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GRAND RAPIDS, WEDNESDAY, MAY 29, 1912

Number 1497

A Memorial Day Vision

THE PAST, as it were, rises before me like a dream. Again we are in the great struggle for national life. We hear the sound of preparation—the music of the boisterous drums, the silver voices of the heroic bugles. We see the thousands of assemblages, and hear the appeals of orators; we see the pale faces of the women and the flushed faces of the men; and in those assemblages we see all the dead whose dust we have covered with flowers. We lose sight of them no more. We are with them when they enlist in the great army of freedom. We see them part with those they love. Some are walking for the last time in quiet, woody places with the maidens they adore. We hear the whisperings and the sweet vows of eternal love as they lingeringly part forever. Others are bending over cradles kissing babes that are asleep. Some are receiving the blessings of old men. Some are parting with mothers who hold them and press them to their hearts again and again, and say nothing; and some are talking with wives and endeavoring, with brave words spoken in the old tones, to drive away the awful fear. We see them part. We see the wife standing in the door with the babe in her arms—standing in the sunlight sobbing. At the turn of the road a hand waves—she answers by holding high in her loving hands the child. He is gone, and forever.

We see them all as they march proudly away under the flaunting flags, keeping time to the wild, grand music of war—marching down the streets of the great cities—through the towns and across the prairies—down to the fields of glory, to do and die for the eternal right. We go with them one and all. We are by their side on all the gory fields, in all the hospitals of pain, on all the weary marches. We stand guard with them in the wild storm and under the quiet stars. We are with them in the ravines running with blood—in the furrows of old fields. We are with them between the contending hosts, unable to move, wild with thirst, the life ebbing slowly away among the withered leaves. We see them pierced by balls and torn with shells in the trenches of forts, and in the whirlwind of the charge, where men became iron with nerves of steel. We are with them in the prisons of hatred and famine, but human speech can never tell what they endured. We are home when the news comes that they are dead. We see the maiden in the shadow of her sorrow. We see the silvered head of the old man bowed with the last grief. The past rises before us. We hear the roar and shriek of the bursting shell. The broken fetters fall. There heroes died. We look. Instead of slaves we see men and women and children. The wand of progress touches the auction block, the slave pen and the whipping post, and we see homes and firesides and school houses and books, and where all was want and crime, and cruelty and fear, we see the faces of the free.

These heroes are dead. They died for liberty—they died for us. They are at rest. They sleep in the land they made free, under the flag they rendered stainless, under the solemn pines, the sad hemlocks, the tearful willows, the embracing vines. They sleep beneath the shadows of the clouds, careless alike of sunshine or storm, each in the windowless palace of rest. Earth may run red with other wars—they are at peace. In the midst of battle, in the roar of conflict, they found the serenity of death.

I have one sentiment for the soldier, living and dead—cheers for the living and tears for the dead.

Robert G. Ingersoll.

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GRAND RAPIDS

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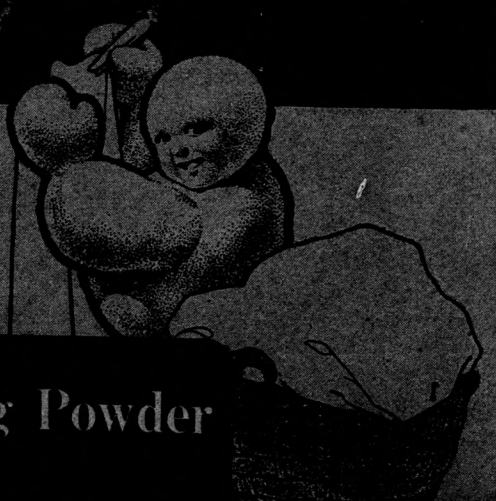
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Lautz **Snow Boy** Washing Powder

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



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SPRING BEST OF ALL.

This is an interesting time to travel. Whichever way you may go there are flowers in bloom and it adds wonderfully to the pleasure of travel to note the varieties and how they change with the geography. Down through Michigan to Detroit last week the predominant display was the dandelion and along the way whole fields were noted, veritable sheets of dandelion yellow, and the mass was most effective. Along the right of way and in the woods the mandrake or May apple greeted the speeding tourist, and then there were masses of violets and bunches of wild geranium, and in the low places the marsh marigolds were still in bloom. From Albany to New York the railroad follows the Hudson River with the mountains rising on the other side and wild flowers are not so much in evidence, but the dogwood was in bloom and then brightened up the woods that cover the mountain sides, while on the opposite side of the river could be seen the apple and other fruit trees in bloom. On Long Island the dogwood made the most effective display, lightening up the woods with brilliant spreads of white and pink, and the rhododendron, azalea and lilac around the homes added color. Through New Jersey the striking feature in the floral line was the fields of crimson clover in full bloom, while in the waste places were quantities of buttercups. In Washington roses and peonies were in bloom. Traveling through Maryland and into Pennsylvania the wild laurel and wild phlox greeted the traveler, and there were buttercups in the fields. Through mountainous Pennsylvania there are quantities of ferns, but flowers are not so much in evidence, and, besides, the tourist is more interested in looking at the scenery than in observing what the growth may be. Through Indiana and Illinois we are again in the dandelion and wild geranium zone and the thornapples are in bloom and some of the fruit trees still show their color.

Each season has its charm in the scenery that adds pleasure to travel. In the summer it may be the grow-

ing crops; in the fall the harvest and the autumnal colors; in the winter the bare trees have a dignity which the snow enhances. The spring, however, is the best of all and offers the greatest charms, for then all is fresh and the green is in many shades and along the wayside those who look will see flowers of many colors and all in harmony. The humble dandelion by itself in the lawn may not be particularly interesting, but seen in masses covering acres they are wonderfully attractive to the tourist speeding by. The same is true of the crimson clover of New Jersey, the buttercups of Maryland and all the other things that grow in masses and to be looked at on the fly.

THE WHITEWASH BRUSH.

This is growing more and more into disfavor, and the stroke which once covered a multitude of sins is now looked upon with distrust, the material covered up being probed into with special interest. The investigation of the Titanic disaster brings to light emphatically the folly of its use. It is deplorable that the man who was at the head of the ship is not here to defend his case, but we still have Ismay, and he may yet find that salt water is not the worst thing in the world.

Pittsburg is finding some glaring iniquities which the officials fail to recognize, and even the city papers without exception fail to find room for anything pertaining to them. But the fact that three hundred ministers of the city have agreed to take the matter into a sermon makes matters look as if the whitewash brush had given way here to the spray applied with a gasoline engine of a good many horse power.

Even the famous "Government whitewash" is no longer a thing of unquestioned merit. It has in more than one instance lost its efficiency and proved worthless under the searchlight of truth. The trusts which have been protected under the name of Uncle Sam are some of them coming into the limelight for just what they are worth. It is too late to save the Titanic, but the recent probing may be the means of saving in the future many more lives. The flagrant abuses of opportunities for life preservation would be quite beyond belief were we not confronted with the bare facts. The apologies of certain officials will not serve to appease a public who have awakened to the fact that whitewashing is not the way of this twentieth century plan. The brush which smears over and strives to cover up facts will not be accepted longer. The public have learned to look beneath, to note the worm-eaten wood and the cheap ve-

neer. The man with the whitewash brush is in a precarious situation, subject always to distrust, if not to condemnation.

FOLLOWING NATURE.

In watching some workmen taking up a fine lot of trees for transplanting in a park, we noted that each tree bore on one root a string. On enquiring the purpose of this, the answer was that it indicated the east side, as the tree stood when growing. And it was to be replanted in the same position, thus insuring as nearly the original conditions as possible.

This may seem a trifling matter, and yet the professional tree planter finds that the sunshine which comes from a certain direction every day is systematically appropriated, even in tree growth; and that a new order of things would necessitate a readjustment of the forces of nature, and a check entirely unnecessary. He believes in supplying things as nearly as possible like those familiar, and making no extra demands upon the plant.

There are many instances in the practical every-day work which save or largely of this tree-planting principle. An employe may have a little different way of doing certain things from that of his employer, yet he gets results. Is it wise to attempt to turn his methods around, making his tree face in the opposite direction? Of course he can re-adjust himself to new methods if he is a man worth having. The lights and shadows in his day may be reversed. He may perform the work from an antipodal view, and gradually find the new way a normal one. But does it pay? His time in making the change is worth money. Is the result gained worth the extra preparation?

Besides, he feels better and more at home when facing in the natural direction. He may not work with quite so good a will if compelled to change to satisfy a whim. And many of our methods are little more or less to the man who has learned from the opposite side of the way. Why not mark the east side of the tree root in the transplanting, and let it stand to the east in the new location?

THE PERISHING PRODUCT.

The first warm days are the ones which usually carry the mischief. We forget from year to year how quickly certain food products deteriorate in value and soon become worthless. How much a single decaying thing may do toward starting decay in the entire collection. It takes tact and watchfulness to manage food products in such a way that little or no

loss may accrue, and yet it can be done, and the gain is well worth the extra effort.

Notice how quickly the purchaser passes your strawberries if she detects a single one that is off in quality. She does not know how many ruined ones may be in the bottom of the basket and the one on top is a warning heeded at once. Watch them closely, and cull out any suspicious ones. If there seems to be pronounced decay, cut the price and close them out for what you can. You have credit to maintain, and this can never be done by offering defective fruit for that of good quality.

Saturday evening is a good time for making a clearance sale of perishable products. What if you do lose money on them! Better this than to dump them into the garbage can on Monday morning. Besides, you have gained the good will of the customer to whom you made them a special bargain, and he will be twice as apt to give you a call next time. There is much in reciprocity when applied in this way.

Besides, you can not afford to allow your stock to be misjudged by the presence of a single cull. The decaying fruit calls flies, another detriment to the appearance of the collection. The advertisement is bad throughout. Your window becomes a damaging feature to the trade. Fresh goods are the ones which invite. It is among them that customers look for bargains; for they have learned by sad experience that the presence of decay is always a lottery suggesting scheme.

BAD BUSINESS.

A retail grocer who recently failed at Cadillac attributes his disaster to uttering checks dated in advance. He says he got in the habit of doing this through the importunities of the salesman of a wholesale grocery house who insisted that he meet his bills with a fair degree of promptness. When he could not pay cash he dated his checks from ten to thirty days in advance. By and bye he began to do the same thing with the man who sold him flour and the man who sold him produce and he soon found himself so enmeshed with dishonored checks that he found it almost impossible to extricate himself.

There may be some merit in this contention, but whether there is or not, it is a foregone conclusion that the issuing of checks without a corresponding balance on hand in the bank is bad business and ought not to be practiced by any debtor or condoned by any creditor.

If you can not do anything else to benefit your town move away.

INTO THE HEREAFTER.

Death of the President of Lemon & Wheeler Company.

Samuel M. Lemon, President of the Lemon & Wheeler Company, died at his home on Jefferson avenue early Monday morning, after an illness of about a month. The funeral was held at the house late this afternoon, the services being conducted by Rev. John T. Thomas, pastor of Westminster Presbyterian church. The interment was in Oakhills cemetery.

Biographical.

Samuel McBirney Lemon was born November 27, 1846, at Corneycrew, Parish of Mullabrack, in the county of Armagh, Ireland. His parents, Samuel and Rachael Lemon, were of the famous Scotch-Irish ancestry, which sturdy stock has left a lasting mark on American institutions in the great names it has contributed to every department of American life. As has been well said, "The Scotch-Irish were the first to declare independence from Great Britain and foremost in the Revolutionary struggle; leaders in the formation and adoption of the Constitution and its most powerful defenders; most active in the extension of our National domain and the hardest pioneers in its development." The Puritan, the Huguenot and the Dutch must gratefully salute with admiration this race which has given to the American Pantheon the names of Patrick Henry, Thomas Jefferson, John Paul Jones, James Madison, John Marshall, Andrew Jackson, James K. Polk, James Buchanan, Horace Greeley, Abraham Lincoln and Ulysses S. Grant. Mr. Lemon was blessed only with the characteristics which he inherited from such a race, but although the record of his life is short, it exhibits a singleness of purpose and a tenacity in the pursuit of business which has commanded success even under adverse conditions. It was the intention of his parents that he should prepare for the ministry, but he early expressed his desire to follow a mercantile life and, after receiving the best education his native country afforded, his father apprenticed him at the age of 18 years to one of the largest grocers in Ireland, at Potadown, Armagh county. Here he remained for five years, without pay, working hard to perfect his knowledge of the business, and soon after the completion of his apprenticeship, in November, 1870, set sail for America. On landing in New York, he secured a place with the grocery firm of Acker, Merrill & Condit, at the modest salary of \$10 per week, paying \$8 of this amount per week for his board. But within seven months, so valuable were the services of Mr. Lemon to his employers, that his salary was raised three times. His next move was to accept a position with A. M. Semple, of Rochester, and after five years of service there, Mr. Lemon had become manager of that extensive wholesale and retail grocery business at a fine salary. Tempted by a better offer, he then transferred his services to Lautz Brothers &

Co., of Buffalo, and for five years was engaged in selling their goods, with conspicuous success. Although drawing a salary which was equaled by few in his line, the ambition which would not let the Irish lad remain in his native land, still impelled him on, and he decided to begin business for himself. His travels had familiarized him with the growth and prospects of Grand Rapids and, admiring its push and enterprise, he decided to link his fortunes with its future. Consequently in 1880 Mr. Lemon removed to Grand Rapids and purchased the interest of John A. Covode in the wholesale grocery house of Shields, Bulkley & Co., which was then located on South Division street. On the removal of the firm to the new building in 1883, the firm name was changed to Shields, Bulkley & Lemon, which afterward became known as Bulkley, Lemon & Hoops. On the retirement of Mr.

business along modern lines and methods.

Mr. Lemon made his influence felt in other enterprises than the wholesale grocery business. He was long a director of the Fourth National Bank and took no small part in the work of developing and expanding that institution. He was also a director in the Commercial Savings Bank, the Peoples Savings Bank and the Michigan Exchange Private Bank. Some years ago he purchased a quarter interest in the Grand Rapids Show Case Co., which is one of the most progressive and prosperous manufacturing institutions in the city, and which he served in the capacity of President. He was largely interested in real estate and was a dominating factor in any institution with which he cast his fortune.

Mr. Lemon was always prominent in the work of the Grand Rapids

to him as well as to his friends, his associates and the patrons of the office. On his retirement from this office his associates presented him with a beautiful watch chain, which he prized highly and which he wore constantly.

Mr. Lemon joined the Presbyterian church while he resided in Ireland and while he was located at Rochester he united with the Presbyterian church there. During this time he was Assistant Superintendent of the Sunday school. On his coming to Grand Rapids he naturally allied himself with the Westminster Presbyterian church. He was not only an attendant of the church, but he took great interest in all of the church affairs and was a liberal contributor, both of money and time, to its various interests.

