Detroit.
 Grand Conductor—E. A. Welch, Kalamazoo.
 Grand Page—Mark S. Brown, Saginaw.
 Grand Sentinel—Walter S. Lawton, Grand Rapids.
 Grand Chaplain—Thos. M. Travis, Petoskey.

Executive Committee—James F. Hammell, Lansing; John D. Martin, Grand Rapids; Angus G. McEachron, Detroit; James E. Burtless, Marquette.

One Cannot Always Judge by Appearances.

Written for the Tradesman.

Two city salesmen on the seat just back of mine were "talking it over," after the manner of city salesmen, so that I couldn't help hearing and becoming interested in what they were saying.

"Isn't it funny," said one of them, "how some merchants can succeed in selling a lot of goods in some dinky, little store in some out-of-the-way place?"

"Four weeks ago to-day I dropped in on a fellow by the name of Blink, down at the corner of Fifteenth and Brighton. You know that part of the town. They set the garbage cans out on the front of the houses down there and at night the dogs and the tomcats make things lively for the people who live there.

"Well, this Blink has a little hole-in-the-wall where he sells ready-to-wear clothing and haberdashery. And every time I have seen Blink he looks as if he needed a shave, a haircut, a bath and a change of linen. Really I wouldn't like to talk to Blink in a close room on a hot day—not unless I was close to an open door or window.

"Well, the first day Blink told me to come back in a week; that he was pretty busy just then and not needing anything in particular. The following Thursday I went back. 'Nothin' doin',' said Blink, 'come back next Thursday.' Now it made me hot to be put off in that way, but the next Thursday I hot-footed it down there again; and would you believe it, he said: 'Say, you come in next Thursday and I'm a son-of-a-gun if I don't give you an order.' I told him I thought that was a queer way to treat a salesman who had come in good faith expecting some sort of an order, but I couldn't budge him. He simply shook his head and kept on

saying, 'You come next Thursday and I will give you an order.'

"Now," continued the speaker, "although I get awfully angry inside sometimes, I have found that it is a blame bad thing to let your anger appear on the outside. It takes a whole lot of salving to get business nowadays. So I kept my temper and the next Thursday—and for the fourth time—I dropped in on that storekeeper.

"Now," said my party, 'show me them samples what you got.' I opened up my sample case and got out my order book. If I had been pestered before, I was certainly surprised now. To make a long story short, that geesser gave me an order for four hundred and fifty dollars' worth of goods, and I didn't expect to sell him more than fifty dollars' worth of stuff at the outside! Think of it! And in that little joke-of-a-shop!

"Knowing so many of these fellows do a hand-to-mouth business, I began to get a little leary of his credit, especially when he began asking for my best dating; so I was minded to make a few indirect enquiries.

"Yes," he said, 'business was good.' He was 'getting lots of business; much more business than vor I expected ven I open up here,' and so forth, he told me that he was building a new house out at Ft. L— (a swell suburb of the city).

"What part of Ft. L—?" I enquired. "'On Mt. Pleasant avenue,' he said, simply. And that, you know, is pretty much given up to the high brows.

"Gee," I said, 'I bet that property cost you something.' And he chuckled.

"Tree thousand dollars for the lot and the house will cost me seven thousand ven finished,' he said.

"And then I gave him the best dating I could. He told me that he had paid cash for the lot, and that the builder would be paid cash when the property was ready for occupancy.

"Now what d'you think of that?" asked the speaker.

This little incident shows that you can not always judge a man's buying capacity by his outward appearance. Sometimes you can, of course; but then again sometimes you can not.

I have known salespeople in clothing stores to assume a very superior and snobbish air when some tough looking customer appeared in the doorway. The wink would pass from one salesman to another and I have known such salesman to make a serious mistake by too hasty judgment.

I knew a rich, but extremely eccentric, old farmer Down South who

dressed like a member of the hobo cult. Positively he was a fright! His old, faded, frayed-out overcoat was frequently absolutely buttonless in midwinter; and I have seen him secure it to his body by some four feet of common manila rope brought around and tied in front; When he died he left an estate conservatively valued at \$600,000! When he first appeared in the clothing store of that little town one assanine little clerklet snubbed him. When, a few months later, his family arrived, there was a daughter—pretty, accomplished and popular from the minute she came to our town. That young clerk, along with a lot of the boys in our town, was desperately in love with the girl. But the old man (who never forgot an insult) refused to let him come on the premises. And the girl shared her father's dislike. She loved her father in spite of his eccentricities.

So that young chap not only lost a customer for the store, but he lost a mighty good chance to become the son-in-law of an old gentleman worth \$600,000. Bad business, wasn't it?

It is always bad business to be anything other than a perfect gentleman in your treatment of patrons of the store.

Chas. L. Philips.

Traveling Man's Initial Trip Toting a Grip.

Fred Ellinwood, the Western representative of an Eastern shoe manufacturer, was seated at the desk in his Chicago office on one of the upper floors of a large office building, when in walked his old friend, "Joe" Thompson. Fred jumped up excitedly and as he grasped Thompson's hand he was saying, "Hello, Tommie, old boy, I haven't seen you in five years! How are you?" Without waiting for an answer, he ushered his friend over to a chair, and then jumping up on the edge of the table and looking at his old pal with joy and admiration, he started the conversation, which consisted of questions and answers regarding what each had been doing in the past few years, bits here and there about friends of other days and old familiar places and incidents of the long ago. In the course of the conversation Fred asked the question: "What are you doing now, Tommie?"

Tommie looked thoughtful for an instant and then he smiled and said: "Piecing out."

"Pardon me; I don't get you," said Fred, wonderingly.

"Piecing out," Tommie repeated. "You see, I was selling the retail drug trade for Swishback & Nagle but I ran against the breakers and the stuff was off. Now I'm piecing out—piecing out my money until I get a job selling battleships or some other soft thing. I've just returned from a trip to the Thousand Islands and, believe me, I could be induced to accept a high-salaried position with congenial employment.

"All right," replied Fred, "I'll make a shoe salesman out of you, but not to-day; we have too many important things to talk about to bother with mere business matters. Sit still just a minute until I get these orders out

and then we'll look around town a bit."

Two weeks afterward Tommie was bound for Southern Illinois, his sample case in the baggage car ahead, his brain crowded full of facts about men's fine Goodyear welts. He made his first stop at Southport (not on the map), and when he walked into the largest shoe store in town and asked for the proprietor he was directed toward the rear of the sales room.

The owner had some real estate interests in addition to his shoe business and the importance of his position was emphasized by the fact that his private office was within a big wire cage. Outside the cage, and far enough away to leave ample space for a table, and chair, was a rail with a lattice work of heavy braces underneath, ostensibly to prevent any one from jumping over it. The whole rear of the store had a forbidding and ominous appearance. The only thing it lacked was a big, ferocious bulldog.

H. J. Blackburn was a big, square-jawed man with gray hair and heavy brows. He could look like an approaching thunder storm with lightning flashes ready to shoot forth from his eyes. He was reading a letter from a delinquent tenant when Tommie came up to the rail. With keen perception he took in the situation at a glance. He bowed politely to the stenographer seated at the table just inside the rail and said "Good morning." He presented his card and requested an interview with Mr. Blackburn. The young lady took the card falteringly and volunteered the information that Mr. Blackburn was very busy. "That's all right," replied Tommy, persuasively, "just hand him my card."

The girl entered the cage and Mr. Blackburn grabbed the card from her hand much as a lion would grab a piece of meat. He tore it in two pieces without looking at it and threw it in the waste basket. He never uttered a word, but went on with his reading.

The girl hesitated a moment and then walked out. She blushed with embarrassment as she told Tommie that Mr. Blackburn was evidently too busy to see him. Tommie had been looking through the screen and he knew what happened to his card. He explained to the stenographer that he was short of cards and asked her to get his card back from Mr. Blackburn. "All right," replied the young lady, and she smiled. Tommie's eyes

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.

twinkled appreciation, but he was afraid to smile for fear Blackburn would see him.

The stenographer went back into the cage and said: "Mr. Blackburn, the gentleman says he is short of cards and would like his card back." Blackburn was dumbfounded for a moment. He turned and glared at Tommie. Then he reached into his pocket and brought out a nickel and growled: "Here, give him that."

The girl brought the nickel to Tommie and explained the circumstances. Thereupon Tommie pocketed the coin and opening his card case he took out another card which he handed to the girl, saying: "Here give him this. They are two for a nickel." The girl followed instructions, Blackburn looked at the card and especially at the name in the lower left hand corner. He turned and stared at Tommie through the screen.

Tommie looked straight at Blackburn and when he was sure he had caught his eye he smiled and then Blackburn laughed and, turning to the girl, said: "Send that smart Aleck in here."

Nominating Speech Delivered by W. D. Watkins.

In the Northern section of our country, surrounded by its Great Lakes, lies Michigan, whom we, its representatives, at least, consider a great State; great in its natural resources; great in its diversified industries; great in its climate; great in the number of traveling representatives within its boundaries, but greatest of all, in the ratio of United Commercial Travelers to the whole number of commercial men.

Twenty years ago the first council was established in our State and since that time we have had a gradual growth until, at our last Grand Council meeting, we numbered nearly 2,500 loyal and enthusiastic United Commercial Travelers. During the past few years our growth has been by leaps and bounds. This has been brought about by the energy and enthusiasm of a few. Their enthusiasm begot enthusiasm, until, as we see it to-day, our future growth is only limited by the number of commercial men within our jurisdiction.

We are one of the oldest jurisdictions. It has been many years since we have had a representative in the Supreme Council, and that grand old man, known and loved by many of you here, was cut down by the Grim Reaper as he was about to assume the highest position.

We come to you to-day, not with a demand but as petitioners, that our loyalty may be recognized and our enthusiasm increased by giving us an office within your ranks.

We have several men well fitted for this position, but the eyes of the whole State have centered upon one who is the unanimous choice of every council and every councilor, a brother who is a traveling salesman in its highest sense, endowed by nature with all the qualifications of a man, honest, thorough, conscientious, progressive, yet with an element of conservatism that restrains him from becoming radical; one who has been a loyal and

enthusiastic worker in the order and who has passed through all the offices from the lowest to the highest with honor to his Council and merit to himself.

This man in whom Michigan places her faith, and whom we place in nomination for Supreme Sentinel is Frank S. Ganiard. Frank by name and frank by nature. Those who know him best respect and love him most.