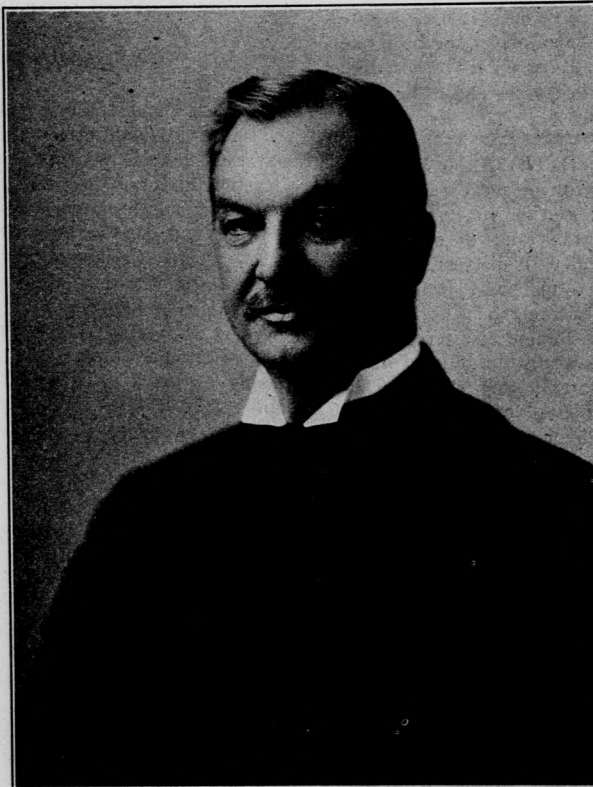
Mr. Lemon was married in Rochester, N. Y., January 17, 1883, to Miss Mary M. Peoples. They resided in their own home on Jefferson avenue. It is one of the most picturesque residences in the city. It is claimed that it was the first brick house erected in Grand Rapids. From time to time Mr. Lemon and his wife enlarged and beautified the house, making it one of the most attractive and homelike places in the city. While he was ill he expressed a desire that the pictures of Presidents, United States Senators, personal friends and his certificate of citizenship and appointment as Revenue Collector, which was signed by President McKinley, be brought up from his private office in the store and hung in his private room in the rear of the parlor. His request was promptly acted upon by Mrs. Lemon, greatly to the joy and satisfaction of her husband.

Mr. Lemon was a man who had no sympathy with halfway measures or insincere men. He invariably went to the bottom of things. His favorite saying was that a man, to be thoroughly successful, must be absolutely honest, and his life was a living example of this maxim.

Mr. Lemon was always ready to advise and assist young men, in whom he felt a special interest. No more loyal friend ever existed than Mr. Lemon and no one did more to live up to the letter and spirit of the Golden Rule than he did.

Mr. Lemon gave most generously and his gifts covered a wide field. Few donors ever did so much good with an equal amount of money. He knew the wastefulness and wickedness of indiscriminate doles. His sensitive conscientiousness, methodical methods, careful investigation and rigid accounting governed his relations with benevolent organizations and charitable efforts. He felt that he was the trustee of his great wealth and responsible for its use to God and his fellowmen.

He sacrificed ease and coveted recreation to promote the welfare of humanity, and wore out his strength and impaired his health by his labors in the many enterprises with which he was connected, and in seeking the most effective methods for distribut-



Samuel M. Lemon

Bulkley, the firm name was changed to Lemon, Hoops & Peters, and on the retirement of Mr. Hoops, the firm name was changed to Lemon & Peters. The copartnership continued until the failure of Mr. Peters—which did not involve the grocery house except as he was related to it as a partner—when Mr. Lemon immediately organized a corporation to continue the business under the style of the Lemon & Wheeler Company, which has been one of the most prosperous mercantile establishments at this market. The company owns the building which it occupies at the corner of South Ionia and Oakes streets and its field of operations has been enlarged from year to year until it now covers the entire western portion of the State and the northern portion of Indiana. It also owns a fine building at Kalamazoo, where it also conducts a wholesale grocery

Board of Trade, having served as a director since 1896 and acted on many of the most important committees of that organization. He was a strong advocate of river improvement and did yeoman service in the work along educational lines.

Mr. Lemon had been an adherent of the Republican party ever since he was admitted to citizenship. He was mentioned several times for mayor, and, if he had lived, it is not unlikely that he might have been the candidate of his party for governor at some future time. He was Collector of Internal Revenue for nearly fourteen years, owing his appointment to Senator Burrows, whose esteem and confidence he enjoyed to a marked degree. No other collector ever held office so long in the history of the American Government. His office was always rated A1 at Washington, which was a great satisfaction

ing the money he gave annually in public and private charity.

The following telegram was sent to Mr. Lemon, April 6, while he was at the Park Hotel, Hot Springs, Arkansas:

Congratulations. The boys around the table are traveling every day at auto speed. Will need aeroplane soon. Glad to welcome you home and have you enjoy the speed.

The Traveling Men.

The following letter was sent to Mr. Lemon from his traveling men on May 18:

Dear Sir, Friend and Boss—This letter comes from us at this time as a token of not only our respect, but sincere regard for you and your welfare. We regret your recent illness which has caused your inability to be with us for several meetings. Your recuperation to your present condition of good health gives us all great pleasure, and your expected presence among us again sheds a halo of good fellowship and welcome to you from all. In fact, in the vernacular of up-to-date comradeship, welcome to our city.

Trusting this will be accepted in the same spirit in which it is sent, we are yours as ever,

With kindest regards,

- H. S. Saunders,
- Richard Warner, Sr.,
- W. H. Ingersoll,
- E. F. Hillebrand,
- R. Stechman,
- J. W. Triel,
- G. W. Haskell,
- W. E. Wilson,
- Herbert Baker,
- G. O. Lindemulder,
- Fred Dykema,
- E. C. Below,
- John M. Shields,
- E. E. Wheaton.

A bug seems a harmless insect and one scarcely worth killing, yet bugs are costing Detroit \$20,000 in cash this year, according to the Free Press of that city. The experts claim that the damage done in this country by insects amounts to \$800,000,000, and that is more than the property loss from fire in 1911. The elms of Harvard University are to be cut down and replaced with red oaks, all because the old trees which have stood in the "yard" so many years are attacked by the leopard moth and the elm-bark beetle, both of which work inside the bark, where no spraying or poison can reach them. The people of the United States have wantonly killed or driven away the birds, and Federal legislation seems to be necessary to protect our feathered friends. A bill now pending is to supplement protective measures in force in individual states, and is designed to protect all migratory game and insectivorous birds in the country.

An expert typist can not get good results from a rattly machine. Neither can a good salesman from a poor line.

It takes hard learned sense to take care of hard earned dollars.

BANKRUPTCY MATTERS.

Proceedings in Western District of Michigan.

May 21—In the matter of John C. Cole, bankrupt, who formerly conducted a restaurant and saloon at Big Rapids, the first meeting of creditors was held, and Nelson E. Waldo, of Big Rapids, was elected trustee by creditors and his bond fixed at \$1,500. The first meeting was then adjourned to June 11 for examination of the bankrupt.

May 12—In the matter of James W. Burns, bankrupt, formerly merchant at Hubbardston, a special meeting of creditors was held to consider the bankrupt's offer of composition at 20 per cent. The written acceptances of creditors were filed and the meeting held open for further consideration of the meeting of composition.

May 23—In the matter of Harry Leach, bankrupt, formerly at 31 West Bridge street, the report of sale of the assets, excepting exemptions, for \$575, filed by the trustee, was confirmed and the sale ordered made.

In the matter of G. W. Stevens & Son, bankrupt, hardware merchants at Greenville, the first meeting of creditors was held, and James Gracey, of Greenville, who has been acting as receiver, was elected trustee by the creditors and his bond fixed at \$10,000. The following were appointed appraisers: L. H. Sprague, Z. C. Bohrer and J. H. Timmink, all of Greenville. The first meeting was then adjourned to June 19, at the office of the referee and the bankrupts ordered to appear.

In the matter of Nellie Morris Thompson, bankrupt, formerly a milliner at Grand Rapids, the adjourned final meeting of creditors was held and a final order for distribution made. In this matter it appeared that there were not sufficient assets to pay the preferred claims and administration expenses in full and no dividend was paid to ordinary creditors. No cause to the contrary being shown by creditors, it was determined that a favorable certificate as to the bankrupt's discharge be made by the referee.

May 24—In the matter of W. J. Pike & Son, bankrupt, hardware dealers at Newaygo, the trustee, Chas. F. Rood, filed a report of offer received for the assets, excepting the bankrupt's exemptions, of \$1,100. The appraised valuation of such assets, including the bankrupt's exemptions, is \$2,051.46. An order was made by the referee directing creditors to show cause, if any they have, on June 4 why such offer or any other offer which may in the meantime be received by the trustee should not be accepted and the sale ordered.

May 27—In the matter of Mattie Walker, bankrupt, formerly merchant at Wyman, the final meeting of creditors was held. The final report and account of Henry T. Heald, trustee, was considered and allowed, and a final dividend of 3 per cent. declared on ordinary claims, making a total of 38 per cent. paid ordinary creditors. It appearing from the records in this

matter that the bankrupt had filed a false schedule by listing a fictitious creditor and had also failed to list as an asset the sum of \$464 on deposit in a safety deposit box at Big Rapids and failed to disclose the same and pay it over to the trustee until ordered by the court, it was determined that a favorable recommendation as to the bankrupt's discharge be not made by the referee.

May 28—In the matter of Ray Bement, bankrupt, of Grand Rapids, it appearing that there were no assets above the bankrupt's exemptions, an order was made closing the estate and the files returned to the clerk's office. No cause to the contrary being shown by creditors a certificate was made by the referee recommending that the bankrupt receive his discharge.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, May 27—In no particular does the coffee market show any change. Demand is simply of the daily routine character and prices are at the same figure day after day. In store and afloat there are 2,114,829 bags, against 2,311,739 bags at the same time last year. At the close Rio No. 7 is worth in an invoice way 14 1/4c.

Sugar is moving slowly, but refiners are making some advances in granulated and prices by all are apparently well sustained. At the close 5.20c seems to be the prevailing rate.

Teas are steady, but almost everywhere the same reply is given of very small quantities being taken and both buyer and seller seem to be waiting for something to turn up. Not a few brokers are taking a vacation and the tea situation will probably show little, if any, change for the better for some time.

Orders, or at least enquiries, for rice have been coming in with more freedom, and the trade seems to be realizing that the flood situation may have very much to do with prices before new rice reaches market. Prime to choice domestic, 5 3/8 @ 5 5/8c.

Stocks of spices are not overabundant, but there seems to be enough of everything to meet requirements, which are naturally quiet at this season. Singapore black pepper, 11 1/4 @ 12c in a large way. White, 17 @ 17 1/4c. Zanzibar cloves, 14 1/2 @ 14 3/4c.

Only the everyday demand for molasses can be chronicled. The price is steady and stocks are moderate. Syrups are steady with fancy, 25 @ 28c.

Spot tomatoes f. o. b. Maryland are generally held at \$1.22 1/2 @ 1.25. There has been a better call during the past week and prices are firmly held. Not much doing in futures and 80c seems to be about the going quotation. Peas are steady for spots and little doing in futures. Corn is selling in quite a satisfactory way. Other goods show absolutely no change.

Receipts of butter have been comparatively large and creamery specials are worth a little less. Extras, 27 @ 27 1/4c; firsts, 26 @ 26 1/2c; factory, 23 @ 23 1/2c.

Cheese is weaker under the influ-

ence of larger supplies. Whole milk, 15c.

Eggs are steady and seem to tend upward. Best Western whites are quoted at 20 1/2 @ 21 1/2c; storage, best, 20 @ 21c. Receipts show effects of hot weather to quite an extent.

Twice Refused Before Accepted.

When Mark Twain first met the lady who afterward became his wife he was not such a distinguished man as he was later on, says the Wasp. His origin was humble, and he had been a pilot on the Mississippi River. The future Mrs. Clemens was a judge's daughter, and her father desired for his son-in-law some one of social position equal to his own. Clemens, however, fell in love with the daughter and proposed to her. He was refused. Not in the least downcast, he said to the young lady: "Well, I did not believe you'd have me, but I thought I'd try."

After a while he tried again, with the same poor result. With that celebrated drawl he said: "I'd think a great deal more of you if you'd said yes, but it's hard to bear."

The third trial resulted in success, but then came the task of tackling the father.

"Judge," asked Clemens, "have you seen anything going on between Miss Lizzie and me?"

"What? What?" testily exclaimed the old gentleman, and Clemens repeated the question.

"No, indeed, sir; I have not," replied the Judge.

"Well, look sharp and you will," said the rising young author. He got the girl.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, May 29—Creamery butter, 25 @ 27c; dairy, 20 @ 26c; poor to good, all kinds, 18 @ 20c.

Cheese—Fancy, 16c; choice, 15c; poor to good, 10 @ 14c.

Eggs—Choice fresh, 19 @ 20c. Poultry (live)—Turkeys, 15 @ 16c; cox, 11c; fowls, 15 @ 16c; ducks, 16 @ 18c; geese, 10 @ 11c.

Beans—Red kidney, \$2.50 @ \$2.75; white kidney, \$3.00; medium, \$3.00 @ \$3.10; marrow, \$2.90; pea, \$3.00.

Potatoes—\$1.30 @ 1.40. Rea & Witzig.

To be successful a pitcher must be able to control his curves. Business arguments that go wild are wasted effort.

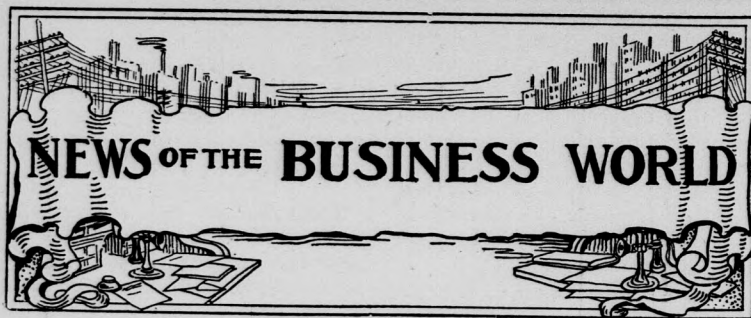
Up-to-date Stores use

THE BEST SALES DUPLICATING BOOKS

Made of good BOOK paper, not print 15% OFF IN TOWNS WHERE WE HAVE NO AGENT. WRITE FOR SAMPLES TO MIDGARD SALES LIP CO. STOUGHTON, WIS. Also manufacture Triplicate Books, Carbonized back Books, White and Yellow Leaf Books.

Dandelion Vegetable Butter Color

A perfectly Pure Vegetable Butter Color and one that complies with the pure food laws of every State and of the United States. Manufactured by Wells & Richardson Co. Burlington, Vt.



Movements of Merchants.

Harbor Springs—J. T. Starr & Co. have added a line of groceries to their meat stock.

Cass City—A. N. Treadgold & Co. succeed Peters Bros. in the drug and wall paper business.

Albion—Young & Vedder are closing out their stock of meats and will retire from business.

Detroit — The Michigan Savings Bank has increased its capitalization from \$250,000 to \$400,000.

Flint—William H. Tucker will open a grocery and cigar store at 804 Withersbee street about June 10.

Owosso—Fred E. Russell, who conducts an art store at Bay City, has opened a branch store here.

Hart—H. H. Menerey, recently of Allegan, has purchased the A. L. Edwards drug stock and taken immediate possession.

Sparta—Mrs. Oscar Swanson, who succeeds Ora Grant in the tea and coffee business, has added a line of confectionery and baked goods.

Noordeloos—J. J. VanDyke has sold his stock of general merchandise to Lambertus Gebben, recently of East Saugatuck, who has taken possession.

Woodland—H. E. McComb has sold his stock of general merchandise to Robert Adamson, formerly of Colon, who took immediate possession.