To you, older jurisdictions than ours, Ohio, Indiana, New York and Kentucky, we appeal for your support on account of pleasant memories of the past. To you, newer jurisdictions, North, South, East and West, we appeal for the heritage we give you for the future. To you, Supreme Councilors all, we appeal for your support, that by your votes you may give us this distinction, so that we may place the laurel wreath upon his brow and flash back the intelligence to scores of anxious and waiting travelers. Then a wave of enthusiasm will spread over our State from lake to lake, from its southern boundaries to the Iron and Copper Country of the North. You will give to us a coveted honor, and we, in turn, will give to you a man eminently qualified to fill any position which you in after years may deem best to advance him to.

Gentlemen, this will be genuine reciprocity.

Annual Picnic of the Traverse City Travelers.

Traverse City, Aug. 15—Traverse City U. C. T. Council, No. 361, held its fifth annual picnic at Torch Lake, Alden, Saturday, Aug. 12. One hundred and fifty travelers and their families and friends left over the P. M. at 8 a. m., arriving at our destination one hour later. We were met at the depot by President Chas. A. Coy and a number of Alden's business men and a band, which escorted us to President Coy's private grove overlooking beautiful Torch Lake. Mr. Coy also turned over to us his private residence for our convenience. After arriving at the grove the key of the city was turned over to our Senior Counselor, Wm. S. Godfrey, with the assurance that the city was ours for the day. Mr. Armstrong and Mr. Higgings also assured us that nothing was too good for the traveling men and requested us to make their places our headquarters. Immediately unpacking buckets began, which was in charge of the Committee.

Sports were next in order and the following were the prize winners:

Girls' race, age 9 to 12—Beatrice Willson.

Girls' race, age 5 to 7—Fern Willson.

Plump ladies' (not too plump) race—Mrs. Freeman.

Ladies', free for all—Mrs. A. Williams.

Little boys', free for all—Russel Willson.

The fat men's race, between Frank Wilson and Wm. E. Sheeler, was won by Mr. Wilson, but Mr. Sheeler now claims that Mr. Wilson tripped him.

U. C. T., free for all, members—Fred C. Richter.

The ball game followed, between

Flaggert's Reds and White's White Sox, the former team winning by a score of 9 to 7. Batteries: Flaggert and Bonhill, White, Fitzgerrald and Thacker. Archie Jourdan features with stick work. The above are the two leading U. C. T. teams of Traverse City.

Dinner was then enjoyed, being spread on large tables.

Boat racing took up the afternoon entertainment, it being regatta day, which was enjoyed by all.

The Mayer Shoe Co., of Milwaukee, offered a pair of ladies' shoes to the lady guessing the nearest number of peanuts in a quart, which was won by Beatrice Wilson.

Boating was enjoyed the remainder of the afternoon.

Members from Petoskey, Manistee, Milwaukee, Ft. Wayne, Chicago and Minnesota spent the day with us.

We all left late in the afternoon, feeling that Alden is the right spot for a picnic and that Alden citizens are of the right sort. We take this opportune time to express hearty thanks to this city and its people, especially so to Messrs. Coy, Armstrong and Higgings. We were glad we went.

Fred C. Richter.

News and Gossip of the Traveling Boys.

Neil Livingston, of Traverse City, overslept at Ellsworth last week and, in consequence, was unable to attend the Farmers' picnic on Traverse City day. Take a little exercise, Neil.

Erskine McLeish, who has been spending his vacation at Heck's Corners, has returned to work.

V. C. Schrieder, or Uncle John D., of this city, is spending a few weeks at Alden with his family.

E. A. Stowe, who sells literary lore and N. & G. of T. T. B., was in Traverse City last week.

C. C. Nevers is now a member of No. 131, having climbed the pole and received proper credentials at the last meeting.

A. F. Smith (Happy Lon) has gone into the chicken business. He now has a large flock of mongrels, consisting of five chicks. Lon's specialty, as usual, is broilers.

Frank Wickwam, the handsome salesman who is trying to make Balm of Almond famous, expects to import a demonstrator from Milwaukee soon. Frank is now carrying on a rapid fire special delivery correspondence to this end. McGregor papers please copy.

Tom Travis, newly appointed Grand Chaplain of the U. C. T., has been hunting far and near for a prayer to be used on state occasions. We wish to suggest "Now I lay me down to sleep," etc., with our compliments. Bill Godfrey has added Hart and Pentwater to his territory. This is mighty tough on Bill, as it compels him to work until Wednesday night of each week.

Fred Croninger and family attended a chicken dinner near Lowell Sunday. On the return trip his auto broke down. Some say that they ate so much dinner the auto could not carry the load back. Others say Fred wore the tires out looking for a drink.

Harry Hydorn and his side partner, Hans, are liable to get in the toils if they are not careful peddling vegetables without a license. To see them coming to town would make a picture fit for the front page of a comic journal. Harry is larger than the horse and Hans is larger than the wagon.

Clint Furtney is liable to get shot for a burglar should a new man patrol the beat. Contributed by Malc. Winnie.

Don't forget the U. C. T. picnic to be held at Manhattan Beach August 26. Kindly bring an extra large lunch, as Walter Lawton and Wilbur Burns will be there.

U. C. T. meets first Saturday of each month. Ask the boys.

Ray Thacker, of Traverse City, was in town this week.

Harry Hydorn: Would refer you to Mr. Randall. He will tell you whether the Tradesman Company will take summer squash in exchange for subscriptions.

Reader: The last time the U. C. T. ball team won a game was June 9 at Muskegon. The score Sunday was, Ionia, 8; U. C. T., 2. Must have been rotten umpiring again.

Howard Rutka is very absent minded of late. He bought a ticket to Holland and tried to ride through to Benton Harbor on it. Sometimes it pays to be absent minded, but not in this instance. J. M. Goldstein.

Steinberg Bros. Not Incorporate.

Traverse City, Aug. 15—We sent you a day letter this noon relative to an item in your last week's issue stating that Steinberg Bros. had merged their business into stock company under the style of the Men's Fashion Shop, calling your attention to the fact that this item was incorrect, inasmuch as in the incorporation of the Men's Fashion Shop will have no effect whatever upon the business of Steinberg Bros., each being a separate business and independent of each other.

The incorporators of the Men's Fashion Shop are J. H., A. and L. Steinberg and Fred A. Sessions, and the store at 124 East Front street, formerly occupied by Frank F. Kafka, is to be the home of the new store, which will open about Sept. 15 or shortly thereafter.

We trust you will correct report in your paper of this week's issue, so as to avoid misunderstanding by the general public. Steinberg Bros.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, Aug. 16—Creamery, 22@26½c; dairy, 20@24c; poor, all kinds, 14@18c.

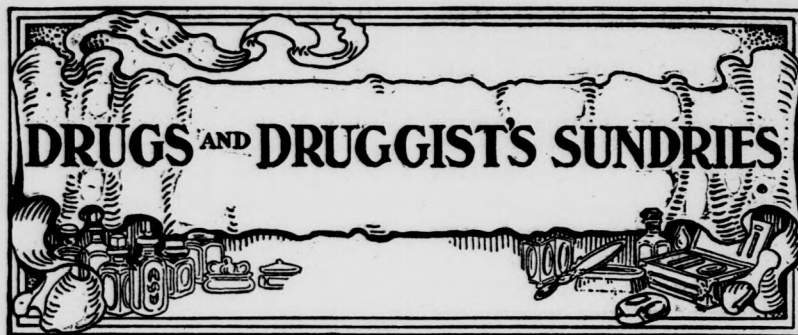
Eggs—Fancy, candled, 21@22c; choice, 19@20c.

Live Poultry—Fowls, 14@15c; ducks, 14@16c; turkeys, 12@14c; broilers, 15@17c.

Beans—Marrow, \$2.50; medium, \$2.50; pea, \$2.50; red kidney, \$3.25; white kidney, \$2.65.

Potatoes—New, \$2.75@3 per bbl. Rea & Witzig.

A. E. McGuire continues to improve and hopes are entertained for his prompt recovery.



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. Fanckboner.
 Secretary—Wm. H. Tibbs.
 Treasurer—Rolland Clark.
 Executive Committee—Wm. Quigley, Chairman; Henry Riechel, Theron Forbes.

Pharmacopoeial Tests Made in a Test Tube.

In the tests considered, some tests are included which require other apparatus than the test tube, but only such as is found in any moderately equipped drug store. In addition to the test tube there may be required an ordinary prescription balance, mortar, graduate, litmus paper, a small evaporating dish, a gas burner or alcohol lamp and a water bath or some arrangement by which a temperature of boiling water may be maintained for a time.

To make the tests for boiling point, melting point, residue or ash, solubility, specific gravity, more apparatus is needed and also some chemical training.

Under the crude vegetable drugs the U. S. P. gives but few tests, and these are mainly limited to exudations, as acacia, aloes, balsam of peru, balsam of tolu, benzoin, copaiba and tragacanth. Sixty-nine tests are given under the drugs just enumerated, and fifty-eight of these, or 84 per cent., can be made with the use of the apparatus mentioned. (To demonstrate the ease with which these can be made the tests given under acacia were shown.) The tests given under the other exudations can be made with about the same ease.

Most of the tests given in the U. S. P. are given under the chemicals. Under the official acids there are about 349 tests, including the determination of specific gravity, solubilities in the different solvents and the estimation. Taking out the tests for

specific gravity, solubilities and estimations, and thirty-two other tests that the pharmacist can not make with the apparatus before referred to, there are 234, or 67 per cent., that he can make. In all, about 218 tests are given under the potassium salts. Of this number about 169, or 75 per cent., can be made without extra apparatus. In case of other chemicals a similar proportion exists.

As hydrochloric acid is one of the most commonly used acids the tests given under it were shown.

Gallic and tannic acids are somewhat similar. They can be readily distinguished by (1) their solubility in water; (2) by adding some lime water to about a 1 per cent. solution, gallic acid gives a precipitate which redissolves at first while tannic acid gives a precipitate which does not redissolve; (3) tannic acid gives a precipitate with a solution of alkaloidal salts, as quinine sulphate, while gallic acid does not.

Citric and tartaric acids are similar but can be distinguished by adding a strong solution of potassium acetate to strong solutions of the acids, tartaric acid giving a precipitate of cream of tartar and citric acid giving no precipitate.

Three substances brought into greater prominence by the pure food and drug law are acetanilid, acetphenetidin and antipyrin, the first two having to be declared on the label. When separate these can easily be distinguished: 1. Heating with potassium or sodium hydroxide solution, then adding chloroform, gives a disagreeable odor of phenyl isocyanide in case of acetanilid but not with either of the others. 2. Adding bromine water to about 1/2 per cent. solution gives a precipitate with acetanilid but not with the others. 3. Adding nitric acid to acetanilid gives no color, phenacetin gives a yellow at once and antipyrin slowly gives a red. 4. Boiling with concentrated hydrochloric acid, diluting with water and adding a drop of a solution of chromium trioxide gives a red color with phenacetin but not with the others. 5. Adding a solution of ferric chloride to about a 1/2 per cent. solution gives a red color with antipyrin but not with the others. 6. Adding dilute sulphuric acid and sodium nitrite to a solution of antipyrin gives a green color, but acetanilid and phenacetin give no color.

Wood or methyl alcohol has been substituted for grain or ethyl alcohol. This can be detected by oxidizing with a red hot copper wire, boiling off the acetaldehyde, adding a drop of a very dilute solution of resorcin

and then pouring this carefully upon some concentrated sulphuric acid without mixing. A red ring at the junction of the two liquids shows the presence of methyl alcohol.

Sometimes cresol and phenol are sold for wood creosote. These can be distinguished by these tests: 1. Adding a dilute solution of ferric chloride to an aqueous solution of creosote gives a violet which immediately turns brown and becomes turbid; with cresol a blue with a slight tinge of purple is given, and with phenol a violet color is obtained. 2. Having mixtures of equal volumes of creosote and glycerin, cresol and glycerin, and phenol and glycerin, and adding one-fourth of a volume of water the creosote mixture is made turbid but not the other two mixtures; adding one volume of water gives a turbidity with the cresol mixture but not the phenol; adding three volumes of water does not precipitate the phenol mixture.

Calomel and ammoniated mercury are both heavy white powders, but the latter is much more poisonous. If each is shaken separately with acetic acid and filtered, the filtrate from the calomel will not give a precipitate with hydrogen sulphide or silver nitrate, but the filtrate from the ammoniated mercury will.

Mercury with chalk sometimes contains the black mercurous oxide on account of oxidation. This is shown by treating with an excess of acetic acid, filtering and adding hydrogen sulphide.

The solution of ferric chloride, and consequently the tincture of ferric chloride, often contains nitric acid and ferrous chloride. The nitrate is detected by mixing the solution with sulphuric acid, cooling and adding a solution of ferrous sulphate so that the liquids are not mixed. A brown ring at the junction of the liquids indicates the nitric acid. The ferrous salt is detected by adding a solution of potassium ferricyanide, ferric chloride giving a brown and ferrous salt present giving a blue to a green.

Cream of tartar should dissolve in ammonia water. A sample bought from a grocery did not dissolve and further examination showed a large percentage of starch.

E. A. Ruddiman.

White Arsenic in Spain.

In Northwestern Spain there are several mines of arsenic pyrites from which white arsenic is now being manufactured. The principal mine, the St. Jose, is located near Castro del Rey, where the following method of manufacturing the arsenic is employed:

The first operation, after the pyrites are mined, is the thorough pulverization of the ore in a crushing machine, which reduces the lumps of mineral to the size of one-fifth of a cubic inch. It is then passed through a hopper, which carries it to the furnaces. These consist of a revolving cylinder 29 feet in length and 5 feet in diameter, whose interior is protected by refractory bricks laid projectingly in the form of a spiral, so that the mineral may pass slowly along its entire length and be continually exposed to the action of the

heat. One of the ends of the cylinder fits into the fire pit and the other end into a condensing chamber, which in turn is connected with a series of ten other chambers, arranged in zig-zag fashion, which completes the required system of accumulation.

During the operation the gases given off are mostly of arsenic acid. These pass through the series of chambers, each of which is divided into various compartments and are thereby condensed, depositing upon the walls of the compartments the white powdery substance called arsenic floss. This article is then gathered from the various chambers, but in its actual state is not marketable on account of its color, which is dark gray. In order to whiten and refine the powder it is necessary to submit it to a second treatment, which takes place in a smelting furnace connected with a series of chambers similar to that used in the first treatment, the result of which is pure white arsenic. This is then pulverized, sifted, and packed for exportation. These two series of chambers are connected with the chimney by an underground gallery, 250 feet in length, laid according to the slope of the mountain upon which the factory is located.

The composition of the mineral used in this process is shown by analysis to be as follows: Sulphur of lead (galena), 4 per cent.; antimony, 2 per cent.; mispickel, 30 to 40 per cent.; silver, 400 grams.; and gold, 5 grams per ton.

Easy Job of the Country Editor.

We apologize for all mistakes made in former issues and say they were inexcusable, as all an editor has to do is to hunt news and clean the rollers and set type, sweep the floor and pen short items and fold papers, and make the paste, and mail the papers, and talk to visitors, and distribute type, and carry water, saw wood and read the proofs, and talk to visitors, hunt the shears with which to write editorials, and dun delinquents, and take cussings from Tom, Dick and Harry, and tell your subscribers that we must have money—we say that we have no business to make mistakes while attending to those little matters and getting our living on hoppertail soup flavored with imagination, wearing old shoes and no collar and a patch on our pants and obliged to turn a smiling countenance to the man who tells us our paper isn't worth a dollar anyhow, and that he could make a better one with his eyes shut. The editor's life is one damn thing after another. — Gordondale (Texas) Democrat.

For Bottles Marked Poison.

Put common pins in the corks, sticking them into the bottom and allowing the points to protrude beyond the corks. After doing this you will never pick up such a bottle—even in the dark.

The Drug Market.

Opium—Has advanced 25c a pound.
 Cod Liver Oil, Norwegian — Is higher.
 Oil Lemon—Has advanced.
 Oil Spearmint—Has advanced.

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

- Spices
- Beans
- Brick Cheese

DECLINED

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Brushes	1
Butter Color	1
Candles	1
Canned Goods	1-2
Canned Meats	1
Carbon Oils	2
Catsup	2
Cereals	2
Cheese	2
Chewing Gum	3
Chicory	3
Chocolate	3
Cider, Sweet	3
Clothes Lines	3
Cocoa	3
Coffee	3
Confections	4
Crackers	4
Cream Tartar	6
Dried Fruits	6
Farinaceous Goods	6
Fishing Tackle	6
Flavoring Extracts	6
Flour	7
Fresh Fish	7
Fruit Jars	7
Gelatine	7
Grain Bags	7
Grains	7
Herbs	8
Hides and Pelts	8
Horse Radish	8
Jelly	8
Jelly Glasses	8
Maple	8
Mince Meats	8
Molasses	8
Mustard	8
Nuts	4
Olives	8
Pipes	8
Pickles	8
Playing Cards	8
Potash	8
Provisions	8
Rice	9
Salad Dressing	9
Saleratus	9
Salt Soda	9
Salt	9
Salt Fish	9
Seeds	9
Shoe Blacking	10
Snuff	10
Soap	14
Soda	10
Soda	10
Spices	10
Starch	10
Syrups	10
Table Sauces	10
Tea	10
Tobacco	10
Twine	11
Vinegar	11
Wicking	11
Woodenware	11
Wrapping Paper	12
Yeast Cake	12

1		2	
ARCTIC AMMONIA			
12 oz. ovals	2 doz. box	75	
AXLE GREASE			
Frazer's			
1lb. wood boxes,	4 doz.	3 00	
1lb. tin boxes,	3 doz.	2 35	
3 1/2 lb. tin boxes,	2 doz.	4 25	
10lb. pails,	per doz.	6 00	
15lb. pails,	per doz.	7 20	
25lb. pails,	per doz.	12 00	
BAKED BEANS			
Beutel's Michigan Brand			
Baked Pork and Beans			
No. 1, cans,	per doz.	45	
No. 2, cans,	per doz.	75	
No. 3, cans,	per doz.	85	
1lb. can,	per doz.	90	
2lb. can,	per doz.	1 40	
3lb. can,	per doz.	1 80	
BATH BRICK			
English		95	
BLUING			
Sawyer's Pepper Box			
Per Gross			
No. 3, 3 doz. wood bxs	4 00		
No. 5, 3 doz. wood bxs	7 00		
Sawyer Crystal Box			
Blue		4 00	
BROOMS			
No. 1 Carpet	4 sew	4 00	
No. 2 Carpet	4 sew	3 75	
No. 3 Carpet	3 sew	3 50	
No. 4 Carpet	3 sew	3 25	
Parlor Gem		4 50	
Common Whisk		1 10	
Fancy Whisk		1 35	
Warehouse		4 50	
BRUSHES			
Scrub			
Solid Back, 8 in.		75	
Solid Back, 11 in.		95	
Pointed Ends		85	
Stove			
No. 3		90	
No. 2		1 25	
No. 1		1 75	
Shoe			
No. 8		1 00	
No. 7		1 30	
No. 4		1 70	
No. 3		1 90	
BUTTER COLOR			
Dandelion, 25c size		2 00	
CANDLES			
Paraffine, 6s		8	
Paraffine, 12s		8 1/2	
Wicking		20	
CANNED GOODS			
Apples			
3lb. Standards		@1 00	
Gallon		3 20@3 50	
Blackberries			
2 lb.		1 50@1 90	
Standards gallons		@5 00	
Beans			
Baked		85@1 30	
Red Kidney		85@95	
String		70@1 15	
Wax		75@1 25	
Blueberries			
Standard		1 30	
Gallon		6 50	
Clams			
Little Neck, 1lb.	1 00@1 25		
Little Neck, 2lb.		@1 50	
Clam Bouillon			
Burnham's 1/2 pt.		2 25	
Burnham's pts.		3 75	
Burnham's qts.		7 50	
Cherries			
Corn			
Fair		90@1 00	
Good		1 00@1 10	
Fancy		@1 45	
French Peas			
Monbadon (Natural)			
per doz.		2 45	
Gooseberries			
No. 10		6 00	
Hominy			
Standard		85	
CANNED MEATS			
Lobster			
1/2 lb.		2 40	
1lb.		4 25	
Picnic Tails		2 75	
Mackerel			
Mustard, 1lb.		1 80	
Mustard, 2lb.		2 80	
Soused, 1 1/2 lb.		1 80	
Soused, 2lb.		2 75	
Tomato, 1lb.		1 50	
Tomato, 2lb.		2 80	
Mushrooms			
Hotels		@ 16	
Buttons, 1/2 s		@ 14	
Buttons, 1s		@ 23	