Martin—The Martin Elevator Co. has engaged in business with an authorized capital stock of \$6,000, of which \$3,000 has been subscribed and paid in in cash.

Muskegon—W. H. Buckley, hardware dealer at Spring Lake, has taken over the Harry DeWitt hardware stock and will continue the business as a branch store.

Lapeer—D. P. Sullivan has sold his grocery stock to Fred and Lewis Stier, who will continue the business at the same location under the style of Stier Bros.

Scottville—The Scottville Produce Co. has engaged in business with an authorized capitalization of \$15,000, of which \$10,000 has been subscribed and paid in in cash.

Central Lake—Smallegan, Smith & Co. are succeeded in general trade by the Smallegan & Smith Co. and in the hardware and implement business by John H. Smith & Son.

Eaton Rapids—Ira Collar has sold his interest in the implement stock of Moore & Collar to his partner, C. J. Moore, who will continue the business under his own name.

Copemish—The Copemish Bean & Grain Co. has engaged in business with an authorized capital stock of

\$6,000, of which \$3,000 has been subscribed and paid in in cash.

Sebewaing — The Bach Grain & Lumber Co. has engaged in business with an authorized capital stock of \$25,000, of which \$20,000 has been subscribed and \$5,000 paid in in cash.

Elwell—The Elwell Gleaner Farmers Elevator Co. has been organized, with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and \$1,250 paid in in cash.

Munising—John W. Depew has purchased the Ed. Herrick & Co. grocery and meat stock and will continue the business at the same location under the management of Lawrence Sharkey.

Webberville—Ray Dean has sold his interest in the meat stock of Dean & Lockwood to Daniel White and the business will be continued under the style of Lockwood & White.

Dowagiac—William Bradfield has sold a half interest in his milk and baked goods business to Walter Koons and the business will be continued under the style of Koons & Bradfield.

Traverse City—Henry Wischnewski has sold a half interest in the La-Mode millinery stock to Mrs. Ada J. Germaine and the business will be continued under the style of Palmer & Germaine.

Cheboygan—Joseph H. Barrowcliff has sold his grocery stock to William Grant and purchased the E. A. Woods grocery stock, which he has removed to his store on Main street, where he will continue the business.

Newberry—Owing to ill health Leo Auten has sold his interest in the Auten & Sundstrom stock of general merchandise to his partner, Oscar Sundstrom, who will continue the business under his own name.

Fremont—John Schrem has sold his interest in the grocery and shoe stock of Schreur, Vredevelde & Co. to J. H. Bowman, recently of Wooster, and the business will be continued under the style of Vredevelde & Co.

Muskegon—The Merchants' Supply Co. has engaged in business for the purpose of buying and selling merchandise, with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and \$1,000 paid in in cash.

Brown City—Buby & Steinkopf, general store dealers, have merged their business into a stock company under the style of Buby, Steinkopf & Co., with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Saginaw—The Saginaw Grain Co. has been incorporated to do a gen-

eral grain business. They have taken over the Wells & Stone elevator and also purchased the grain, hay and seed stock of Laur Bros., of Onaway, which it will continue as a branch to its Saginaw elevator.

Pinckney—F. G. Jackson has resigned his position as traveling salesman for Edson Moore & Co., of Detroit, and purchased the interest of Mr. Roche in the grocery and men's furnishing stock of Murphy & Roche, and the business will be continued under the style of Murphy & Jackson.

Morrice—H. V. Pierce, for years a general merchant here, has accepted an offer to go to Bridgeport, Ala., and act as general manager of a store there which is in the process of building. It will be a large department store, put up by the Pierce Coal & Lumber Co. for the accommodation of its employes. R. V. Pierce, of patent medicine fame, who owns the controlling interest in the business, is a cousin of Mr. Pierce here.

Manufacturing Matters.

Cadillac—The Cadillac Lumber Co. has increased its capital stock from \$25,000 to \$40,000.

Detroit—The Wyandotte Foundry Co. has increased its capital stock from \$26,250 to \$50,000.

Detroit—The American Girl Garment Co. has increased its capitalization from \$10,000 to \$25,000.

Lansing—The capital stock of the New Way Motor Co. has been increased from \$350,000 to \$500,000.

St. Louis—The Iseman & Parrish Stock Food Co. will remove its plant from Hillsdale to this place about July 1.

Detroit—The Calumet Manufacturing Co., manufacturer of gloves, has changed its name to the Cravenette Glove Co.

Coleman—The Farmers' Dairy Co., of this place, has been organized with an authorized capital stock of \$4,000, all of which has been subscribed and paid in in cash.

Detroit—The Detroit Papier Maché Co. has engaged in business with an authorized capitalization of \$10,000, of which \$8,000 has been subscribed and \$1,800 paid in in cash.

Detroit—The Grant Automatic Machine Co. has been incorporated with an authorized capital stock of \$50,000, which has been subscribed, \$10 being paid in in cash and \$49,990 in property.

Lansing—The Kollar Steam Safety Device Co. has engaged in business with an authorized capitalization of \$10,000, of which \$8,000 has been subscribed and \$4,000 paid in in property.

Lansing — The Lansing Sanitary Iceless Packer Co. has engaged in business with an authorized capital stock of \$30,000, of which \$18,800 has been subscribed, \$15,000 being paid in in cash and \$3,800 in property.

Detroit—The A. D. W. Automatic Shoe Cleaner Co. has been incorporated with an authorized capital stock of \$50,000, of which \$34,100 has been subscribed, \$119.50 being paid in in cash and \$33,980.50 in property.

Kalamazoo—The Goodale Co., con-

ducting an aluminum factory, has merged its business into a stock company under the same style, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Rochester—Frank D. Shoup, for two years Assistant Cashier of the First National Bank of this place, has bought the Rochester grain elevator from John C. Day & Co. Louis Becker, of the Rochester creamery, takes Shoup's place in the bank.

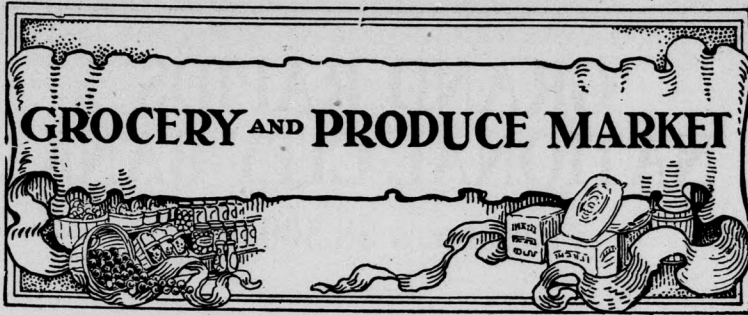
The dry goods and shoe stock of the Lithuanian Co-operative Co., on West Leonard street, was purchased last week by R. J. Cleland in behalf of the Polkton Mercantile Co., of Coopersville. The purchase price was \$1,655, which is a little more than the appraised value. The liabilities are about \$2,200. It is expected that the creditors will receive their pay in full because the Polish priest in charge of that parish subscribed for stock he has never fully paid for and he will now be asked to make good his subscription. This and other subscriptions of a similar character which were not fully completed will be sufficient to meet the obligations in full.

John D. Muir, druggist at the corner of Ottawa and Monroe avenues, who recently sold his stock to Schrouders, is offering his creditors 30 per cent. in full settlement of their claims. Albert Stonehouse received his claim in full on account of the contract arrangement he had with Mr. Muir. It is understood that the merchandise creditors, whose claims amount to about \$5,000, will accept the compromise offered. The money to make the payments is understood to have been secured by a loan negotiated by Mr. Muir, who enters the employ of the National Union Drug Association, recently exploited by Mr. Schrouder and others.

The Associated Manufacturers' Co., of Waterloo, Iowa, has opened a branch office in this city, with M. A. Miller as sales manager. Mr. Miller and family came here from Mason City, Iowa, and have located at 757 Wealthy street. Five men are covering the State and report good success in getting started. The entire crew accompanied Mr. Miller on a tour of inspection to the factory last week, returning Friday. At present goods are transferred through the Elston Storage Co., with offices at 757 Wealthy street, and arrangements are now being made for an office and display floor in the business district.

The Mutual Supply Co. has engaged in business to conduct a general retail store, dealing in general merchandise, with an authorized capital stock of \$2,000, of which \$1,000 has been subscribed and paid in in cash. The stockholders and the number of shares held by each are: Lloyd M. Conrad (trustee), 88 shares; Lloyd M. Conrad, 1 share, and Frank C. Baxter, 1 share, all of this city.

Flowers frequently fold their petals on a gloomy day. And a good many customers fasten their pocketbooks against a frowning dealer.



The Produce Market.

Apples—Western box apples, \$3@3.50 per box.

Asparagus—75c per doz. for home grown.

Bananas—\$4 per 100 lbs.

Beets—75c per doz. bunches for new.

Butter—Receipts are increasing to a considerable extent. The quality also shows an improvement. The consumptive demand is good. Extras are now held at 26c in tubs and 27c in prints. Local dealers pay 20c for No. 1 dairy grades and 16c for packing stock.

Cabbage—\$1.75 per bbl. for Texas.

Celery—Florida, \$3 per crate; California, \$1.10 per doz.

Cucumbers—\$1 per doz. for hot-house.

Eggs—Receipts continue liberal and the market is barely steady at the recent decline. The consumptive demand is good, as is the speculative demand. As long as the quality runs as good as at present, both the consumptive and speculative demand is likely to be good, with prices well maintained, but as we go into warm weather the quality will deteriorate, and a decline may come. Local dealers pay 17@17½c, case count.

Grape Fruit—Choice Florida, \$7 per box of 54s or 64s; fancy, \$8.

Grapes—Imported Malagas, \$4.50@5.50 per bbl, according to weight.

Green Onions—15c per doz. for Evergreens and 18c for Silver Skins.

Green Peppers—50c per small basket.

Honey—18c per lb. for white clover and 17c for dark.

Lemons — California, \$5.25; Messina, \$5.

Lettuce — Hothouse, 18c per lb.; head, \$1.50 per bu.

Nuts—Hickory, \$1.75 per bu.; walnuts and butternuts, 75c per bu.

Onions — Texas Bermudas are in ample supply and excellent demand on the basis of \$1.50 for white and \$1.25 for yellow.

Oranges—\$2.75@3.25 for Navels.

Pieplant—85c per 40 lb. box for either home grown or Illinois.

Pineapples—Cubans command \$2.75 for 24s; \$2.65 for 30s and \$2.50 for 36s.

Plants—65c for tomatoes and cabbage; 90c for pepper.

Potatoes—The call for seed stock is practically over. Old, \$1.25; new, \$2.25.

Poultry—Local dealers pay 10c for fowls; 6c for old roosters; 8c for geese; 10c for ducks; 12c for turkeys. These prices are for live-weight. Dressed are 2c higher.

Radishes—15c per doz. for hot-house.

Spinach—\$1 per bu.

Strawberries — Missouri stock is now arriving. It is fair in quality. It commands \$1.75@2.25 per 24 qt. case.

Sweet Potatoes—\$6.25 for Jerseys.

Tomatoes—Six basket crates, \$2.25.

Turnips—50c per bu.

Veal — 5@10c, according to the quality.

How To Secure Tickets for Merchants Week.

Grand Rapids, May 28—Merchants Week will be held in Grand Rapids June 11, 12 and 13.

We extend you herewith a most cordial invitation to come and partake of our hospitality on this occasion.

The amusements will start on Wednesday afternoon at 1 o'clock, when all the visitors will be permitted to make a thorough inspection of Number One Central Fire Station with all its modern equipment. This is one of the most modern firehouses in the country. At 2 o'clock there will be a parade of the apparatus and a "run." In the afternoon there will be a band concert in Fulton Park and in the evening the visitors will be entertained at the Majestic theater by the Mary Servoss Company presenting the play, "Girls."

Thursday will be Ramona and Banquet Day. Upon your arrival in the city you will be furnished with tickets to all the concessions at Ramona and the theater. These tickets will be good any time during the day. The big banquet will be at the Coliseum at 6 p. m. This banquet is for the visiting merchants and their wives.

Tickets for the amusement features will be issued to you when you register at the Association of Commerce headquarters on your arrival in the city, and if you do not intend to stay for the banquet you need not notify us in advance.

We must know in advance just how many will attend the banquet, therefore please send for tickets in advance and not later than June 10. Address your application for tickets to M. C. Huggett, Secretary Grand Rapids Association of Commerce.

Wm. B. Holden, Chairman.

A Philadelphia amateur scientist, who was performing experiments with liquid air before his friends, accidentally placed his right hand in the freezing liquid. In an instant his fingers were badly frozen. The young man rushed to a hospital, where his fingers were amputated.

One touch of weather makes the whole world talk.

The Grocery Market.

Sugar—Refined grades are on the same basis as a week ago. The margin between raw and refined is very large, and the latter should decline, and doubtless would, if somebody started it. The Federal refinery, however, which usually starts declines, is sold up and there is no incentive to drop.

Tea—Continued reports from Japan regarding the new crop confirms the relatively higher prices asked since the opening of the market. The present range of advances is from ½@1c per pound and bids fair to remain so. The settlements to date are considerably less than last year of both Japans and Formosas, as buyers are holding back in hopes of bringing prices down to last year's levels. Ceylons and Indias continue firm, with steady and increased demand for these teas, the sale of which is increasing in this country. Over 1,000 packages of Formosa Oolong were rejected recently at the port of New York as not being up to the United States Government standard. The Formosan government has apportioned \$50,000 in its 1912 budget to be spent in expanding the tea market.

Coffee—Options have sagged considerably, but actual Rio and Santos coffee are not more than ⅓c cheaper. Nobody seems to have any confidence that the suit instituted by the Government against the so-called coffee trust will succeed. Mild coffees have not felt the suit at all, as they do not participate, except sympathetically, in the valorization plan. Java and Mocha are unchanged and quiet. The demand for all coffee is exceedingly dull.

Canned Fruits—Apples are easy but dull. California goods on spot are unchanged and quiet. Some of the packers are out with future prices on peaches and cherries, the former being 20@25c per dozen below last year and the latter 20c. These prices are attractive and buyers are making contracts. It is feared that the winter pack of Hawaiian pineapples will be much too small to meet the demand for the summer.

Canned Vegetables — The most prominent feature about the tomato market is the great difference in prices of spot and futures. The quotations of futures being lower than spot goods there may be a gradual decline until prices on spot tomatoes are on a level with futures. Peas are still sought after. Prices are high and nothing to indicate that the 1912 pack will be a great deal lower. The crop prospects at the present time are fair. Corn, both spot and future, is dull and unchanged.

Dried Fruits—Currants are fairly active for the season at unchanged prices. Prunes are unchanged, being still lower in secondary markets than on the coast. The demand is light. Peaches and apricots are quiet at ruling prices. A few future raisins are selling, but the spot demand is dull. The market quotations on evaporated apples are lower now than at the opening of the season last fall, and

while there is nothing to indicate an advance it would seem that they are a good buy at this week's prices as they are lower than May prices in past years.

Fish—Cod, hake and haddock are very dull and the price is easier on account of prospects for a large catch. Salmon is unchanged and fairly active. Domestic sardines are still rather easy, although the very low-priced goods have practically disappeared. The market is still very low, and at present prices there is very little incentive for packers to put up goods. Imported sardines are unchanged and quiet. There has been no change in the mackerel market during the week. The situation is still steady, with a very light demand. Some new Irish fish is offered at a basis somewhat higher than a year ago.