3		4		5	
CHEWING GUM					
Adams Pepsin	55	CONFECTIONS		Sweet Goods	
American Flag Spruce	55	Stick Candy		Animals	
Beam's Pepsin	55	Standard		Atlantics	
Best Pepsin	45	Standard H H		Atlantic, Assorted	
Best Pepsin, 5 boxes	55	Standard Twist		Avena Fruit Cakes	
Black Jack	55	Jumbo, 32 lb.		Beauty Bar	
Largest Gum (white)	55	Extra H H		Bonnie Doon Cookies	
O. K. Pepsin	45	Boston Cream		Bonnie Lassies	
Red Robin	55	Big stick, 30 lb. case		Brittle	
Sen Sen	55	Mixed Candy		Brittle Fingers	
Sen Sen Breath Perf.	1 00	Grocers		Bumble Bee	
Spearmint	55	Competition		Cadets	
Spearmint, jars 5 bxs	2 75	Special		Cartwheels Assorted	
Yucatan	55	Conserve		Chocolate Drops	
Zeno	55	Royal		Chocolate Drp Centers	
CHICORY					
Bulk	5	Ribbon		Choc. Honey Fingers	
Red	7	Broken		Circle Honey Cookies	
Eagle	5	Cut Leaf		Cracknels	
Frank's	7	Leader		Cocoanut Taffy Bar	
Schener's	6	Kindergarten		Cocoanut Drops	
Red Standards	1 60	French Cream		Cocoanut Macaroons	
White	1 60	Star		Cocoanut Hon. Fingers	
CHOCOLATE					
Walter Baker & Co.'s					
German's Sweet	22	Hand Made Cream		Coffee Cakes	
Premium	31	Premio Cream mixed		Coffee Cakes, Iced	
Caracas	31	Paris Cream Bon Bons		Crumplets	
Walter M. Lowney Co.					
Premium, 1/4 s	30	Fancy—in Pails		Dinner Biscuit	
Premium, 1/2 s	30	Gypsy Hearts		Dixie Sugar Cookies	
CIDER, SWEET					
"Morgan's"					
Regular barrel 50 gal	10 00	Coco Bon Bons		Domestic Cakes	
Trade barrel, 28 gals	5 50	Fudge Squares		Eventide Fingers	
1/2 Trade barrel, 14 gal	3 50	Peanut Squares		Family Fingers	
Boiled, per gal.	60	Sugared Peanuts		Fig Cake Assorted	
Hard, per gal.	25	Salted Peanuts		Fig Newtons	
CLOTHES LINES					
per doz.					
No. 40 Twisted Cotton	1 30	Starlight Kisses		Floral Cakes	
No. 50 Twisted Cotton	1 30	Lozenges, plain		Fluted Cocoanut Bar	
No. 60 Twisted Cotton	1 60	Champion Chocolate		Frosted Creams	
No. 80 Twisted Cotton	2 00	Eclipse Chocolates		Frosted Ginger Cookie	
No. 50 Braided Cotton	1 00	Bureka Chocolates		Fruit Lunch Iced	
No. 60 Braided Cotton	1 25	Quintette Chocolates		Gala Sugar Cakes	
No. 80 Braided Cotton	1 85	Champion Gum Drops		Ginger Gems	
No. 60 Braided Cotton	2 25	Moss Drops		Ginger Gems, Iced	
No. 50 Sash Cord	1 60	Lemon Sours		Graham Crackers	
No. 60 Sash Cord	1 90	Imperial		Ginger Snaps Family	
No. 60 Jute	80	Ital Cream Bon Bons		Ginger Snaps N. B. C.	
No. 72 Jute	1 00	Red Rose Wafles		Round	
No. 60 Sisal	85	Auto Bubbles		Ginger Snaps N. B. C.	
Galvanized Wire					
No. 20, each 100ft. long	1 90	Fancy—in 5lb. Boxes		Hippodrome Bar	
No. 19, each 100ft. long	2 10	Old Fashioned Molasses Kisses 10lb. bx.		Honey Cake, N. B. C.	
COCOA					
Baker's	37	Orange Jellies		Honey Fingers Ass. Ice	
Cleveland	41	Lemon Sours		Honey Jumbles, Iced	
Colonial, 1/4 s	35	Old Fashioned Home-		Honey Jumbles, plain	
Colonial, 1/2 s	33	hound drops		Honey Flake	
Epps	42	Peppermint Drops		Household Cookies	
Huyler	45	Champion Choc. Drops		Household Cookies, Iced	
Lowney, 1/4 s	36	H. M. Choc. Drops		Imperial	
Lowney, 1/2 s	36	H. M. Choc. Lt. and		Jonnie	
Lowney, 1s	40	Dark, No. 12		Jubilee Mixed	
Van Houten, 1/4 s	12	Bitter Sweets, ast'd		Kream Klips	
Van Houten, 1/2 s	20	Brilliant Gums, Crya.		Lemon Gems	
Van Houten, 1s	72	A. A. Licorice Drops		Lemon Gems	
Webb	33	Lozenges, printed		Lemon Biscuit Square	
Wilber, 1/4 s	32	Lozenges, plain		Lemon Wafer	
Wilber, 1/2 s	33	Imperial		Lemona	
Wilber, 1s	32	Mottoes		Mary Ann	
COCONUT					
Dunham's per lb.					
1/4 s, 5lb. case	29	Cream Bar		Marshmallow Coffee	
1/4 s, 15lb. case	28	G. M. Peanut Bar		Cake	
1/2 s, 15lb. case	26	Hand Made Crms		Marshmallow Walnuts	
1s, 15lb. case	25	Cream Wafers		Medley Pretzels	
1/4 s & 1/2 s, 15lb. case	26 1/2	String Rock		Molasses Cakes	
Scalloped Gems	10	Wintergreen Berries		Molasses Cakes, Iced	
1/4 s & 1/2 s, pails	13 1/2	Pop Corn		Molasses Fruit Cookies	
Bulk, pails	12	Cracker Jack		Iced	
Bulk, barrels	11	Giggles, 5c pkg. cs.		Mottled Sandwich	
COFFEES, ROASTED					
Rio					
Common	16	Putnam Mental		Oatmeal Square	
Fair	16 1/2	Smith Bros.		Oatmeal Crackers	
Choice	17	NUTS—Whole		Orange Gems	
Fancy	17	Almonds, Tarragona		Penny Assorted	
Peaberry	19	Almonds, Drake		Peanut Gems	
Santos					
Common	17	Almonds, California		Pretzels, Hand Md.	
Fair	18	Brazil, soft shell		Pretzels, Hand Md.	
Choice	18	Filberts		Raisin Cookies	
Fancy	19	Cal. No. 1		Revere, Assorted	
Peaberry	19	Walnuts, soft shell		Rittenhouse Fruit	
Maracaibo					
Fair	19	Table nuts, fancy		Biscuit	
Choice	20	Pecans, medium		Royal Lunch	
Mexican					
Choice	19	Pecans, ex. large		Royal Toast	
Fancy	21	Pecans, Jumbos		Rube	
Guatemala					
Fair	20	Hickory Nuts, per bu.		Scalloped Gems	
Fancy	22	Ohio, new		Spiced Currant Cakes	
Java					
Private Growth	24@29	Cocoanuts		Spiced Ginger Cakes	
Mandling	30@34	Chestnuts, New York		Spiced Ginger Cks Iced	
Aukola	29@31	State, per bu.		Sugar Fingers	
Mocha					
Short Bean	24@26	Shelled		Sugar Cakes	
Long Bean	23@24	Spanish Peanuts		Sugar Crimp	
H. L. O. G.	25@27	Peanut Halves		Sugar Squares, large	
Bogota					
Fair	20	Walnut Halves		or small	
Fancy	22	Fiblet Meats		Sultana Fruit Biscuit	
Exchange Market, Steady		Alicante Almonds		Sunnyside Jumbles	
Spot Market, Strong		Jordan Almonds		Superba	
New York Basis					
Arbuckle	21 50	Peanuts		Sponge Lady Fingers	
Lion	21 00	Fancy H P Suns		Triumph Cakes	
McLaughlin's XXXX					
sold to retailers only, Mail all orders direct to W. F. McLaughlin & Co., Chicago.					
Extract					
Holland, 1/2 gro boxes	95	Roasted		Vanilla Wafers	
Felix, 1/2 gross	1 15	Choice, raw, H. P. Jumb-		Wafer Jumbles cans	
Hummel's foll, 1/2 gro.	85	bo		Waverly	
Hummel's tin, 1/2 gro.	1 43	CRACKERS		In-er Seal Goods	
National Biscuit Company					
Butter					
N. B. C. Sq. bbl. 6 bx	5 1/2	Soda		Albert Biscuit	
Seymour, Rd. bbl. 6 bx	5 1/2	Premium		Animals	
Crackers					
N. B. C., boxes	5 1/2	Select		Arrowroot Biscuit	
Premium	7	Saratoga Flakes		Baronet Biscuit	
Choose	8	Zephyrette		Bremmer's Butter	
Saratoga Flakes	13	Oyster		Wafers	
Zephyrette	13	N. B. C. Rd. boxes		Cameo Biscuit	
Crackers					
N. B. C., boxes	5 1/2	Gem, boxes		Cheese Sandwich	
Premium	7	Shell		Chocolate Wafers	
Select	8			Cocoanut Dainties	
Saratoga Flakes	13			Dinner Biscuits	
Zephyrette	13			Fig Newton	
Oyster					
N. B. C. Rd. boxes	5 1/2			Five O'clock Tea	
Gem, boxes	5 1/2			Frotana	
Shell	7 1/2			Ginger Snaps, N. B. C.	
Social Tea Biscuit					

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Soda Crackers N. B. C. 1 00
Soda Crackers Select 1 00
S. S. Butter Crackers 1 50
Uneda Biscuit 50
Uneda Jnjer Wayfer 1 00
Uneda Lunch Biscuit 50
Vanilla Wafers 1 00
Water Thin Biscuit . 1 00
Zu Zu Ginger Snaps . . 50
Zwieback 1 00
In Special Tin Packages.
Per doz.
Festino 2 50
Nabisco, 25c 2 50
Nabisco, 10c 1 00
Champagne wafer . . 2 50
Per tin in bulk
Sorbetto 1 00
Nabisco 1 75
Festino 1 50
Bent's Water Crackers 1 40
CREAM TARTAR
Barrels or drums . . 33
Boxes 34
Square cans 36
Fancy caddies 41
DRIED FRUITS
Apples
Sundried 12@13
Evaporated
California Apricots 14@16
Citron
Corsican @15
Currants
Imp'd 1 lb. pkg. @10
Imported bulk @9%
Peaches
Muirs—Choice, 25 lb. bx 9%
Muirs—Fancy, 25 lb. b. 11
Muirs—Fancy, 50 lb. b. 10 1/2
Pears
Lemon American . . 13
Orange American . . 13
Raisins
Connosiar Cluster . . 3 25
Dessert Cluster . . . 4 00
Loose Muscatels 3 Cr
Loose Muscatels 4 Cr
L. M. Seeded 1 lb. 8 1/2 @ 9
California Prunes
L. M. Seeded 1 lb. 9 @ 9 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 3
Med Hand Picked . . 2 45
Brown Holland 2 20
Farina
25 1 lb. packages . . 1 50
Bulk, per 100 lbs. . . 4 00
Original Holland Rusk
Packed 12 rolls to container
3 containers (36) rolls 2 85
5 containers (60) rolls 4 75
Pearl, 100 lb. sack . . 1 75
Maccaroni and Vermicelli
Domestic, 10 lb. box. . 60
Imported, 25 lb. box . . 2 50
Pearl Barley
Chester 4 25
Empire 4 75
Peas
Green, Wisconsin, bu. . 2 90
Green, Scotch, bu. . . 2 90
Split, lb. 04
Sage
East India 5
German, sacks 5
German, broken pkg. .
Flake, 100 lb. sacks . . 6
Pearl, 130 lb. sacks . . 5
Pearl, 36 pkgs. . . . 2 25
Minute, 36 pkgs. . . 2 75
FISHING TACKLE
1/4 to 1 in. 6
1/4 to 2 in. 7
1/4 to 2 in. 9
1 1/2 to 2 in. 11
2 in. 15
3 in. 20
Cotton Lines
No. 1, 10 feet 5
No. 2, 15 feet 7
No. 3, 15 feet 9
No. 4, 15 feet 10
No. 5, 15 feet 11
No. 6, 15 feet 12
No. 7, 15 feet 15
No. 8, 15 feet 18
No. 9, 15 feet 20
Linen Lines
Small 20
Medium 26
Large 34
Poles
Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80
FLAVORING EXTRACTS
Foote & Jenks
Coleman Vanilla
No. 2 size 14 00
No. 4 size 24 00
No. 3 size 36 00
No. 8 size 48 00
Coleman Terp. Lemon
No. 2 size 9 60
No. 4 size 18 00
No. 3 size 21 00
No. 8 size 36 00
Jaxon Mexican Vanilla
1 oz. oval 15 00
2 oz. oval 28 20
4 oz. flat 55 20
1 ea. flat 100 00

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Jaxon Terp. Lemon
1 oz. oval 10 20
2 oz. oval 16 80
4 oz. flat 33 00
1 ea. flat 63 00
Jennings (D. C. Brand)
Terpeness Extract Lemon
No. 2 Panel, per doz. 75
No. 4 Panel, per doz. 1 50
No. 6 Panel, per doz. 2 00
No. 3 Taper, per doz. 1 50
No. 2 Taper, per 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.
Mapline
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, 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 Acid'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 84
White 86
Winter Wheat Flour
Local Brands
Patents 5 25
Second Patents . . . 5 00
Straight 4 60
Second Straight . . . 4 20
Clear 3 90
Flour in barrels, 25c per barrel additional.
Lemon & Wheeler Co.
Big Wonder 1/2s cloth 4 50
Big Wonder 1/4s cloth 4 50
Worden Grocer Co.'s Brand
Quaker paper 4 30
Quaker, cloth 4 40
Wykes & Co.
Eclipse 4 40
Lemon & Wheeler Co.
White Star, 1/2s cloth 5 40
White Star, 1/4s cloth 5 30
White Star, 1/2s cloth 5 20
Worden Grocer Co.
American Eagle, 1/2 cl 5 40
Grand Rapids Grain & Milling Co. Brands
Purity, Patent 5 00
Seal of Minnesota . . 5 60
Sunburst 5 60
Wizard Flour 4 60
Wizard Graham . . . 4 60
Wizard Gran. Meal . . 3 80
Wizard Buckwheat . . 6 00
Rye 4 80
Spring Wheat Flour
Roy Baker's Brand
Golden Horn, family . 5 40
Golden Horn, bakers . 5 30
Wisconsin Rye 4 65
Judson Grocer Co.'s Brand
Ceresota, 1/2s 6 60
Ceresota, 1/4s 6 50
Ceresota, 1/2s 6 40
Lemon & Wheeler's Brand
Wingold, 1/2s 5 60
Wingold, 1/4s 5 50
Wingold, 1/2s 5 40
Worden Grocer Co.'s Brand
Laurel, 1/2s cloth . . 5 85
Laurel, 1/4s cloth . . 5 75
Laurel, 1/2 & 1/4s paper 5 65
Laurel, 1/2s cloth . . 5 65
Voigt Milling Co.'s Brand
Voigt's Crescent . . . 4 70
Voigt's Flourignt . . . 4 70
Voigt's Hygienic
Graham 4 20
Voigt's Royal 5 10
Wykes & Co.
Sleepy Eye, 1/2s cloth. 6 00
Sleepy Eye, 1/4s cloth. 5 90
Sleepy Eye, 1/2s cloth. 5 80
Sleepy Eye, 1/4s cloth. 5 70
Sleepy Eye, 1/2s paper 5 80
Sleepy Eye, 1/4s paper 5 80
Watson-Higgins Milling Co.
Perfection Flour . . . 5 00
Tip Top Flour 4 70
Golden Sheaf Flour . . 4 20
Marshall's Best Flour 5 50
Perfection Buckwheat 3 60
Tip Top Buckwheat 2 80
Badger Dairy Feed 24 00
Alfalfa Horse Feed 24 00
Kafir Corn 1 80
Hoyle Scratch Feed . 1 60
Meal
Bolted 3 40
Golden Granulated . . 3 60
St. Car Feed screened 28 00
No. 1 Corn and Oats 28 00
Corn, cracked 27 50
Corn Meal, coarse . . 27 50
Winter Wheat Bran 25 00
Middlings 28 00
Dairy Feeds
Wykes & Co.
O P Linseed Meal . . 38 00

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O P Laxo-Cake-Meal 35 00
Cottonseed Meal . . 29 00
Gluten Feed 27 00
Brewers Grains 26 00
Hammond Dairy Feed 23 50
Oats
Michigan carlots . . . 44
Less than carlots . . 46
Corn
Carlots 70
Less than carlots . . 73
Hay
Carlots 17 00
Less than carlots . . 19 00
HERBS
Sage 15
Hops 15
Laurel Leaves 15
Senna Leaves 25
HIDES AND PELTS
Hides
Green, No. 1 10
Green, No. 2 9
Cured, No. 1 11 1/2
Cured, No. 2 10 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
Lamb's 25 @ 50
Shearlings 15 @ 35
Tallow
No. 1 @ 5
No. 2 @ 4
Wool
Unwashed, med. . . . @ 18
Unwashed, fine . . . @ 13
HORSE RADISH
Per doz. 90
JELLY
5lb. pails, per doz. . . 2 25
15lb. pails, per pail . . 50
30lb. pails, per pail . . 90
JELLY GLASSES
1/2 pt. in bbls, per doz 15
1/4 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 1 10 @ 1 20
Bulk, 2 gal. kegs 95 @ 1 10
Bulk, 5 gal. kegs 90 @ 1 05
Stuffed, 8 oz. 90
Stuffed, 3 oz. 1 35
Stuffed, 14 oz. 2 25
Pitted (not stuffed) . 25
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. ca, 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 04
Half barrels 5 25
5 gallon kegs 1 90
Gherkins
Barrels 11 00
Half barrels 5 00
5 gallon kegs 2 75
Sweet Small
Barrels 13 50
Half barrels 7 50
5 gallon kegs 3 00
PIPES
Clay, No. 216, per box 1 75
Clay, T. D., full count 60
Cob 90
PLAYING CARDS
No. 90 Steamboat . . . 85
No. 15, Rival, assorted 1 75
No. 20, Rover, enam'd 2 00
No. 572, Special 1 75
No. 98 Golf, satin fin. 2 00
No. 808 Bicycle 2 00
No. 632 Tourist's whist 2 25
POTASH
Babbitt's 4 00
PROVISIONS
Barreled Pork
Clear Back 17 00
Short Cut 16 00
Short Cut Clear . . . 15 75
Bean 13 00
Brisket, Clear 23 00
Pig 23 00
Clear Family 26 00
Dry Salt Meats
S P Bellies 14
Lard
Pure in tierces 9 1/2 @ 10
Compound lard 8 1/2 @ 9
80 lb. tubs advance 1/2
60 lb. tubs advance 1/2
50 lb. tins advance 1/2
20 lb. pails advance 1/2
10 lb. pails advance 1/2

9

5 lb. pails advance 1
8 lb. pails advance 1
Smoked Meats
Hams, 12 @ av. 15 1/2 @ 16
Hams, 14 lb. av. 15 @ 15 1/2
Hams, 16 lb. av. 15 1/2 @ 16
Hams, 18 lb. av. 14 @ 14 1/2
Skinned Hams 16 @ 16 1/2
Ham, dried beef sets . 13
California Hams 9 1/2 @ 10
Picnic Boiled Hams . 15
Boiled Hams 24 @ 24 1/2
Berlin Ham, press'd 9 @ 9 1/2
Minced Ham 10
Bacon 14 1/2 @ 15
Sausages
Bologna 7 1/2
Liver 7 1/2 @ 8
Frankfort 8 @ 8 1/2
Pork 11
Veal 11
Tongue 11
Headcheese 9
Beef
Boneless 14 00
Rump, new 14 00
Pig's Feet
1/2 bbls. 95
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, 1/2s 50
Potted Ham, 1/4s 90
Deviled Ham, 1/2s . . . 50
Deviled Ham, 1/4s . . . 90
Potted tongue, 1/2s . . 50
Potted tongue, 1/4s . . 90
RICE
Fancy 6 @ 6 1/2
Japan Style 4 1/2 @ 5 1/2
Broken 2 1/4 @ 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, 50 lbs. in box. 3 00
Arm and Hammer . . 3 00
Wyandotte, 100 1/2s . 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
80 5 lb. sacks 2 25
28 10 1/2 lb. sacks . . 2 10
56 lb. sacks 82
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
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. 3 25
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