Cheese—Arrivals are showing better quality each week, but fancy full grass cheese will not appear for at least two or three weeks. All the cheese now arriving is going into consumption, but the production will likely increase in the near future, and if there is any change it will likely be a slight decline.

Syrups and Molasses—Corn syrup has declined 1½c per gallon on bulk goods and 6 scales on package goods. The demand is very light. Sugar syrup is also dull and unchanged and so is molasses.

Starch—Declined 10c per 100 on May 23.

Rice—The demand for either Japan or Head rice is not nearly as large as it should be with prices so cheap in comparison with other foods. Reports from the primary markets state that the demand has shown considerable improvement during the past ten days, and that stocks on the Atlantic coast are rapidly decreasing. The market in Texas and Arkansas shows an advance and the demand is also very good.

Provisions—Pure and compound lard are unchanged and quiet. Dried beef, canned meats and barrel pork are unchanged and dull. Ox tongues in tin are very scarce and all packers are running low on all sizes. Prices are 50c per case above last year.

Looking Toward Consolidation.

The Presidents and Secretaries of the Michigan State Pharmaceutical Association and the Michigan Retail Druggists' Association met in this city last week and prepared a draft of a constitution and by-laws for presentation at the joint meeting of the two organizations at Muskegon. The name of the new association was not decided upon.

It was originally intended to hold the convention August 13 and 14, but as it was found that these dates conflicted with the annual convention of the N. A. R. D., at Milwaukee, it was decided to change the dates of the meeting to August 6, 7 and 8, giving three days to the work of the convention instead of two days, as originally planned.

It is easier to promise bread than it is to provide butter.

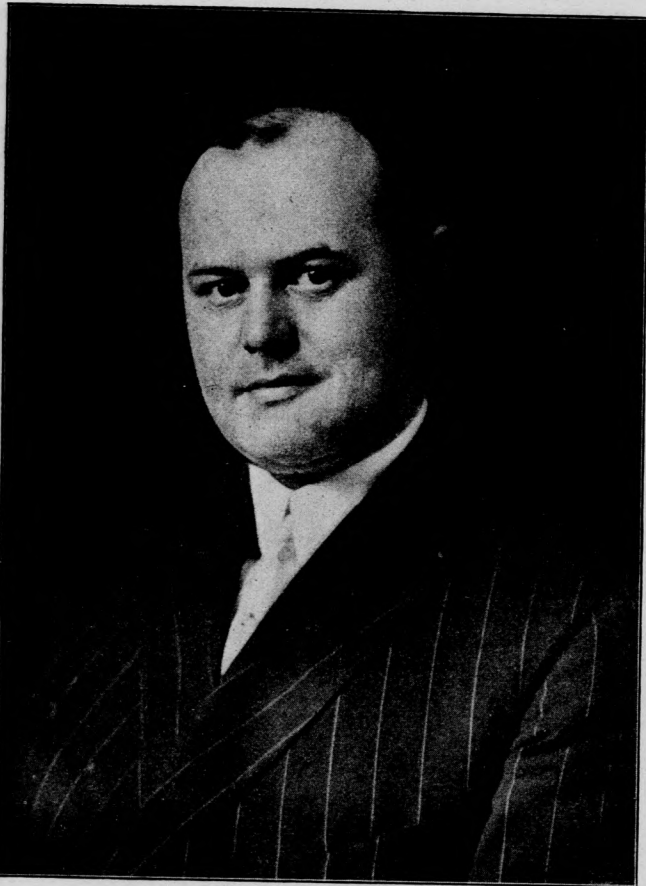


MEN OF MARK.

Heber W Curtis, Vice-President Kent State Bank.

Well directed and properly concentrated effort is the magic talisman which opens the door to commercial

two were to take effect they probably would not kill or even disable. The true huntsman never uses bird-shot when out after big game. He carries a heavy rifle and depends upon his steady arm, practiced eye and



Heber W. Curtis

or other distinction. It is a force which may build up or destroy magnificent undertakings. Whether applied in either a national or individual quantity, the results are correspondingly marvelous. It is an old saying that things that are obtained without effort are not greatly prized and fortunes that come quickly are likely to vanish into thin air as rapidly as they materialize. Nothing that is obtained cheaply seems to be worth while in this day and age and only steady, persistent, intelligently directed work makes life's rewards of real and permanent value.

It is often found that the young man who does not get along well in life is lacking in definite aim. He is like the inhabile marksman who uses a big barreled gun and a small sized shot and trusts to luck for his quarry. He overlooks the facts that the shot scatter and that if one or

long years of training to speed the bullet to its intended destination.

In everyday business life are observed young men who fritter away their best years in essaying a trade, occupation or profession for which they have no taste nor inclination. They try a certain line of work for a few months or years and then another and because they do not soar to the top right away they become dissatisfied and again go into a new kind of business, with the result that they find nothing that suits them and that they never rise above mediocrity. They lack the absolute essential to success in any undertaking, which is constant and persistent application. Failure is seldom recorded in the case of one who possesses a singleness of intent from which he never varies. The employe who simply does his duty and keeps one eye on the clock never amounts to

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Resources \$8,500,000

Our active connections with large banks in financial centers and extensive banking acquaintance throughout Western Michigan, enable us to offer exceptional banking service to

Merchants, Treasurers, Trustees, Administrators and Individuals

who desire the best returns in interest consistent with safety, availability and strict confidence.

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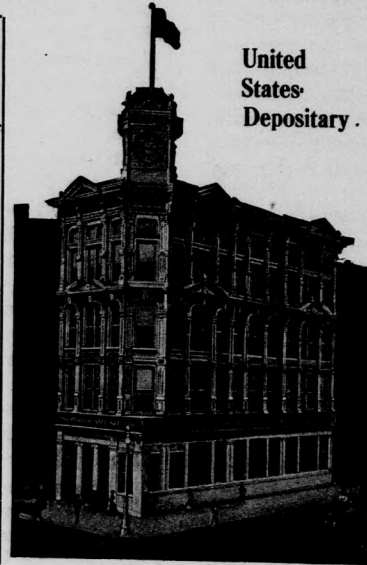
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Compounded Semi-Annually

Capital Stock

\$300,000

United States Depository.



Commercial Deposits

3 1/2

Per Cent Interest Paid on Certificates of Deposit Left One Year

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\$250,000

Public Utility Stocks and Bonds Municipal Bonds, Local Securities

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Both Phones: 2435.

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of adequate protection in the event that you should be taken away. Have you provided sufficient Life Insurance to care for them as YOU CAN? If not we can supply your needs.

The Preferred Life Insurance Co. of America
Grand Rapids, Michigan Wm. A. Watts, Secretary

much, while he who does his whole duty of a little more perhaps and takes as much interest in his employer's business as if it were his own is always heard from. Tenacity of purpose and the concentration of all the powers of body and brain are the goal winners of the twentieth century and any success that is not predicted upon these two inspiring agencies is purely adventitious and evanescent and of false or unsatisfying nature.

Given constancy of purpose with an intelligent direction thereof and a lifetime of endeavor might amount to but little were it not reinforced by a necessary complement of brain. Something of this happy combination of a fixity of purpose and the mental capacity needed for its support is suggested in reviewing the career of Mr. H. W. Curtis. He is not one of those who seek notoriety, is not at all vainglorious as to what he has accomplished in fifteen years of exceptional activity, but his very modesty has attracted attention to his deeds in such measure that he is known and honored in business and social circles throughout a much wider environment than is gained by most men of his age.

Heber W. Curtis was born at Richland, Kalamazoo county, Sept. 6, 1881. His father was of Scotch descent. His mother was of English descent. When he was 2 years of age his parents removed to Petoskey, where he attended the public schools from his fifth to his seventeenth year, graduating from the high school in 1898. He then entered the Petoskey City Bank—now the First National Bank of Petoskey—and during the succeeding twelve years occupied every position in the bank except that of President, which was held by his father. Two years ago he removed to Grand Rapids to take the position of Cashier of the Grand Rapids National City Bank, and a month or so ago he accepted the position of Vice-President of the Kent State Bank. While he was a resident of Petoskey, Mr. Curtis was one of the organizers of the Cook, Curtis & Miller Lumber Co., which was four years in completing its cut in the Upper Peninsula. Mr. Curtis acted as Treasurer of the company.

Mr. Curtis was married Dec. 12, 1911, to Miss Jean Sinclair. They reside at 216 Madison avenue.

Mr. Curtis is a member of the First Presbyterian church of Petoskey, which he has served in the capacity of Trustee and Treasurer.

Mr. Curtis says he has no hobby but making money, but those who know him in a social way, dissent from this opinion and state that he is one of the most companionable of men. He is not at all affected in manner. He is easy of access to his business associates and has a grace of manner and a pleasant personality which enable him to command respect and retain his friends.

Mr. Curtis attributes his success to observation and close attention to business and possibly both qualities have contributed to the excellent

standing he has acquired as a banker and business man. He has had the advantage of exceptional business training on account of his father and two brothers being engaged in the banking business at Petoskey, and it goes without saying that he has taken advantage of every opportunity to increase his knowledge of the banking business and advance himself in his chosen profession.

Quotations on Local Stocks and Bonds.	
	Bid. Asked.
Am. Gas & Elec. Co., Com.	87 88
Am. Gas & Elec. Co., Pfd.	46½ 48
Am. Light & Trac. Co., Com.	305 310
Can. Puget Sound Lbr.	2½ 3
Cities Service Co., Com.	103 106
Cities Service Co., Pfd.	91½ 92½
Citizens Telephone	95 96
Comw'th P. Ry. & Lt. Com.	61½ 62½
Comw'th P. Ry. & Lt. Pfd.	90 91
Dennis Salt & Lbr. Co.	100 100
Elec. Bond Deposit Pfd.	83 85
Fourth National Bank	200 200
Furniture City Brewing Co.	70 70
Globe Knitting Works, Com.	110 112½
Globe Knitting Works, Pfd.	100 101
G. R. Brewing Co.	200 200
G. R. Nat'l City Bank	178 180
G. R. Savings Bank	185 185
Holland-St. Louis Sugar, Com.	10¼ 11
Kent State Bank	260 260
Lincoln Gas & Elec. Co.	40 42
Macey Co., Com.	200 200
Macey Company, Pfd.	97 100
Michigan Sugar Co., Com.	90 94
Michigan State Tele. Co., Pfd.	100 101½
National Grocer Co., Pfd.	87½ 91½
Ozark Power & Water, Com.	45 48
Pacific Gas & Elec. Co., Com.	64½ 65½
Pacific Gas & Elec. Co., Pfd.	91 92½
Peoples Savings Bank	250 250
Tennessee Ry. Lt. & Pr., Pfd.	77 78½
Tennessee Ry. Lt. & Pr., Com.	26 27
*United Light & Railway Com. 63	
*65 last sale—ex dividend 75% in stock.	
United Lt. & Railway 1st Pfd.	89 91
United Lt. & Railway 2nd Pfd.	80 82
Bonds.	
Chattanooga Gas Co.	1927 95 97
Denver Gas & Elec. Co.	1949 95 97
Flint Gas Co.	1924 96 97½
G. R. Edison Co.	1916 97 99
G. R. Gas Light Co.	1915 100½ 100½
G. R. Railway Co.	1916 100 101
Kalamazoo Gas Co.	1920 95 100
Saginaw City Gas Co.	1916 99 99

Is It Worth While To Catch Little Fish?

Written for the Tradesman.
In recent issues of the daily newspapers F. Emery Tuttle revived a plan that was first submitted to the public many years ago by the late Hon. Charles C. Comstock, for providing an "omnibus building" for the use of small manufacturers. The plan has been revived many times and nine years ago an enterprising citizen erected such a building. One hundred thousand dollars were invested in the plant, and tenants were easily secured for the most desirable floors. It was not until recently, however, that the building was fully occupied. The early tenants did not remain long on account of the high cost of insurance. For instance, one tenant paid \$1.10 per hundred during the first year of this occupancy and \$3.45 during the succeeding four years. Mr. Tuttle says the city needs "varied industries" and expresses the opinion that many small manufacturers would locate here if some enterprising citizen, company or firm would erect an immense omnibus building, 60x400 feet in size. Evidently the fact has not occurred that this is not a healthy age for manufacturers possessed of but limited means and manufacturing facilities. The small manufacturer naturally has a small output. He can not compete successfully with the large manufacturer, because of his higher cost of production. With a small output he is compelled to sell his goods to a less desirable class of trade than his big rival. He can not fill large orders, therefore he is not

considered by the jobbers and buyers of goods in large quantities. His capital is small and, on that account, he finds the line of credit the banks will grant him so limited as to be of not much assistance. Would not one big factory be of more value to the city than ten small ones? If so, why should efforts be made by the promoters of the manufacturing industries of our city to add to our number of small concerns?

Large manufacturing business naturally possess ample capital and experienced management and is of great importance in the business world, a fact that the little manufacturer realizes, sooner or later. He tries to expand his business and frequently succeeds. But the question naturally follows: Is it worth while to try to catch little fish while there are big ones in the pond?

Arthur S. White.

Not Sure.

A little boy who was very much puzzled over the theory of evolution questioned his mother thus:

"Mamma, am I descended from a monkey?"

"I don't know," the mother replied. "I never knew any of your father's people."

**Merchant's Accounts Solicited
Assets over 3,000,000**

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Kent State Bank

Main Office Fountain St.
Facing Monroe

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Surplus and Profits - \$300,000

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THE OLD NATIONAL BANK

GRAND RAPIDS, MICH.

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2½% Every Six Months

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OF BUSINESS MEN.

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Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

May 29, 1912

GOOD MAN GONE.

In the death of Samuel M. Lemon, Grand Rapids loses a man who has long been a tower of strength in this city and State. It matters little to the world that some men die. They make no mark. They push no enterprise. They command no love. They bring no contributions to the common human fund. They had and they kept. Their personal shell was their all. When such a life is snuffed out like some poor taper we are not in the dark, because we have no sense of loss. But there are other men—and Mr. Lemon was in that list—whose death is the breaking of a strong prop, the quenching of a lustrous lamp, the sinking out of sight of a perennial fountain.

Such was the sense of loss we felt as we laid to rest the precious dust of this rare man. He filled a large place in life; he laid many interests under tribute and we have lost "a prince and a great man in Israel." His was a rare personality. Nature had been generous in his endowment. His intellectual force was conceded. He would have made his mark in any sphere. His mind was quick and vigorous; his conceptions were adequate and clear. He had the coveted power of penetration which enabled him to go to the bottom of things. He was a wide reader, fond of his books and well informed on every subject which elicited his interest. He had a large and generous nature and knew what friendship meant, and was true to its covenant at any cost. He was fond of the companionship of his friends—and they were many—and his heart and hand were ever open to their appeals.

Mr. Lemon won our admiration, and held it, chiefly by the strength and the sincerity of his character. It would be hard to find an individuality more marked than his. His way was his own. His methods of work and thought, his utterances, his personal carriage were not copied, but the outgrowth of the distinctive nature of the man. He was positive and full of force. Whatever he touched he moved. His intuitions were so rapid and his nature so practical that he seemed impatient to those whose difficulties are mainly theoretical. He was brave and manly, but he had a heart as tender as a woman's. He was quick at taking fire at what he

thought to be wrong, while he had, what is so rare, the power over himself of making reparation to the full, if he found he had given any needless wound.