10




Hemp, Russian 4 1/2
Mixed Bird 4
Mustard, white 10
Poppy 9
Rape 6
SHOE BLACKING
Handy Box, large 3 dz 2 50
Handy Box, small . . . 1 25
Bixby's Royal Polish 85
Miller's Crown Polish 85
SNUFF
Scotch, in bladders . . 37
Maccaboy, in jars . . . 35
French Rappie in jars . 43
SODA
Boxes 5 1/2
Kegs, English 4 1/2
SPICES
Whole Spices
Allspice, Jamaica . . . 13
Allspice, large Garden 11
Cloves, Zanzibar . . . 20
Cassia, Canton 14
Cassia, 5c pkg. doz. . . 25
Ginger, African 9 1/2
Ginger, Cochia 14 1/2
Mace, Penang 70
Mixed, No. 1 16 1/2
Mixed, No. 2 10
Mixed, 5c pkgs. doz. . 45
Nutmegs, 75-80 30
Nutmegs, 105-110 . . . 20
Pepper, Black 14
Pepper, White 25
Pepper, Cayenne 22
Paprika, Hungarian . .
Pure Ground in Bulk
Allspice, Jamaica . . . 12
Cloves, Zanzibar . . . 23
Cassia, Canton 12
Ginger, African 18
Mace, Penang 75
Nutmegs, 75-80 35
Pepper, Black 16
Pepper, White 30
Pepper, Cayenne 22
Paprika, Hungarian . . 45
STARCH
Corn
Kingsford, 40 lbs. . . . 7 1/2
Muzzy, 20 lb. pkgs. . . 5 1/2
Muzzy, 40 lb. pkgs. . . 5
Gloss
Kingsford
Silver Gloss, 40 lbs. . . 7 1/2
Silver Gloss, 16 lbs. . 6 1/2
Silver Gloss, 12 lbs. . . 8 1/2
Muzzy
48 lb. packages 5
16 5lb. packages . . . 4 1/2
12 lb. packages 6
50lb. boxes 2 1/2
SYRUPS
Corn
Barrels 25
Half barrels 28
20lb. cans 1/2 dz. in cs. 1 65
10lb. cans, 1/2 dz. in cs. 1 60
5lb. cans, 2 doz. in cs. 1 70
2 1/2 lb. cans, 2 dz. in cs. 1 75
Pure Cane
Fair 16
Good 20
Choice 25
Michigan Maple Syrup Co. Brand
Kalkaska, per doz. . . 2 25
TABLE SAUCES
Halford, large 3 75
Halford, small 2 25
TEA
Japan
Sundried, medium . . . 24 @ 26
Sundried, choice . . . 30 @ 33
Sundried, fancy 36 @ 40
Regular, medium 24 @ 26
Regular, Choice 30 @ 33
Regular, fancy 36 @ 40
Basket-fired medium 30
Basket-fired choice 35 @ 37
Basket-fired, fancy 40 - 3
Nibs 28 @ 32
Siftings 10 @ 12
Fannings 14 @ 15
Gunpowder
Moyune, medium 28
Moyune, choice 32
Moyune, fancy 40 @ 45
Pingsuey, medium . . . 25 @ 28
Pingsuey, choice 30
Pingsuey, fancy 40 @ 45
Young Hyson
Choice 30
Fancy 40 @ 50
Oolong
Formosa, fancy 45 @ 60
Formosa, medium . . . 25
Formosa, choice 32
English Breakfast
Medium 25
Choice 30 @ 35
Fancy 40 @ 60
India
Ceylon, choice 30 @ 35
Fancy 45 @ 50
TOBACCO
Fine Cut
Blot
Hiawatha, 16 oz. . . . 60
Hiawatha, 1 oz. 56
No Limit, 8 oz. 1 72
No Limit, 16 oz. 3 40
Ojibwa, 16 oz. 40
Ojibwa, 5c pkg. 1 85
Ojibwa, 5c 47
Petoskey Chief, 7 oz. . 1 90
Petoskey Chief, 14 oz. 3 80
Sterling Dark, 5c . . . 5 76
Sweet Cuba, 5c 5 70
Sweet Cuba, 10c 11 10
Sweet Cuba, 16 oz. tins 5 00
Sweet Cuba, 16 oz. foil 4 50
Sweet Cuba, 16 oz. bxs 4 80
Sweet Cuba, 1/2 lb. . . . 2 25
Sweet Burley, 5c 5 76

11

Sweet Mist, 1/2 gr. . . . 5 70
Sweet Burley, 24 lb. cs 4 90
Tiger, 1/2 gross 6 00
Tiger, 5c tins 5 50
Uncle Daniel, 1 lb. . . . 60
Uncle Daniel, 1 oz. . . . 5 22
Plug
Am. Navy, 15 oz. 28
Drummond, Nat Leaf, 2 & 5 lb. 60
Drummond Nat Leaf . .
per doz. 95
Battle Ax 37
Bracer 37
Big Four 31
Boot Jack 36
Bullion, 16 oz. 46
Climax Golden Twins . 48
Days Work 37
Derby 28
5 Bros. 63
Gilt Edge 50
Gold Rope, 7 to lb. . . 58
Gold Rope, 14 to lb. . 58
G. O. P. 36
Granger Twist 46
G. T. W. 37
Horse Shoe 43
Honey Dip Twist . . . 45
Jolly Tar 40
J. T., 8 oz. 35
Keystone Twist 46
Kismet 48
Nobby Spun Roll . . . 58
Parrot 28
Peachey 40
Picnic Twist 45
Piper Heldsick 69
Redcut, 1 1/2 oz. 38
Red Lion 30
Sherry Cobbler, 10 oz. 26
Spear Head, 12 oz. . . 44
Spear Head, 14 1/2 oz. . 44
Spear Head, 7 oz. . . . 28
Square Deal 23
Star 43
Standard Navy 34
Ten Penny 31
Town Talk 14 oz. . . . 30
Yankee Girl 37
Smoking
Sweet Core 34
Flat Car 32
Warpath 26
Bamboo, 16 oz. 25
1 X L, 5lb. 27
1 X L, 16 oz. pails . . 31
Honey Dew 40
Gold Block 40
Flagman 47
Chips 31
Kiln Dried 21
Duke's Mixtura 46
Duke's Cameo 43
Myrtle Navy 44
Yum Yum, 5c per gro 5 80
Yum Yum, 10c per gro 11 50
Yum, Yum, 1lb. pails 39
Cream 38
Corn Cakes, 2 1/2 oz. . . 26
Corn Cake, 1lb. 21
Plow Boy, 1 1/2 oz. . . . 39
Plow Boy, 3 1/2 oz. . . . 39
Peerless, 1 1/2 oz. 35
Peerless, 1 1/2 oz. . . . 39
Air Brake 36
Cant Hook 30
Country Club 32-34
Forex-XXXX 30
Good Indian 26
Self Binder, 16oz. box. 20-22
Silver Foam 24
Sweet Marie 32
Royal Smoke 42
TWINE
Cotton, 3 ply 25
Cotton, 4 ply 25
Jute, 2 ply 14
Hemp, 6 ply 13
Flax, medium 24
Wool, 1 lb. bales 8
VINEGAR
Highland apple cider . 27
Oakland apple cider . 11 1/2
Robertson's Compound 13 1/2
Robertson's Cider . . . 16
State Seal sugar 13
40 grain pure white . 10
Barrels free.
WICKING
No. 0 per gross 30
No. 1 per gross 40
No. 2 per gross 50
No. 3 per gross 75
WOODENWARE
Baskets
Bushels 1 00
Bushels, wide band . . 1 15
Market 40
Splint, large 3 50
Splint, medium 3 00
Splint, small 2 75
Willow, Clothes, large 8 25
Willow, Clothes, small 6 25
Willow, Clothes, me'm 7 25
Butter Plates
Wire End or Ovals.
1/4 lb., 250 in crate . . . 30
1/2 lb., 250 in crate . . . 30
1 lb., 250 in crate . . . 30
2 lb., 250 in crate . . . 35
3 lb., 250 in crate . . . 40
5 lb., 250 in crate . . . 50
Churns
Barrel, 5 gal, each . . . 2 40
Barrel, 10 gal, each . . 2 55
Clothes Pins
Round Head.
4 inch, 5 gross 45
4 1/2 inch, 5 gross 50
Cartons, 20 2 1/2 doz. bxs. 55
Egg Crates and Fillers
Humpty Dumpty, 13 ds. 20


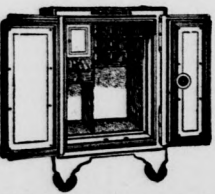
Special Price Current

- 12**
- No. 1 complete 40
 - No. 2 complete 28
 - Case No. 2 fillers, 15 sets 1 35
 - Case, medium, 12 sets 1 15
 - Faucets**
 - Cork lined, 8 in. 70
 - Cork lined, 9 in. 80
 - Cork lined, 10 in. 90
 - Mop Sticks**
 - Trojan spring 90
 - Eclipse patent spring 85
 - No. 1 common 80
 - No. 2 pat. brush holder 85
 - Ideal No. 7 85
 - 12lb. cotton mop heads 1 45
 - Pails**
 - 2-hoop Standard 2 00
 - 3-hoop Standard 2 35
 - 2-wire Cable 2 10
 - Cedar all red brass ... 1 25
 - 2-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 15
 - 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 1/2
 - 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

- 13**
- CIGARS**
Johnson Cigar Co.'s Brand
- 
- S. C. W., 1,000 lots ... 31
 - El Portana 33
 - Evening Press 32
 - Exemplar 32
 - Worden Grocer Co. Brand
 - Ben Hur 35
 - Perfection 35
 - Perfection Extras 35
 - Londres 35
 - Londres Grand 35
 - Standard 35
 - Puritanos 35
 - Panatellas, Finas 35
 - Panatellas, Bock 35
 - Jockey Club 35
 - COCOANUT**
 - Baker's Brazil Shredded
- 
- 10 5c pkgs., per case 2 60
 - 36 10c pkgs., per case 2 60
 - 16 10c and 38 5c pkgs., per case 2 60
 - COFFEE**
 - Roasted
 - Dwinell-Wright Co.'s B'ds
- 
- White House, 1lb. 10
 - White House, 2lb. 15
 - Excelsior, Blend, 1lb. 10
 - Excelsior, Blend, 2lb. 15
 - Tip Top, Blend, 1lb. 10
 - Royal Blend 10
 - Royal High Grade 10
 - Superior Blend 10
 - Boston Combination 10
 - Distributed by Judson Grocer Co., Grand Rapids; Lee & Cady, Detroit; Symons Bros. & Co., Saginaw; Brown, Davis & Warner, Jackson; Godsmark, Durand & Co., Battle Creek; Fielbach Co., Toledo.

- 14**
- stock by the Tradesman Company. Thirty-five sizes and styles on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.
- SOAP**
Reaver Soap Co.'s Brand
- 
- 100 cakes, large size .6 50
 - 50 cakes, large size .3 25
 - 100 cakes, small size .3 85
 - 50 cakes, small size .1 95
 - Gowans & Sons Brand.**
- 
- Single boxes 3 20
 - Five box lots 3 15
 - Ten box lots 3 10
 - Twenty-five box lots .. 3 00
 - J. S. Kirk & Co.**
 - American Family 4 00
 - Dusky Diamond 50 8 oz 2 80
 - Dusky D'nd 100 6 oz 3 80
 - Jap Rose, 50 bars 3 60
 - Savon Imperial 3 00
 - White Russian 3 60
 - Dome, oval bars 3 00
 - Satinet, oval 2 70
 - Snowberry, 100 cakes 4 00
 - 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 oxs 3 45
 - German Mottled, 10 bx 3 40
 - German Mottled, 25 bx 3 35
 - Marseilles, 100 cakes .6 00
 - Marseilles, 100 cks 5c 4 00
 - Marseilles, 100 ck toll 4 00
 - Marseilles, 1/2 bx toilet 2 10
 - Proctor & Gamble Co.**
 - Lenox 3 00
 - Ivory, 6 oz. 4 00
 - Ivory, 10 oz. 6 75
 - Star 3 85
 - Tradesman Co.'s Brand**
- 
- Black Hawk, one box 2 50
 - Black Hawk, five bxs 2 40
 - Black Hawk, ten bxs 2 25
 - A. B. Wisley**
 - 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 ... 3 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

- 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
 - 1lb. cans 4 80
 - 3lb. cans 13 00
 - 5lb. cans 21 50
- 

- 
- Small size, doz. 40
 - Large size, doz. 75
 - SAFES**
 - Full line of fire and burglar proof safes kept in

Michigan Ohio and Indiana Merchants

have money to pay for what they want.

They have customers with as great a purchasing power per capita as any other state.

Are you getting all the business you want?

The Tradesman can "put you next" to more possible buyers than any other medium published.

The dealers of Michigan, Indiana and Ohio

Have the Money

and they are willing to spend it.

If you want it, put your advertisement in the Tradesman and tell your story.

If it is a good one and your goods have merit, our subscribers are ready to buy.

We cannot sell your goods, but we can introduce you to our people, then it is up to you.

We can help you.

Use the Tradesman, and use it right, and you can't fall down on results.

Give us a chance.

The Tradesman Grand Rapids

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.

Auction—The general stock of merchandise, consisting of groceries, dry goods, boots and shoes, etc., owned by Concord Merc. Co., Concord, Mich., will be sold at public auction at their store on Monday, August 21, 1911, at 12:30 p. m., rain or shine. This is a clean, up-to-date stock. Open from 7 a. m. on date of sale for inspection. For particulars write or phone B. E. Begel, Sales Mgr., Concord, Michigan. 598

For Sale—Shoe stock in a live manufacturing town of 10,000 population. Stock invoices about \$5,000. Can be reduced. Elegant location. Rent reasonable. Must be seen to be appreciated. Liberal discount. I wish to leave the state. Address No. 597, care Michigan Tradesman. 597

For Sale—Forty acres fruit land, one mile from Old Mission dock, twenty acres improved and set to apple, peach, cherry and pear trees two years. Terms \$2,500 cash or approved paper. Address W. R. Pratt, Owner, Old Mission, Mich. References, State Bank, First National Bank, Traverse City, Mich. 596

For Sale—A drug store in Kalamazoo, Michigan. Best location in the city. Address Pharmacist, 449 Academy St., Kalamazoo, Mich. 595

Wanted—Good second-hand McCaskey, American or other Simple 300 accounts system. Witte's Cash Store, Granton, Wis. 594

Well improved farm with good buildings for sale or trade. Address Geo. B. Conrad, Cutcheon, Missaukee Co., Mich. 593

Wanted—To exchange Grand Rapids property for a hardware stock in a live Michigan town. Property now bringing 7 per cent on investment. Enquire No. 592, care Tradesman. 592

For Sale—Up-to-date stock of merchandise and fixtures, in county seat, 5,000 population. Stock consists of groceries and crockery. Address W. care Tradesman. 591

For Sale—Established grocery, stock and fixtures; invoice \$2,000; can reduce; well located in Cedar Rapids, Iowa; long lease. For particulars write F. W. Dammour, Jr., Cedar Rapids, Iowa. 590

Wanted—To purchase department stores, any size, anywhere if price and conditions are right. Give full particulars in reply. F. P. Costigan, Kirk Block, Syracuse, N. Y. 589

Reo 5 passenger touring car in fine condition, for sale at a bargain, 1909 model. Top, windshield, speedometer, will demonstrate. Box 815, Grand Ledge, Michigan. 588

Sanitary, Effective, Reasonable In Price—Paper advertising cups. The Veau Novelty Co., Thompsonville, Mich. 586

For Sale—Hardware stock in town 1,200 population, invoices \$5,000. Will discount with quick sale. Reason for selling, sickness. Also stock jewelry, invoicing \$2,500, in Southern Michigan town 1,200 population. Reason for selling, want to retire. Address A. W. Carpenter, Reading Hotel, Reading, Michigan. 585

For Sale—Established general business in best farming community. Must be sold quick account death of owner. Two railroads, county seat. Rent reasonable. Good location. Address Litmans, La-Grange, Indiana. 583

First-class bakery and restaurant. Reputation of fifteen years. Modern two-story brick building, 30x140 feet; city 80,000. Only two bakeries on same street. Monthly business \$3,000, all counter trade, no wagon. Tile flooring in store and dining room; mission wood finish, furniture to match. Am owner of building and business; will sell business at invoice; may amount to \$5,000. Closed on Sundays. Good lease to right party. Chas. Schober, 27 East Superior St., Duluth, Minn. 582

For Sale—Almost new stock gent's furnishings and merchant tailoring. Good location in Grand Rapids. Invoice about \$4,000. Good reason for selling. Address No. 578, care Tradesman. 578

For Sale—Restaurant and lunch room in city of 2,000. Address Brown & Ray, Washington, Ill. 576

Valuable residence with electric light and bath in good town, to exchange for merchandise. Address No. 575, care Tradesman. 575

For Sale—First-class drug store in a Northern Indiana town of about 600 population. Good business. Will sell or trade for the right kind of real estate. Invoice about \$3,000. Reason for selling, falling health. Address O. C. K., 176 Hillsdale St., Hillsdale, Mich. 572

For Sale—Drug stock. Thriving country town and splendid large territory. No opposition or cut rates. Cash business \$7,000 annually. Owner wishes to retire by October 1. Address Box 86, Lum, Mich. 569

For Sale—The largest and best located two-story solid brick building in Merrill. Business established fifteen years. Must give up business on account of ill health. Parties interested will do well to investigate. Address No. 568, care Tradesman. 568

For Sale—Store building and small stock general merchandise. Centrally located in good farming community. Good proposition. Good reason for selling. Living rooms over store. For particulars address No. 567, care Tradesman. 567

For Sale—Grocery stock and fixtures, doing good business. Good location. Good reason for selling. Address No. 566, care Tradesman. 566

For Sale—I want to sell one of my stores very badly on account of old age. Can not look after two stores, will sell both. Double stores. Rent \$600. Stock will invoice about \$11,000. Dry goods, shoes, clothing and groceries. Town with 1,000 people. No better farming in Michigan. Store up-to-date. Will sell at big discount. Address No. 564, care Michigan Tradesman. 564

For Sale—Two-story brick block. Store below, with modern rooms above. Corner lot 55x141, with dwelling in rear, within three blocks of Union Depot. First-class location for warehouse or light manufacturing, as it has 20 ft. alley and siding in rear. Address No. 561, care Tradesman. 561

For Sale—Cigar, tobacco and pipe store. Good location. Good reason for selling. A. V. Gropsey, Vicksburg, Mich. 559

Wanted—To buy a good second-hand American or McCaskey credit register, 300 account. Address H. C. Witte, Granton, Wis. 556

Grocery stock for sale, located in city of 12,000, store building can be rented or will sell the property. Address No. 555, care Tradesman. 555

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—Stock of general merchandise, fine business, first-class buildings, everything in best condition. Sell on account poor health. W. O. Ephlin, c-o Musselman Grocer Co. 554

If you want to trade your store or city property for farm land, write us, stating what you have; it's fair value and where you want your land. We can get you a trade. Interstate Land Agency, Decatur, Ill. 550

Merchandise sale conductors. A. E. Greene Co., 414 Moffat Bldg., Detroit. Advertising furnished free. Write for date, terms, etc. 549

For Sale—Good clean stock hardware in Central Michigan, town of 600 population. Address Hardware, care Michigan Tradesman. 545

For Sale—230,000 acres; Coahuila, Mexico; water plenty; good pasture; soil rich; products: corn, wheat, cotton, variety fruits; per acre 79c. Advertise bargains only. Al Hodge, Dallas, Texas. 534

Special Sales—Mr. Merchant, why not put that sale on to-day? Get rid of your odds and ends, and accumulations. Personally conduct all my own sales. W. N. Harper, Port Huron, Mich. 544

For Sale—General hardware store doing a thriving business. Address No. 543, care Michigan Tradesman. 543

Wanted—Stock of general merchandise, clothing or shoes. Address Box 116, Bardolph, Ill. 536

For Sale—A long-established shoe business in Lansing, Michigan. Best location. Valuable five year lease. Stock in good shape. Invoice about \$7,000. Will take good unincumbered real estate to the value of \$5,000. Balance cash. Good reason for selling. Address Box 395, Lansing, Mich. 537

For Sale—One 300 account McCaskey register cheap. Address A. B., care Michigan Tradesman. 548

For Sale—Stock of general merchandise and fixtures which can be reduced to about \$6,000 in good manufacturing town of 1,300. Monthly pay roll of factories \$10,000. Yearly business \$30,000, best location and enjoying best trade. Two good summer resorts 2½ and 4 miles distant. Good market town. An AI opportunity for a live one. Write No. 530, care Tradesman. 530

For Sale—The entire stock of The Loudon Clothing Co., at Manistee, Mich., consisting of men's and boys' clothing, hats, caps, and furnishing goods. Cheap. Investigate. Must be sold by August 1. Roy S. Loudon, Assignee. 527

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

Write us for plans and prices on a rousing ten-days' sale. Address Western Sales Company, Homer, La. 411

Safes Opened—W. L. Slocum, safe expert and locksmith. 62 Ottawa street, Grand Rapids, Mich. 104

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

Will pay cash for stock of shoes and rubbers. Address M. J. O., care Tradesman. 221

I pay cash for stocks or part stocks of merchandise. Must be cheap. H. Kaufer, Milwaukee, Wis. 92

HELP WANTED.