Our brother was no time server, no opportunist, crouching like Issachar between two burdens. He stood upon his feet; he assumed full responsibility for what he did; he kept his poise, as far from yielding to threats as to solicitation. His very positiveness located him and made him a pillar of strength in times of stress or uncertainty. The man in him was so large, the friend in him was so true, that he seemed almost essential to those who were nearest to him.

To a man of Mr. Lemon's endowment success comes easy; and success came to him in a generous measure. He was a leader in business, one of the foremost wholesale merchants in Michigan. He could not limit himself to small pursuits; he was equipped for large responsibilities—a creator of policies, an organizer of enterprises. He had the quality of generalship. He was indomitable. He snatched victory out of defeat. He was absolutely undaunted, a man of iron—whom you must trick before you could vanquish.

Above all the traits which fix his place among men our brother was a man of God. A man's religion is the chief thing about him, as Carlyle said; and it was so of him. Years ago he gave himself to God and dedicated himself to His service without reservation. He loved the church and all its interests. He was a devout and intelligent worshiper. He loved the songs of Zion. He knew his Bible. He had a reason for the hope that was in him. He cherished the place and the privilege of prayer. Throughout all the years of his busy career, when many men like Salanio in the Merchant of Venice "having such venture forth" would find "the better part of their affections with their hopes abroad," our brother was to be found in the church, rejoicing in the fellowship of God's people and seeking to refresh his soul at the eternal fountains. Mr. Lemon took it as a chief honor that he was a Christian, and in his religion this forceful man was as humble as a little child. He had made his own the logic of the apostle's appeal to the Philippians, "Let this mind be in you which was also in Christ Jesus." He was constrained by the love of Christ. He thus judged, "that if Christ died for all, then were all dead; and that he died for all, that they which live should not live henceforth unto themselves, but unto Him which died for them and rose again." His greatest delight in life was to give, and this was doubtless the motive of his tireless activity. He held himself as a steward of his Lord. He had a business man's sense of the practical needs of the church and he was constantly planning how to meet them.

Two persons may be able to live as cheaply as one, but usually they do not. Neither cares about starving.

THE LEONARD FIASCO.

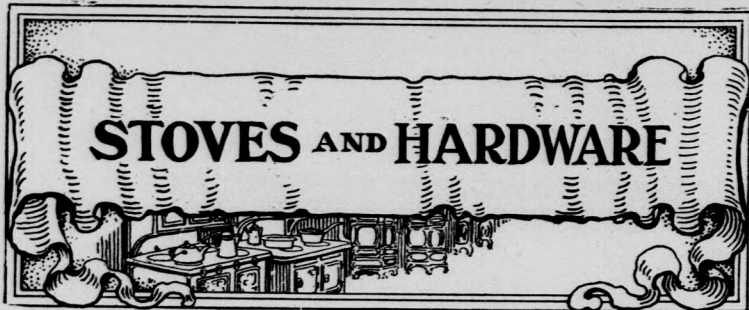
The agitation for a retail city market is still going on, but in time those who are doing the agitating will realize that they are working on an idea that is entirely impractical. The growers and producers are entirely too busy producing to bother with the retail end of the game. Their chief desire is to receive a fair price for what they have to sell and then to get back to the farm or garden to cultivate their crops or to load up for the next morning. They might realize a few cents more if they would hang around all morning to meet the retail trade, but what would it profit them if in the meantime the work at home was being neglected? Direct dealing between the producer and consumer may be ideal, but under existing conditions it is not practical and an early abandonment of the idea would be sensible.

The city of Washington has a great central retail market and several smaller markets are located in different sections of the city. What is done in Washington is often cited as an example for Grand Rapids to copy by those who are urging the retail market. As a matter of fact the retail market in Washington is not a market where the producer and the consumer deal directly. The only difference between the Washington plan and the method that obtains in Grand Rapids is that in Washington the city provides the quarters and the trade in vegetables, fruits, meats and poultry is concentrated at the places provided. In this city, instead of a concentrated market, we have the hucksters, going directly to the homes of the consumers or the grocery stores and meat markets so located as to be easily accessible. In Washington the consumer does not deal directly with the producer, but buys of the stall keeper, who is merely a huckster nailed down instead of a huckster on wheels, as in this city. In Washington the hucksters pay an annual rental for the stalls they occupy in the market building; in this city they pay licenses and also pay for the privilege of doing business on the city market with the farmers. In Washington the people for many years have been going to market to make their selections of table supplies and it has become a recognized custom, but going to market even in Washington is not by any means universal, for the Washington hucksters have their telephones and their delivery wagons, and those who find it more convenient to do business at long range can do so, just as they can in this city. In this city the training of the people has been to go to the grocery or wait for the huckster to come around and as long as Grand Rapids is satisfied with this method there is no reason why it should not be continued. In Washington they do not have hucksters crying their wares through the streets, and perhaps this is an improvement over the Grand Rapids plan. The grocery stores in the national capital carry limited supplies of green stuffs and fruits, but devote themselves more to

shelf goods and dry supplies for the household, and there are not nearly as many groceries as in this city. As for prices it is not apparent that the consumer in Washington receives any advantage from the market. Most of what Washington consumes is shipped in by rail or water and the stall keepers get their supplies from the commission dealers and sell at retail at prices that yield them a profit. Some stuff is raised around Washington and the growers have the privileges of the market but the growers, just as in this city, sell to the stall keepers or commission men and hurry back home to attend to their crops. One advantage to the consumer in the Washington plan may be that he can easily make his selections from a hundred different stalls while here the choice is confined usually to the stock of a single grocery or what his regular huckster may bring around, but the advantage in this is in the quality rather than in advantage of prices. The same results can be obtained here by going to as many different grocery stores as may be within reach or having several hucksters call at the house. In Washington, however, the habit is soon acquired of going to the same stalls each day for the supplies that may be needed instead of shopping around. This is the custom here, also, for nearly everyone has his favorite grocer or meat market and trades at the same places year after year. The Washington hucksters or stall keepers are like their equivalents here in trying to win and hold regular customers.

If this city wants to adopt the retail market plan the first step should be the erection of suitable buildings in central locations and then to put a stop to huckstering, compelling those who now travel the streets in wagons to do business from the stalls provided, as in Washington. This plan, however, would not likely be satisfactory to Grand Rapids for conditions here are different than in Washington. This city is strongly industrial with 7 o'clock as the hour for going to work, while Washington has a large officeholding class with 9 o'clock as the time to start business and quitting at 4:30 in the afternoon. The hours of work in Washington are such that it is not a hardship for the people to go to market, while in Grand Rapids going to any location that may be selected for a market would be such an inconvenience as to amount to hardship.

There were several memorials introduced at the Methodist General Conference in Minneapolis which were believed to be hints to the bishops to attend to their duties more closely. Those behind the memorials object to the bishops lecturing and preaching special sermons for pay when they receive a salary of \$5,000 and traveling expenses. It is claimed the poorer churches are unable to pay the prices demanded by the bishops for special sermons and are never visited. The bishops will probably retaliate by telling what they do to earn their money.



Michigan Retail Hardware Association.
President—Charles H. Miller, Flint.
Vice-President—F. A. Rechlin, Bay City.
Secretary—Arthur J. Scott, Marine City.
Treasurer—William Moore, Detroit.

A Blow in the Back.

The retail dealers of the country have an opportunity to attempt, at least, the blocking of the greatest advertising scheme ever proposed by one of the most inveterate of their natural enemies, Sears, Roebuck & Co., mail order dealers of Chicago. This firm has announced that it will expend the sum of one million dollars—about 1½ per cent., on its gross sales last year, and probably the cheapest advertising it ever contemplated—for the employment of farm-improvement demonstrators. The money is to be paid out through the channels of the Crop Improvement Committee of the Council of Grain Exchanges, and from what has been learned of the plan it is believed one thousand dollars will be made available for each demonstrator. Thus the scheme contemplates the employment of one thousand men, to work in not less than as many counties.

The average man, on first thought, might consider this a most praiseworthy plan. Yet the longer it is considered the less deserving of praise and support it appears to be. The sum which the Chicago firm proposes to expend is about one-third of what would be required to properly finance the plan, if it is to be of any real benefit to the farmer. Demonstrators who are able to instruct the farmers may not be employed for less than three thousand dollars per year. The deficit of two million dollars, it is supposed, must be made up by state governments, by county organizations of farmers and, perhaps, by organizations of business men who may be interested.

If this deficit were made up by the residents of the respective communities which it is argued will benefit by the plan, the farmers and business men will be in the position of helping pay the cost of an advertising campaign by which a mail order house, located in another city and state and having close connections with Wall street, will benefit. It is natural to assume that each of the one thousand demonstrators would have a good word to say for the mail order house, since this firm would be regarded in the light of an employer.

The net result of the plan, so far as the mail order house is concerned, would be the all-year-round boosting of a thousand or more men closely in touch with the farmers of the

communities to which they had been assigned for work. And although it may be argued that the farmer is almost certain to benefit it is a certainty that the local retail dealer—and he, may unwittingly aid in the campaign—will lose. The proposition to figure out is whether or not the gain to the farmer will be great enough to offset the loss which will be visited on the local dealer and on the community of which he is an integral part. Were there no facilities for educating the farmer, if we had no national and state agricultural departments and no experiment stations and farms, the plan might be regarded more in the light of a necessity. But inasmuch as the farmer is being given all the help he requires—and sometimes more scientific knowledge than he can assimilate—there seems no valid reason for striking a blow at the retail dealer for the catalogue house, pretending all the while that it is in the interest of the farmer, and the retail dealer in the communities which may be affected should lose no time in unmasking the batteries of his opponent.—Implement Age.

Visit the Farmer.

Many a dealer believes it imperative to his success that he keep in close touch with the implement world through the medium of his trade journal. Undoubtedly this is true. He not only keeps abreast the times, but if he reads his trade journal he can not help but cull many useful lessons and suggestions which he should be able to apply to his own business.

This same dealer, however, may not believe it important that he keep in touch with the farmers of his territory. He may feel that if he keeps a complete stock, if he greets them pleasantly when they come to his store, and that if he advertises his wares in such manner as to bring them to the attention of the farmer, that he has done and is doing all he may do.

But the experience of some dealers has proved this type of dealer wrong in his estimate of the importance of keeping closely in touch with the farmer. The dealer who spends a day in the country once in a while, who not only visits the farmer for whom he must set up a piece of machinery, but who asks other farmers in the vicinity to witness the operation of the machine, and who makes enquiries of the improvements contemplated or in course of construction, has found that trade which he had not expected and which, in all probability he would not have obtained otherwise, has come to him and

that the net profits at the end of the year have been swelled considerably by reason of this activity. The trade journal is one medium by which the dealer can keep to the fore among his competitors, but if he does not make himself aggressive and known among the people who should be his patrons, the things he may learn by reading his trade journal will practically be useless.

Wireless Compass Invented.

A wireless or radio-compass has been invented by two Italian naval officers. Its principal use is in determining the bearings of a ship befogged at sea. The purpose of the wireless compass is to point out the exact direction from which wireless impulses are being received, and, if the impulses from each lighthouse are tuned to a distinctive frequency, so that it will be impossible to mistake one for the other, it becomes a simple matter, through knowing the exact direction from which the signals proceed, to determine the position of the ship. The "wireless" compass, once its frequency is tuned to a given pitch, indicates automatically, by means of a pointer, in what direction the signaling station lies.

Every time a dealer shades a price he makes a convert to the price-cutting system, and thereby destroys his chances of success.

When the circus comes to town, don't let every one play the big tent. Have a little show of your own on the side.

ROBIN HOOD
AMMUNITION (Not Made by a Trust)
Ask for special co-operative selling plan. Big Profits
Robin Hood Ammunition Co.
Bee St., Swanton, Vt.

Established in 1873

BEST EQUIPPED FIRM IN THE STATE
Steam and Water Heating
Iron Pipe
Fittings and Brass Goods
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THE WEATHERLY CO
18 Pearl Street Grand Rapids, Mich.

Attention

If you intend to remodel your Store or Office this Spring, consult us in the matter.

We can give you some valuable pointers and save you money on your outfit. Get our estimate before placing order.

Nachtegall Manufacturing Co.
Store and Office Equippers
419-441 S. Front St.
Grand Rapids, Michigan

Merchants Week

June 11, 12, 13

Make Our Store
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Headquarters



Michigan Hardware Company

Exclusively Wholesale

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GRAND RAPIDS, MICH.

THE DIESEL MOTOR.

It Promises To Revolutionize Power and Propulsion.

The visit of Dr. Rudolph Diesel to this country will serve to direct the attention of American manufacturers to an engine which, although devised by him some fifteen years ago, is not as widely known in this country as it should be, and which may be regarded as one of the most brilliant or modern inventions. After unremitting labors, extending over years, Dr. Diesel, who is one of the most distinguished engineers of our time, succeeded in producing a motor that burns directly in its cylinder not only crude petroleum, but also tar, peanut oil, castor oil and animal oils; a motor, moreover, that will ultimately transform the economic character of many coalless countries. Since the world's production of petroleum increases at the present time three and one-half times more rapidly than the production of coal, it is not utterly impossible that, when our diminishing coal supply is exhausted, the wheels of industry may be turned by Dr. Diesel's motor. In the large Machinery Hall of the Tourin Exhibition, held last year, there were exhibited side by side a steam turbine of the most approved design and a large Diesel engine, both burning liquid fuel. Each horse-power generated by the turbine plant consumed two and one-half times more fuel than the Diesel engine standing beside it. Furthermore, the steam turbine plant was attended by a retinue of furnaces, boilers, water-purifiers, feed pumps and steam pipes; whereas the Diesel engine was attended only by an oil tank and an air-compressor used to start the piston. Coal contains not simply potential energy, but also many by-products from which are derived no less than two thousand artificial dyes, hundreds of perfumes, dozens of photographic re-agents, the ingredients of a number of powerful explosives, many valuable medicaments and a whole series of soothing drugs. The possibilities of coal are by no means limited to the furnace. A piece of coal is a palette of gorgeous colors, an arsenal of deadly explosives, a medicine-chest of healing potions, a vial of sweet odors—in a word, the most wonderful, complex, protean substance in the world.

To husband these treasures Dr. Diesel has pointed out that coal should be used to generate gas. Coke and tar will remain as the results of that process. Of these the coke is utilized for heating, chiefly by the ironmaker in his blast furnaces; while from part of the tar the valuable by-products that yield perfumes, dyes, drugs, and the like, are extracted. The tar oils that constitute the combustible remainder, as well as a great part of the tar itself, are burned in a Diesel engine under extraordinarily favorable circumstances. How favorable these are may be gathered from the fact that tar residue will generate from three to five times as much power in the Diesel engine as the coal from which it was derived would produce if burned in a furnace

to generate steam. Hence even a coal-producing country can profit by the introduction of Dr. Diesel's engine. Remarkable saving can be effected, and the day when the last shovelful of English or Pennsylvania coal will be thrown into a car may be postponed for decades. An engine that has been so wonderfully successful on land obviously has a future on water. In the last few years numerous small ships have been economically driven in European waters with oil engines. Some day transatlantic liners may "diesel" their way between Europe and America. Perhaps the most conspicuous of these smaller vessels is Amundsen's Fram. By substituting a Diesel motor for the old steam-engine Amundsen saved 45 per cent. in engine space, 60 per cent. in engine weight, 80 per cent. in fuel weight and 85 per cent. in fuel space. Of the Fram's three 380 tons cargo capacity, 100 tons were formerly allotted for coal; now a supply of oil sufficient for several years can be stored in a fraction of the old bunker space. The best marine triple expansion steam-engine burns 1.46 pounds of coal for each horse-power. A marine Diesel engine consumes less than half a pound of fuel for each horse-power. In round figures, a Diesel engine will drive a ship as far and as fast on 100 tons of oil as a steam-engine on 350 tons of coal. What is more, a space six times as large as the engine room is thrown open for the storage of cargo and the accommodation of passengers.—Outlook.

Have No "Monuments."

There are several things that I like to impress upon the trade—based upon my active and broad experience of more than half a century, during which time I have never been out of touch with the activities of business as much as thirty days.

The first is that every merchant should see that his stock has no "monuments." That means to say, he should buy goods that are good sellers, and goods that have merit. The merchants who make the most money to-day are those who turn their capital the greatest number of times in a year. To do this goods should be bought as needed, but in such quantities only as justify the belief that they will all be sold within sixty or ninety days from the time of purchase. Goods that are on hand on the shelves of the merchants for a matter of twelve months are—in my opinion—"monuments," and reflect upon the judgment and business acumen of the merchant who bought them. Hence, I strongly recommend that you buy your goods in such quantities as your trade demands, and if that demand requires only a small lot, do not allow any salesman to talk you into buying a large quantity. It is our duty to suggest to you such things as will help you to be successful. If you do not prosper, we do not, because—in a sense—we are partners, our interests are so closely interlinked.

I also again strongly urge you to be prompt collectors. No better ad-

vice can be given to any young man just starting in business than to collect promptly. No man ever succeeds in large measure—no merchant ever gets anywhere—unless he is a prompt collector. A favorite saying of mine is:

"If you want to lose a friend or customer, sell him goods; wait six months for the money; then ask him for it and see him get mad."

I hold that any retail merchant who does not pay promptly is in danger, because 90 per cent. of all the failures in the retail hardware business in this country, during the past twenty years, have resulted solely from the fact that the merchant so conducted his business as not to be able to pay promptly. E. C. Simmons.

Superfluous.

"Selling your home to buy an automobile. What will you do without a home?"

"Won't need none after I git the auto; wouldn't never be there, anyhow."

Things Unprintable.

Willie—Mother always carves when we have company to dinner.

Bobby—Isn't your father able to?

Willie—Guess he ain't able to without sayin' things.

The fellow who buys a desk calendar and never uses it is likely to wake up some morning to find his business all shot to pieces. It takes a lot of little things well done to make a good big thing.



A Good Investment!
PEANUT ROASTERS
and CORN POPPERS.
Great Variety, \$8.50 to \$350.00
EASY TERMS.
Catalog Free.

KINGERY MFG. CO., 420-426 E. Pearl St., Cincinnati, O.

Foster, Stevens & Co.
Wholesale Hardware

10 and 12 Monroe St. :: 31-33-35-37 Louis St.
Grand Rapids, Mich.



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Send Today for the Catalog of Line you are interested in

BROWN & SEHLER CO.

Home of Sunbeam Goods GRAND RAPIDS, MICH.

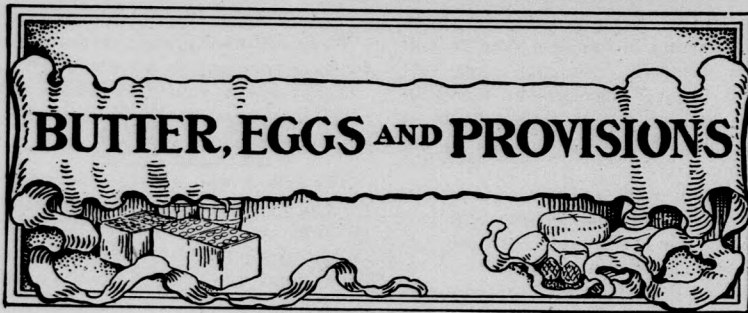
Michigan Toy Company



1 and 3 Ionia Ave. South
Grand Rapids, Michigan

Manufacturers
of the
Shankland Line of
Koaster-Karts, Push-
mobiles, Wagons,
Sidewalk Sulkies,
Wind-Wagons and
Model Aeroplanes.

New Designs—not a dead one in the line, built by workmen and made for work.



The Cost of Building a Creamery.

During the past few years a large number of creameries have been built in the United States. Many of them have been successful from the start, while others have failed after a few months' operation, and some were never even started.

An investigation of the creamery business in several states by Secretary Wilson, of the United States Department of Agriculture, has shown that the cause of many of the failures was due to lack of a sufficient number of cows, which should be not less than 400, and that others failed because of improper organization, in the case of co-operative creameries and excessive cost of building and equipment. Many creameries have cost about twice their actual worth, and were not of the type suited to built.

The cost of a creamery building about 28x48 feet will vary from \$1,000 to \$1,800, dependent upon the locality, the construction and the cost of material and labor. Such a building usually consists of a main work-room, engine and boiler room (including space for refrigerating machine), coal room, refrigerator, store room and office.

Machinery for a gathered cream plant, consisting of 15-horse power boiler, 10-horse power engine, combination churn with a capacity of 600 pounds of butter, and other necessary apparatus, will cost approximately \$1,200. Machinery for a whole-milk plant will cost about \$1,850. This equipment will handle from 1,000 to 1,200 pounds of butter per day. If a refrigerating machine is included the cost will be from \$600 to \$1,000 more.

The total cost of a creamery would therefore vary from \$2,200 for a small gathered-cream plant without artificial refrigeration, where labor and material are cheap, to \$4,650 for a whole-milk plant, including artificial refrigeration and a higher cost of labor and material.

The Department of Agriculture is prepared to furnish information for the proper organization of creameries and cheese factories, and upon request will supply plan of organization, list of machinery and plan for creamery. Correspondence should be addressed to the Bureau of Animal Industry, Washington, D. C.—Press Notice U. S. Department of Agriculture.

Mechanical Refrigeration.

It is universally conceded that next to cleanliness, cold is the most essential thing in the successful handling of milk and cream for city trade. This is a matter which, judging from pre-

vailing practices, is not sufficiently appreciated, especially by the smaller milk dealers.

During the summer season many thousands of dollars are lost by milk dealers through sour and fermented milk. But the loss through spoiled milk does not represent the greatest drawback to insufficient cooling; spoiled milk results in a permanent loss through loss of patronage. A loss of patronage may result from supplying milk which is not naturally sour, but which, as a result of high temperatures, is sufficiently tainted by various fermentation to make it objectional, especially to the more fastidious consumers. Moreover, the cream line suffers considerably at medium high temperatures.

One reason why the large milk dealers are expanding so rapidly at the expense of the smaller ones, is due to the low temperature employed by them. Even though the milk handled by the big dealers is considerably older than that handled by the smaller ones, the milk, as a rule, is delivered to consumers in better shape because it is kept at a temperature at which bacterial development is reduced to a minimum.—Milk Dealer.

Cut Down Output of Fillers.

A shortage of straw, so it is claimed, has cut down the output of fillers. Anyhow, this is the complaint that is being sent out from Petaluma, Cal., the great egg center, where there has of late been actual shortage of fillers. Petaluma is the center of the great Western egg-producing territory, and, according to a well known authority, the only place on earth where people are actually making a living exclusively from poultry. A local cold storage house of considerable size is filled yearly with eggs, and, we are informed, around \$12,000 worth of eggs shipped out weekly from Petaluma.

Cause of Spongy Butter.

Spongy butter is due chiefly to storing the cream in too warm a place during the ripening period, which renders it practically impossible to make butter having a nice granular texture. It is sometimes quite impossible to churn it into grains at all, and when removed from the churn the butter is in a soft spongy condition, and very wet indeed. In such cases it is impossible to remove the superfluous water from the butter by working it, or any other means.

An egg in the skillet, even with the hens working overtime, is worth two in the nest.

All Kinds of
Feeds in Carlots
Mixed Cars a Specialty
Wykes & Co., Grand Rapids Mich.
State Agents Hammond Dairy Feed



One Sale Means More Sales
You should be able to supply

Mapleine

when demanded by your customers
Advertised in the leading magazines

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

Crescent Mfg. Co., Seattle, Wash.

Use
Tradesman Coupons

Rea & Witzig

PRODUCE
COMMISSION
MERCHANTS

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

Established 1873

Liberal shipments of Live Poultry wanted, and good prices are being obtained. Fresh eggs in active demand and will be wanted in liberal quantities from now on.

Dairy and Creamery Butter of all grades in demand. We solicit your consignments, and promise prompt returns.

Send for our weekly price current or wire for special quotations.

Refer you to Marine National Bank of Buffalo, all Commercial Agencies and to hundreds of shippers everywhere.

Spring Wheat---Flour and Feeds

Mixed Cars a Specialty

Reasonable Prices and Prompt Service

Michigan Agent for SUCRENE Feeds

ROY BAKER

Wm. Alden Smith Bldg.

Grand Rapids, Mich.

The Vinkemulder Company

JOBBER AND SHIPPERS OF EVERYTHING IN

FRUITS AND PRODUCE

Grand Rapids, Mich.

EGG CASES and FILLERS Lowest Prices

Egg Case Nails, Excelsior, Extra Flats, White Cottonwood or Redwood, Knock Down or Set Up Complete with Fillers.

Quick and Satisfactory Shipments

DECATUR SUPPLY CO. - Decatur, Indiana

Geo. Wager, Toledo, Ohio

Wholesale distributors of potatoes and other farm products in car loads only. We act as agents for the shipper.

Write for information.

Can fill your orders for all kinds of **Field Seeds** | We wish to buy your **Eggs, Beans, Clover Seed**

Send us sample. Write or telephone.

Mosley Bros. Both Phones 1217 **Grand Rapids, Mich.**

SEEDS WE CARRY A FULL LINE. Can fill all orders PROMPTLY and SATISFACTORILY. 🌱 🌱

Grass, Clover, Agricultural and Garden Seeds

BROWN SEED CO., GRAND RAPIDS, MICH.

"Old Spot" in Court.

Imagine the following case being placed on trial in the Circuit Court and possibly you might learn a lesson from it:

John Jones swore out a warrant against his cow, Old Spot, charging her with consuming more food than she produced in milk, or than her milk could be sold for. This being a capital offense by statute law, the poor cow was in desperate straits, for a conviction meant the loss of her life. She consulted a good lawyer, and after an interview he advised her that John Jones had no case against her at all but she told her lawyer confidentially that the charge was true and she had no way of getting out of it. He informed his client that he would attend to that part of it and that she would not even be called upon to testify.

The case being called for trial, Old Spot through her attorney entered a plea of "not guilty;" the jury was selected and sworn. Old Spot was very nervous and restless and wondered that her attorney should be so cool under the circumstances.

John Jones, being complaining witness, was called to the witness stand and duly sworn. He testified on direct examination that he fed Old Spot good feed and plenty of it, but that she did not produce enough milk to pay for her feed and therefore, according to the statute law governing such cases, should be condemned and sold to the butcher for immediate slaughter.

When the witness was turned over to Old Spot's attorney the poor old cow had completely lost her nerve, but she gradually recovered her composure as the cross-examination progressed, as follows:

"You say, Mr. Jones, that this old cow has not been giving enough milk to pay for her keep?"

"Yes, sir."

"You have been feeding her well?"

"Yes, sir, her condition shows that."

"What have you been feeding her, Mr. Jones?"

"Good timothy hay and corn."

"How much?"

"All the hay she would eat and about twenty ears of corn a day."

"You milked her regularly every night and morning?"

"Yes, sir."

"Have you always given her plenty of water?"

"Yes, sir, she had a pond in summer and I watered her in the horse trough in winter."

"What did you do with this cow's milk, Mr. Jones?"

"Made butter from it."

"How much butter did you make a week from this cow's milk?"

"I don't know; never weighed it separate."

"How much milk did she give in a year?"

"I don't know."

"How much did she give in one day?"

"I don't know exactly."

"Did you ever weigh her milk or

try to find out how much butter she made?"

"No, sir."

"Then how do you know she did not pay for the cost of her feed?"

"I never thought she did."

The last we heard of Old Spot she was still eating her timothy hay and corn, glad she was living, and Mr. Jones had not yet gone to the trouble to prove her character and condemn her.—Kimball's Dairy Farmer.

Why Some Creameries Are Very Successful.

In localities where state agricultural colleges are situated, it is not uncommon for people to place orders for butter from the dairy department of the institution three to four days ahead, and to pay from 5 to 10 cents per pound over market prices. They know they are getting butter made under the most sanitary conditions, in the modern way, and are willing to pay higher prices for it.

This goes to show that it is not the lack of demand that hampers the growth of many dairies and creameries, but the lack of sanitary and up-to-date methods in the production of their products. What was considered good butter ten or fifteen years ago would not measure up to the high standards set by progressive dairy-men and creamerymen of to-day. The public readily detects the difference.

The leading creameries and dairies have their pasteurizers, pasteurizing holding devices, milk coolers, cream ripeners and other mechanisms, all of which have a great bearing on the quality of the butter.

One might as well try to sell an ox cart to an automobile enthusiast as to sell the poor butter made by old methods to the American public to-day.

Rank Determined by Age of Cheese.

The English, the Germans and the Norwegians are great consumers of cheese, but the people of Switzerland surpass them all. The cheese of Zermatt is so hard that one is obliged to scrape it or cut off chunks with a hatchet, and its use is considered most important on all ceremonious occasions. The rank of a Swiss family is known by the age of its cheese, and the more affection or respect a guest inspires the harder is the cheese which is cut in his honor. It is said that there are families in Switzerland whose cheeses date from the first French revolution, and these are served only at baptisms, weddings and after funerals. The larder in every family is guarded with care, and the cheese is named. Upon the birth of a new heir a cheese is made that takes the name given him or her, and that particular cheese is never under any circumstances cut until the boy or girl grows up and is married. On such occasion each of the guests takes a piece of cheese from the bridegroom and from the bride and drinks to their felicity, the cheese held aloft.

It is a good deal easier to keep flies out than it is to swat them successfully.

WANTED

Butter, Eggs, Veal and Poultry
STROUP & WIERSUM

Successors to F. E. Stroup, Grand Rapids, Mich

WM. D. BATT

Dealer in
HIDES, FURS, TALLOW AND WOOL

22-124 Louis St. Grand Rapids, Mich.

Egg Packers Attention

Can furnish you with Whitewood, Sawed, Cold Storage or Gum Veneer Shipping Egg Cases; medium Strawboard Egg Case Fillers. Also Nails, Excelsior, Division Boards and extra parts for Egg Cases on short notice.

Write for prices.

L. J. SMITH

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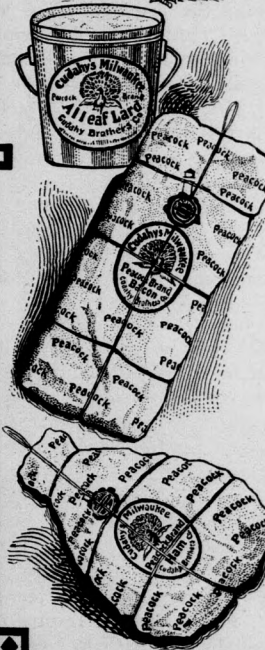
Eaton Rapids, Mich.