Wanted—An experienced saleslady for dry goods, cloaks and suits. State experience and wages expected. Address No. 584, care Tradesman. 584

Wanted—Married man with \$500 to take charge established mercantile business. Must be experienced. Good opportunity for hustler. Owner has other interests. Address C, care Tradesman. 573

Wanted—Clerk for general store. Must be sober and industrious and have some previous experience. References required. Address Store, care Tradesman. 242

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

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

NEW YORK MARKET.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Aug. 14—Spot coffee is not in over-abundant supply and the market is strong, although sales continue to be rather small individually. Some buyers here from the South and West last week took some good sized lots and say that New York is the best place yet wherein to buy the bean and get full weight. In store and afloat there are 2,183,515 bags of Brazil coffee, against 3,280, 183 bags at the same time last year. At the close No. 7 is firmly held at 13¼@13¾c. Milds are quiet but firm in sympathy with other sorts. Good Cucuta, 14¼c.

Sugar is mighty firm and one will have to go back for years to find a counterpart of existing conditions. Granulated at 5.85 is something which furnishes food for reflection. It will be some time yet before any relief is afforded by the beet product and meantime the "ultimate consumer" is getting a "dose."

There is not a very great amount of activity going on in the tea market, but probably this season will compare favorably with others. Formosas at about 16c are meeting with some call, as are low grade Congous. There is room for improvement and it is hoped it will soon be here.

Rice moves along in the same old rut and there is not an item of interest. "There is too much rice being raised," said a Texas man the other day, "and some means will have to be found to dispose of it other than for human food. Of course, a good deal is used otherwise, but the supply is too great to show any profit to the grower." Prime to choice domestic, 4¾@4¼c.

Not an item of interest can be picked up in the spice trade, nor is there likely to be any change so long as the summer lasts. Prices are well sustained and this is one redeeming feature.

Simply an everyday midsummer call exists for molasses and neither buyer nor seller seem to take much interest in the situation. We have—or rather Louisiana has—good prospects for a big yield this next season and whether prices now prevailing can be sustained remains to be seen.

Standard tomatoes, 3's, can be bought very freely at this time for 82½c (less 2½c in some cases) f. o. b. Baltimore. Goods at 80c are taken with some reserve as to quality, but the outlook is for a range lower than was anticipated a month ago. Peas tend upward without adding to supplies. Other goods are firm and the whole canned goods market is in good condition.

Butter is steady. Creamery specials, 27c; extras, 26c; firsts, 23½@24½c. factory, 19½@20½c.

Cheese is steady and about unchanged. The general quality of new stock is good and the demand has kept the market fairly well cleared up. New cheese, specials, 12¼c for either white or colored.

Eggs show little change in quota-

tions, but there has been a change in the quality of much of the stock owing to the extremely hot weather. Best Western, 22@23c. From this the descent is rapid to 16@17@18c.

Annual Picnic of the Kalamazoo Merchants.

Kalamazoo, Aug. 11—The grocers' baseball team covered themselves with dust and victory yesterday when they retained the title of champions over the butchers and retained the silver trophy donated a year ago by the Witwer Baking Co. The game of seven innings was full of sensational features and was not lacking in errors. In fact, there were so many of the latter that the official scorer stopped marking them up and finished by keeping tally on a stick. The score by innings was as follows:

Butchers 0 1 1 0 3 0 2—7
Grocers 0 0 3 0 0 2 3—8

The grocers' and butchers' excursion train pulled out of the Union station with ten cars loaded for South Haven. The arrival in that town was made at 9 o'clock without accident of any kind.

Several hundred rooters immediately made for the ball park and helped the game along nicely. Bell and Diver acted as umpires and had their hands full, while Walter Hipp impartially coached both teams at first base.

Jacob Donker, who headed the Sports Committee, disappeared as soon as the train reached South Haven, saying that he was going to take a bath in Lake Michigan before the water was all used up.

parties sought shady retreats in which to eat lunch, and then bathing suits were in demand for scores of those who sought to follow Chairman Donker's example.

A steamer ride was enjoyed by nearly 300 of the excursionists on the City of Kalamazoo, which met the City of South Haven from Chicago far out on the lake.

The excursionists arrived home in Kalamazoo at 9 o'clock last evening, tired but good natured, voting the twelfth annual outing of the Retail Grocers' and Butchers' Association one of the most successful ever held.

Picnic Notes.

The Linihan brothers, who played on the grocers' team, are believed to be color blind. Instead of wearing their national colors they attired themselves in bright scarlet uniforms.

As an all around hand-shaker, Steve Marsh is certainly good. He followed a prospective Standard Oil customer into the water to give him the warm mit and endeavored to secure an order.

Ed. Mintline, formerly of Kalamazoo, but now manager of a large wholesale butter concern in Chicago, was among those present.

L. L. Flansburg and A. W. Howell beat the excursionists to the picnic, making the run to South Haven by motor cycle in an hour and forty minutes.

South Haven is a dry town. Even the city water does not taste wet.

W. A. Coleman regretted every minute that he didn't take his fishing tackle along.

A. W. Walsh was the busiest man on the excursion. Not satisfied with selling several hundred tickets to South Haven, he did a lot toward filling the steamer with passengers on the lake trip.

Before the train arrived in Kalamazoo on the return, scores of excursionists asked where next year's outing was going to be.

Church Members Must Quit Unions.

Two weeks ago the Tradesman asserted that the death knell of the strike would be sounded on Aug. 9, when the Classis Grand Rapids West, composed of the Christian Reformed churches in that district, would decide that members of that denomination must quit the union or forfeit their church membership. The Tradesman's prediction was correct. The action was unanimous. Members of the Christian Reformed churches who are also members of the local union of carpenters and joiners will be asked to withdraw from the latter organization, because its principles violate the doctrine of the church.

The consistory, the highest authoritative body of the Classis, will labor individually with the several hundred union men who are churchmen, and undertake to demonstrate to them wherein the conflict lies. They will also seek to establish Christian labor unions among their members in the city, which will be built on principles that accord with the doctrines of the church.

In the event that the union men are obdurate, and refuse to withdraw from membership in the local labor body, they will be asked to leave the religious organization. The Classis authorities will approach their members in the most friendly of attitudes, however, and endeavor to show them where they are in error.

Only the Brotherhood of Carpenters and Joiners has been ruled against by the Classis. This is the culmination of deliberation of several weeks. There fell into the hands of the officials of the church the ritual of the labor union, which upon investigation was found to conflict with the church principles.

The Committee appointed by the Classis to consider the matter reported unanimously. It found that the labor body encroached upon the church organization in three regards. The first principle violated is that all members ought to be guided by the word of God; the second that the right of God ought always to be maintained; the third, that there are but two brotherhoods, that of mankind and that of Christ. The Brotherhood of Carpenters and Joiners therefore usurps the authority that is only by right God's. It obligates, according to their standpoint, the union men to give the labor body precedence, which is wrong. The Classis maintains that its members should be bound by no oaths except those of God and the Government, and any organization that requires its members to take an oath is violating the principles of the church. Thus its members should not affiliate with such an organization. Even the church itself has dropped the custom of ad-

ministering oaths, for they maintain that God and the Government hold that power inviolate.

Death of John Otte.

John Otte, of the American laundry, was born in the Netherlands 56 years ago and came to this country at the age of 10. He received his education in the city schools and as a young man started life as a clerk. About twenty-five years ago he decided to go into business for himself and, with his brother, Adrian, started a laundry on South Division street, near Fulton. It was up hill work at first with crude equipment and a public educated to the domestic methods. The brothers did most of the work themselves and even then had difficulty in making ends meet, but gradually they forged ahead, employed help and then expanded and eventually built the modern plant on South Division street and equipped it with the latest and best appliances. The brothers never forgot their early toil and the comfort and conveniences of their employes have always been kept in mind. They were the first in Grand Rapids to have a rest room for the women employes and in other directions they pioneered in making their employes comfortable. Mr. Otte died Saturday, August 12, at Butterworth Hospital. He had been in failing health for a year from Bright's disease and was taken to the hospital about two weeks ago.

"New Orleans" Molasses Must Be Made in Louisiana.

"New Orleans" molasses must be made in Louisiana to bear that designation, according to a ruling of the Pure Food Board recently. The Board has been conducting an investigation on the subject and finds that molasses from all sections of the country is labeled "New Orleans" molasses. It points out that the food and drugs act requires a label to be free from any statement which is false or misleading in any particular. The Board says:

"In view of the general understanding of the term 'New Orleans' molasses the Board is of the opinion that the term 'New Orleans' should be restricted to molasses produced in Louisiana. In addition all molasses so labeled may bear the further statement of its quality or grade, namely, 'open kettle, 'first centrifugal,' 'second centrifugal,' 'black strap,' etc."

BUSINESS CHANCES.

Healthy, Wealthy, Wise—Use paper cups to advertise. Write Vean Novelty Co., Thompsonville, Michigan. 601

For Rent—Large, roomy brick store building, centrally located. It has been occupied as boot and shoe store for the past fifteen years, but also good opening for clothing, drug, grocery or harness business. It is located in the growing and prosperous manufacturing city of Grand Ledge, Michigan, population 3,000. Fine surrounding country. Address A. Barnes, Dentist, Grand Ledge, Mich. 600

General manager in charge ten years of all executive and merchandising affairs of department store and three branch stores. Thoroughly posted on all lines of general merchandise, organization and system. Capable of filling any executive position where management of merchandising or organization is needed. Know how to keep expenses down, get profits and stop leaks. Sales doubled under my management. American, 38 years old. Will take \$5,000 cash interest in good live concern. Box 431, Linton, Indiana. 599