WORDEN GROCER COMPANY

The Prompt Shippers

Grand Rapids, Mich.

PEACOCK BRAND



**Mild Cured
Hams and Bacon
100 per cent. Pure
All-leaf Lard**

Quality Our Motto

For the Country Store Keeper

Smoked Sausage. Head Cheese. Frankfurts and Polish Sausage packed either in pickle or brine. half barrels (70 lbs.), 1/4 bbls. (35 lbs.), kits (12 lbs.)

Liver Sausage. Pork Sausage in brine. in half barrels, quarter barrels and kits. Mail your sausage order today.

Cudahy Brothers Co.

Cudahy, Wis.



Give This Feature Plenty of Attention.

Written for the Tradesman.

Way back in the past ages Noah made a few windows in the Ark (presumably) to let in the light.

Later on houses and stores came into existence and windows were used for the same purpose.

It was formerly supposed that the window had fulfilled its full duty when it served as a means of illumination and ventilation, but gradually thrifty storekeepers, realizing that goods well displayed were half sold, came to placing articles of stock in the windows as an advertisement of their wares. To-day the show or display window has become one of the most important sales adjuncts of retail houses.

There is one thing about the show window, it does its duty day in and day out, never asking for a salary or vacation. The only expense is the trimming and the lighting. If results in the cash drawer count, and I think they do, the window is on a par with many a salesman or clerk who becomes "peevish" if kept five minutes overtime.

The show window has come to be termed the "display window," and rightfully. It is an index of the store's stock, of the wares to be disposed of. The new styles in women's and men's wear find a ready audience in the passersby. No merchant of to-day who is a merchant tries to do without store display. Fine glass cases are arranged, racks bought and the goods in the store made as attractive and tempting as possible. But if it is necessary to display stocks in the store for those who have entered the store, how much more necessary to display goods for those who, in a much greater majority, pass the store and simply look into the windows. People are much the same the world over. Like children, they like to look at a pretty picture. The tempting display of pretty wares all gain real attention from old and young alike.

In the larger cities window trimming has come to be a work of art. Experts at good wages are kept busy arranging trims which are beautiful and artistic in the extreme. Card writers are engaged whose time is devoted to making announcement and price cards.

The price tag in the window is one of the most important things to think of. Stand in front of any show or display window and watch the people. Take a suit display for women, for instance. No cards are on the new garments. Two ladies come up and glance in the window.

"Oh, Mary, isn't that a beautiful suit—just what I have been looking for."

"Yes, but I imagine it is very expensive. Wonder what it sells for?" "Probably more than I would pay."

They are in somewhat of a hurry and pass on. If the price had been attached a sale might have been closed easily.

People want to know the cost of a thing. If it appeals to them, the price is important. You might fill a window with razor strops, all good values. Men would stop and look at them, but a sign, "The Best Line of Strops in Town," would not sell enough strops to amount to anything. "These Strops Are Dandy Values at Only 85c" would result in making many sales. Something along this line always touches the wire of quick response.

Dealers in the smaller towns are gradually waking up to the value of the display window and it is a long step in the right direction. Whether drug store, dry goods or hardware, clean, attractive windows mean better business every time.

Some dealers think dry goods make the best displays, but one of the finest window displays I ever saw was a rope window in a wholesale hardware concern in Toledo. It attracted great attention and comment.

In trimming have a definite idea. Bring out some particular lines or associated lines. Do not crowd the windows. A few well displayed articles are far better than a whole crowd of items.

Use the window for all there is in it. Change the displays often, keep the windows lighted at night. Remember the windows are the guide and index of your store's character to the passerby and, as you will be judged largely in this way, it is certainly the part of wisdom to take plenty of time and give plenty of attention to the display windows at all times.

Hugh King Harris.

The Partnership of Age and Youth.

Written for the Tradesman.

The human mind grows, blossoms and ripens fruit just as surely as does the plant or tree. When the body is no longer strong and active, when the members must rest often, when there is no urgent need to labor for one's self or family, the work of life should not be done. The experience ripened by years may be given to benefit others.

How to plan, how to manage, may be equal to the ability to perform physical labor. Greater results may be accomplished by the youthful

worker if directed by one of age and experience. There may be an efficient partnership of age and experience with youth, strength and ambition. One directs; the other executes. One guides; the other supplies motive power. Age needs youth and knows it; youth needs age but does not always realize it.

For every stage of human life there is appropriate work. Man who rightly uses his powers is always being prepared for greater usefulness. What, then, should we expect in a future life? Will it be idle, aimless, care-free rest, or will it be enjoyment in continual progressive occupation? E. E. Whitney.

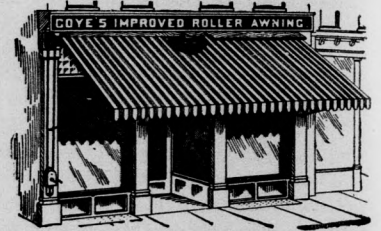
History From Toys.

Nuremberg has been famous for its dolls since the middle ages. From the fourteenth century the city has been noted for its dolls with porcelain faces. At the time of the Renaissance Nurembergers began constructing dolls' houses such as those which are so much admired to-day. In 1572 the Elector Augustus of Saxony ordered a table service for his three daughters, consisting among other articles of seventy-one plates, 150 glasses, thirty-six table spoons and twenty-eight egg cups.

This has come down to posterity,

and it is a historical document in a sense, for there are no forks in the service. Forks belong to a later period. Albert IV., of Batavia, had constructed a realistic house for his children. It was completed from cellar to greenhouse; even the household chapel and ballroom were included. In the ground were stabling and a menagerie. This is another historical document, for much is to be learned of the elegance of the time from this toy.

AWNINGS



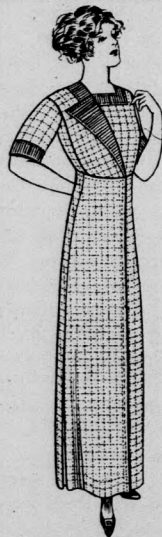
Our specialty is **AWNINGS FOR STORES AND RESIDENCES**. We make common pull-up, chain and cog-gear roller awnings. Tents, Horse, Wagon, Machine and Stack Covers. Catalogue on application.

CHAS. A. COYE, INC.

Campau Ave. and Louis St., Grand Rapids, Mich.

WE HAVE MOVED
Our new location is at the corner of Commerce Ave. and Island St.

GRAND RAPIDS DRY GOODS CO.
Exclusively Wholesale Grand Rapids, Mich.



House Dresses

Dressing Sacques, Kimonas

And Men's and Ladies' Outing

Flannel Night Robes

Guaranteed sizes, fit, workmanship and material. Juniors, Regulars and Out Sizes.

Lowell Mfg. Co.

91 Campau St.

Grand Rapids, Mich.

What Some Michigan Cities Are Doing.

Written for the Tradesman.

Pledges for \$10,000 as a sustaining fund for the Pt. Huron Business Men's Association were secured in a week's time. Photographs of manufacturing plants and of beauty spots in and around the city are being taken and an industrial booklet will be issued, the first edition comprising 5,000 copies.

Detroit has been trying to secure at least two of Jackson's leading manufacturing institutions, and Jackson does not like it. The Jackson Patriot says: "Detroit would do well to solve its transportation problems, fix up its water system and ginger up its wholesalers, rather than to earn the ill will of cities which are its natural customers."

The much-talked-of Battle Creek-Coldwater electric road is again hung up. Battle Creek people have taken their share of the bonds, some \$200,000 worth, and now it develops that Coldwater has not "toed the scratch."

The Eastern Michigan State Fair will be held at Saginaw Sept. 23-28 and plans are made to give the new enterprise a rousing start-off.

The annual Agricultural Fair at Three Rivers will be held August 20-25.

Saginaw will invest \$1,000 in band concerts this summer.

Albion has secured a new factory, the Baker Dump Box Co., with \$10,000 capital.

Grand Ledge people complained to Eaton county officials of the operation of slot machines and other gambling devices in cigar, drug and candy stores with the result that the lid has been put on with respect to gambling throughout the county.

The Graham & Morton Co. has awarded the contract for building new docks and passenger depots between Benton Harbor and St. Joseph.

Business men of Eaton Rapids will try this summer to have special excursions run over the Michigan Central and Lake Shore roads during the camp meeting held during the latter part of July. The camp grounds are well located on the banks of Grand River and are drawing larger crowds each year.

Flint realizes the importance of good highways leading to the city and will give much time this season to improvement of all approaches.

The anti-smoke campaign started in Battle Creek two years ago has produced good results. Fire Chief Weeks is smoke inspector and he reports only one case of law infraction at the present time.

A new Odd Fellows' temple, costing over \$5,000, will be built at Edmore this season.

John P. Wilcox is the newly elected President of the Cadillac Board of Trade. The Board recommends the following: Closer relations with villages and townships in county; concerted advertising of Cadillac; public playgrounds; public market place; an approval board to pass on all schemes for stock subscriptions and other soliciting schemes in the city.

Vermontville is being hard hit by the Michigan Central, according to

the Echo. There is to be no more selling of tickets or checking of baggage for the evening train west, and Vermontville baggage is carried on and returned the next morning, which is a convenience(?) that appeals strongly to people living ten miles in the country, since it necessitates an extra trip to town. Then the company is charged with having no helper at the depot and the orders of the State Railroad Commission are disobeyed every day with regard to the flagging of trains at the Main street crossing.

Water main extensions approximately five miles in length are proposed at Kalamazoo this year.

Hancock's new general manager of municipal affairs proposes the conversion of vacant lots now used as dumping grounds into vegetable gardens, giving people opportunity to help solve the problem of the high cost of living.

Albion is considering the adoption of Lansing's plan of dealing with the garbage question. A private concern pays the city of Lansing a license fee of \$200 a year and follows rules laid down by the city. Closed cans are furnished patrons and the maximum charge is fixed at 10 cents per week.

The new license law adopted at Pontiac provides that peddlers of vegetables must pay a fee of \$20. Employment agencies are taxed \$25 a year.

Flint has adopted a building ordinance and a building inspector will be appointed.

Ornamental cluster lights will be installed on Washington street, Grand Haven, from Third to Water street, by the Commercial Association and the Common Council.

The Michigan Central plans to enhance the beauty of its property around the new station at Owosso and will open a driveway from Cedar street west to the new building, filling in a ditch there and grading the grounds.

Standish has a live Business Men's Association and at a recent meeting plans were discussed for a Fourth of July celebration, for "Pioneer Day" by Arenac county and for a special program at the County Fair to be held in September.

Negaunee has grown tired of reckless auto scorchers and the Council has voted to purchase a motor cycle to chase the speeders and bring them to time.

Probate Judge Prescott, of Muskegon, has started an employment bureau and he wants the co-operation of persons interested in juvenile court work. He says that most of the boys that come to him are not vicious but simply have exuberant spirits and all they need is a farm and outdoor employment to work off the surplus steam. He believes that the combination of pure country air, good wholesome food and the chance to earn some money for themselves and their parents will be a good thing for all concerned and farmers in need of help are asked to get in communication with the Judge.

Battle Creek has created the office of sealer of weights and measures, with weekly salary of \$18.

The assessors find that there are exactly 148 automobiles owned in Coldwater and the total taxes derived from them this year will be \$1,400.

Battle Creek's Health Board has ordered several thousand pamphlets entitled, "Swat the Fly," to be distributed throughout the city.

Ann Arbor has created the office of plumbing inspector.

The pay of city laborers at Benton Harbor has been raised from \$1.80 to \$2 per day. Almond Griffen.

Envy provides the mud that failure throws at success.

Feminine Anxiety.

"You must not talk all the time, Ethel," said the mother, who had been interrupted.

"When will I be old enough to, mamma?" asked the little girl.

A good many women worry about almost everything except the bills they run.



Visiting Merchants

We extend to you all a cordial invitation to make this building your headquarters during Merchants' Week. Check your parcels, and meet your friends here.

While here do not fail to look at the specials we have to offer during this week.



PAUL STEKETEE & SONS
WHOLESALE DRY GOODS GRAND RAPIDS, MICH.

Bachelors' Friends
TRADE MARK
HOSIERY

Registered U. S. Patent Office and Canada.

Greater Value Cannot Be Put Into a Stocking

We could easily cheapen Bachelors' Friend Hosiery. We could use in the heel, yarn that costs half as much. We could stint on the use of the fine material that goes for reinforcement.

But we make these hose—to give you maximum comfort—as good as they can be made. Combed Sea Island Cotton only is used.

Heels are reinforced up the leg far enough to protect friction points. Foot in front of the heel is double strength. The top is the genuine French welt—the best welt ever put on a seamless stocking. Two-thread looping machines make the toe doubly strong.

You will find this a far better wearing, more comfortable stocking than the ordinary kind. It will save you money and trouble. Six months' guarantee.

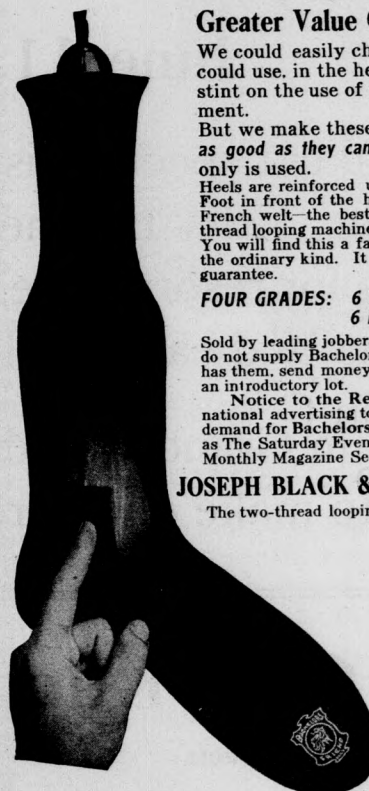
FOUR GRADES: 6 Pairs, \$1.50; 6 Pairs, \$2.00; 6 Pairs, \$2.50; 6 Pairs, Gauze Weight, \$2.00.

Sold by leading jobbers and retailers throughout the United States. We do not supply Bachelors' Friend direct. But if no dealer in your town has them, send money order covering the amount and we will send you an introductory lot.

Notice to the Retailers:—The manufacturers are doing extensive national advertising to the consumer, which will undoubtedly create a demand for Bachelors' Friend Hosiery, in such well known periodicals as The Saturday Evening Post, The Associated Sunday Magazines, The Monthly Magazine Section, etc.

JOSEPH BLACK & SONS CO., Manufacturers, York, Pa.

The two-thread looping machines give double strength at this point.



No need of this since he wears Bachelors' Friend.



EDSON, MOORE & CO., Detroit, Mich., Wholesale Distributors

THE RETURNED SOLDIER.

Thrilled and Saddened By What He Saw.

Written for the Tradesman.

"We laurel the graves of our dead."

The recitation, given by a girl in her teens, was received with clapping hands as Extain came down the cemetery walk and paused within earshot of the platform.

Flowers, flowers everywhere, in wreaths, festoons, banks of them girded with bright flags that flaunted their stars and stripes to the May breeze from every nook and corner of the Walingford cemetery.

Memorial Day!

How the memory of other days like this thrilled and saddened the heart of the returned soldier of the Philippines. It was now ten years since he had gone out from this goodly community, full of life and happiness, marching to the music of fife and drum, going down into the torrid zone to give his life if need be in the cause of a humanitarian war.

Extain remembered it well; the scenes of parting, the great white wall of homesickness that first oppressed him as he found himself speeding toward Manila to fight under the banner of the American Union, a banner beneath which his father had fought during four years of the Civil War. Beneath the sod of this cemetery lay the ashes of that father who had given his life for that blessed flag.

Slowly the saddened man walked past the speaker's stand, went thoughtfully down a side aisle to the grave of the elder Extain, which, to his great relief, he found decorated with flags and flowers. He, the father, was remembered surely, even now as he had been in former days when he, Barry Extain, in company with the wife of his bosom came thither to laurel the grave of their dead. But here was something more—a small marble marker with a single name inscribed, and the words: "Died in the Philippines," chiselled thereon.

"Barry Extain; dies in the Philippines," muttered the man, bending over the larger grave, yet reading the inscription of his own name on the marker to the right of the mound. His face, pale and marked with pain from recent illness, suddenly flushed, while a brighter glow came to the tired eyes.

"Isabel has remembered me," he murmured, while a tender love light swept across his freshened countenance. "I went to the house, but found no one at home. She must be here—this is her work," and he bent lower to caress one of the nodding blossoms above the marker telling of his own demise in the far land of the foe.

Straightening to his full height Extain glanced keenly about, his whole soul thrilled with the glad thoughts that filled his being. They at the home had mourned him dead. He had been little better than dead

during many long years, which were not all spent under the tropic skies of the newly acquired territory of Uncle Sam.

His mind had been one long blank since the day that he fell with a bullet across his skull and was left for dead among the slain American soldiers. He had wandered off, fallen into the hands of natives, and no one knew how long he lived among them a harmless lump of human flesh, working with and for his captives like unto a dumb driven brute.

He had escaped and gone to the coast; had shipped to a foreign shore, wandering he knew not whither. Once he found himself in a hospital with memory returned, having been operated upon in an experimental way by one of the house physicians.

After that he grew homesick and worked to earn enough money to take him back to his beloved America. He landed in New York the latter part of May, and had lost no time in racing on speeding cars to the old home; once a village, now grown to a considerable city. He had difficulty in locating old landmarks, since a decade works wonderful changes in some of our Western cities.

He lodged at a small hotel, sleeping late, for he was considerably exhausted, reaching his old home on the forenoon of Memorial Day. He found the house closed. There had been very little change here, the spot seeming familiar to his homesick eyes.

All the place lacked was the slender, bright-eyed Isabel to make it the same delightful home nest he had quitted in the nineties to seek honor and fame on the field of battle. He had found neither, but a severe wound which had deprived him of ten years of the best part of his life.

"I care not," he told himself, over and over again. "Let those unremembered years go if only I find my wife well and glad to receive me back." He expected to find her changed, of course. He was himself not quite the same debonair youth who had gone out to fight the Spaniards with a fond wife's kiss upon his brow.

Extain walked about the cemetery, watching faces, listening to the music, the speaking and the crash of guns over the mound beneath the tall soldier monument that had been erected during his absence, a monument testifying to the gallant dead, fallen in the War for the Union.

If the returned soldier expected to see the face of his wife he was disappointed. Everything and everybody seemed strange to him. It was as if he had suddenly entered another world quite apart from the one he had formerly occupied, and the knowledge of it all gave him a pang of regret. Not regret for the enlistment ten years before, but for the foolish whim that sent him sailing across the ocean expecting to find his friends and the wife ready to receive him with open arms. Nobody knew him; he was a stranger in a strange land. But Isabel? She must be near

During Merchants Week

June 11, 12 and 13

We will make a special display of early Fall and Outing Hats; White Felts trimmed and untrimmed; Duck and Crash Hats for resort trade, including the newest ideas for late Summer and early Fall and Winter wear. ❁ ❁ ❁ ❁ ❁

When in Grand Rapids you are cordially invited to make our store your headquarters.

Corl, Knott & Co., Ltd.

Cor. Commerce and Island Streets

1½ Blocks North of the Coliseum Bldg.

somewhere. If he could only find her the selfsame bright and cheery dow that ten years mourning for a dead husband was something unheard of in these modern days. Isabel, however devoted, could not be expected to live on the memory of a husband dead and forever out of her sight. The largest child he saw was apparently 5 years old. That fixed the time of her mourning for the lost one at about four years! Could he blame her for seeking a new alliance? He called to mind that when she married him there had been another lover, one endowed with far more of this world's goods than himself, and Isabel had turned him down to wed the humble mechanic.

All this came back with sickening force as the returned soldier peered into the old sitting room where once he dwelt in joyful harmony with his young wife. Married again after four years! Even that length of time paid tribute to the constancy of a woman's heart.

When the man drew a chair to the side of the woman, sitting down, taking her hand in his, pressing it warmly, the watcher beyond the window clutched his throat trying to force down the lump that came there, choking, choking like unto the halter of the hangman. There were tears in the eyes of the woman, and the man seemed talking to her in an effort to soothe what was a grief that would not down.

Extain knew all now. This happy home, like the one into which the poor unfortunate Enoch Arden gazed long years before his time, must not be disturbed by the coming back of the dead. Nobody in the town had seen or recognized him. Extain suddenly resolved that no one should. He had been a fool to return. Had he been at pains to inform himself he might have spared himself all this anguish. Too late now. Dizzy with the rush of feeling that swept his brain, the haggard man from out the past reeled away into the darkness.

"What was that, Justin?"

The woman within the room pushed the children gently aside and rose to her feet. Her face was pale, sparkling with tears.

"Nothing, Isabel," said her companion. "You are nervous to-night. Every Memorial Day you excite yourself unnecessarily. Living here at the old home is not good for you. You must come to live with me in the country."

He put out his arms, but she pushed him away, and walked to the door, which she opened, letting the light from within stream out across the lawn. There at the end of the walk lay the form of a man stretched at full length. The woman ran out and stood over him. She called frantically for Justin to come and take the unfortunate in.

The ormolu clock behind the little gilded angel on the mantel chimed the hour of 10 when the tired lids dropped apart from the eyes of Barry Extain. He was lying upon a wide lounge—the same that he had made with his own hands the very first year of their marriage—looking

upward into a pair of violet eyes woman of old the past could go unregretted to its grave.

It was not until night shadows fell that Extain shook the dust of the cemetery from his feet and went slowly back to the bustle of the town. He was again in the neighborhood of his home. A light gleamed from the sitting room, gashing the darkness like a two-edged sword of fire. The man started to go down the front walk to the door, hesitated after taking a few steps, turned aside and went softly across the grass to that side window through whose pane the electric light shot its silver darts.

A cozy family scene met his gaze. He started as he looked into the familiar room, with its soft old carpet, its pictures on the walls and the big old rocker that had been his mother's. The chair was now occupied and by a young woman on whose face his eyes glued themselves with a wild thrilling stare. It was her truly, his Isabel! Changed, perhaps, into a plumper, more mature beauty, yet his Isabel all the same.

Extain might have lost his caution and dashed headlong through the window had not other faces and forms held his attention. There were children clambering upon the woman's knee; and there was a man, a sturdy young fellow, with a handsome face and the manner of one pleased to be at home in the bosom of his family.

Like an electric shock came the knowledge to the watcher at the window brimming with glad tears—the eyes of Isabel, his wife.

He recognized all the surroundings, then memory asserted itself and he cried out hotly: "Why did you do this, girl? I know—I saw. Nobody could ask you to keep faith with the dead for ten long years. I will go," attempting to rise, "and leave you with your husband—"

"I am with my husband, Barry," kissing him as she pressed him gently back to the couch. "I knew you would come some time. They told me you were dead, but I did not believe. I have waited in faith believing; to-night I have my reward. Oh, Barry, Barry, how good of God to let you come back at last!"

"But the man I saw here—the children?"

"The man is Justin, my brother; the children are his. On every Memorial Day he and they come to keep me company for the exercises. Rest quiet now while I fetch a cup of tea!" She was gone in an instant, returning later to find him sitting up, laughing like a pleased child.

Old Timer.

The past holds many of our secrets, many of our hopes, many of our unfulfilled desires; yet it has been our friend in taking from our untutored hands certain useless although much-loved toys, giving us in their stead tools with which to work our honorable passage through life.

A good scare is of more benefit to some men than good advice.

Klingman's Sample Furniture Co.

The Largest Exclusive Retailers of Furniture in America

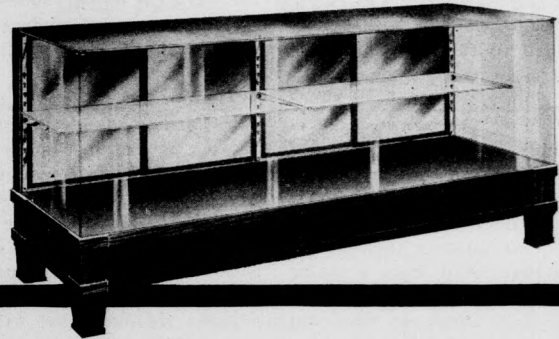
Where quality is first consideration and where you get the best for the price usually charged for the inferiors elsewhere.

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

Corner Ionia, Fountain and Division Sts.

Opposite Morton House

Grand Rapids, Michigan



"AMERICAN BEAUTY" Display Case No. 412—one of more than *one hundred models* of Show Case, Shelving and Display Fixtures designed by the Grand Rapids Show Case Company for displaying all kinds of goods, and adopted by the most progressive stores of America.

GRAND RAPIDS SHOW CASE CO., Grand Rapids, Michigan
The Largest Show Case and Store Equipment Plant in the World
Show Rooms and Factories: New York Grand Rapids Chicago Portland



Our Harvester No. 161½

A light soled Goodyear Welt with unusual foot comfort and splendid wearing ability. It is the ideal light shoe for strenuous walking. It's a popular priced sure positive profit bringer.

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



Some Points on Getting Shoes Sold Right.

Written for the Tradesman.

Some months ago the Boot and Shoe Recorder came out with an excellent slogan to the effect that the great stunt of to-day in shoe retailing is not simply to sell more shoes but to get more shoes sold right.

This brings up the questions of price, style, materials, fit and general suitability. Obviously there is quite a wide range in all of these matters. Take, for instance, price: we have shoes that retail from a dollar a pair up to seven, twelve, or fifteen dollars the pair. Not so many in the higher priced values, to be sure, but a few. Now the point is to get shoes sold right with respect to price.

This task is not so simple as it would at first appear. While there is not so much danger of selling a six dollar pair of shoes to a man or a woman with a two dollar purse, there is often a real danger of letting some customer go out of the

store with a pair of shoes that are not as good by several dollars as they ought to be. Rigid enforcement of the rule of selling shoes right will inevitably have the effect of grading up the shoe industry all along the line.

This brings to mind an excellent sales argument, designed especially for use in grading up prices: "Shoe economy should be gauged, not by the price per pair, but by the cost per year." Suppose one buys during the year four pairs of shoes at \$4.50 per pair. The entire cost of his footwear for the year is \$18. But suppose he finds that by paying 50 cents additional per pair he can get through the year with three pairs instead of four. In that event his expenditure for shoes will be, for the year, only \$15, as against \$18.

Now anybody who understands shoemaking knows very well that the difference of 50 cents in the value of a pair of shoes makes a great deal of difference in the fit, comfort and wearing qualities of that shoe. Thus

it should not be considered a thing strange and unreasonable that three pairs of shoes at a certain price will actually outlast, fit better and give more genuine foot-comfort and general satisfaction than four pairs of shoes costing, say, 50 cents less per pair. As a matter of fact, 25 or even 10 cents, taken out of the actual value of a pair of shoes oftentimes makes a very perceptible difference in the serviceableness of the shoes.

Now this sell-'em-right slogan involves a distinct and intelligently-directed policy towards grading up in prices and values. And, of course, prices and values are inevitably linked together: you can not acquire the latter apart from the former—and that is the reason price-cutting crusades among retail shoe dealers are to be deplored. When the price is cut, either one of two things necessarily happens: either the dealer gives up a part of his legitimate profit—which is not too large to begin with—or the shoe is "skinned." But a "skinned" shoe means a disappointed customer in nine cases out of ten.

With all of our recurrent and inane hubbub about the increasing price of shoes being inspired by the remorseless greed of an alleged "shoe trust," the fact remains that we are paying less for our shoes than for any other article of wear commensurate in importance to our footgear. I have repeatedly called attention to the fact that men will pay \$5 for a hat quicker than they will for a pair of shoes. Does anybody suppose that the raw materials of a "derby" hat actually

cost the hat manufacturer as much money as the shoe manufacturer pays for the raw materials that he puts into a pair of \$5 shoes? Is the process of making the hat anything like as complicated and expensive as that of producing a pair of shoes to retail at \$5? Obviously the average customer needs to be educated. In other words, he needs to have his shoes sold to him right—along with some clean-cut and illuminating information about leathers, processes and bona fide values in modern shoes.

In the matter of style this sell-'em-right policy is susceptible of a wide and intelligent application.

Shoe styles are almost as numerous as the sands of the seashore. Still the big city shops are clamoring for more styles. "Give us something new and different—if possible, something exclusive." The up-to-date shoe manufacturer has to turn out annually something like three or four hundred different styles. Not all of them brand new, to be sure; but each season he must have a goodly array of spanking new ones, along with a lot of popular styles of the previous season.

Now this range of styles is a wide one. Some shoes are suited to one



Women's and Children's Shoes

Made by Tappan, of Coldwater, Michigan, are ace high as regards true fitting features, shapeliness of lasts and stylishness of design. We center our entire effort toward making high class McKay sewed shoes that stand out conspicuously as every day sellers in the best boot shops of the country.

The HOOSIER SCHOOL SHOE for girls and young women is a specialty which has attained great favor from the retail shoe merchant. We make them in heavy Dongola, Gun Metal Calf and Mule Skin, and we sell them at prices that give the retailer a wide margin of profit.

Our fall line, now being shown by salesmen, is deserving of your order.

TAPPAN SHOE MFG. CO. :: Coldwater, Mich.

purpose and some to another—and a good many of them, in all sobriety, seem to be suited to no purpose whatsoever. Some of these shoes are made of substantial materials and built of sensible, staple lasts; and others are made of insubstantial materials and put up to please the fancy of "smart" dressers among the young people's trade.

The problem is to give to each customer the sort of a shoe he or she really ought to have—and this is one of the biggest problems the retail shoe dealer finds himself facing. It is, of course, perfectly natural that the shoe manufacturer should seek to establish a reputation for "smart" lasts—for new and striking styles. It is equally natural that the shoe retailer should desire to make the name of his shop synonymous with stylish and up-to-date footwear. But there are customers of shoe stores in every community who are more interested in fit, comfort and wear in their shoes than they are in this precarious and pauseless style-element. Their requirements must be considered by the retail shoe dealer. Why foist a "swell," swagger last, with an extreme and conspicuous toe, upon somebody who really ought to have a straight last of a more simple design?

I am not unmindful of the fact that the style-feature is a most important one in the production of modern shoes; and I do not, by any means, take the position that a shoe can not be stylish and comfortable and well-fitting and serviceable all at the same time; but I am trying to emphasize the thought that there are customers with whom style is a secondary consideration. If they can have it along with these other more important qualities, well and good; if not, see to it that they get the features they most highly prize. That is another way of saying, sell 'em right!

Much of what I have said concerning style applies also with respect to materials.

Last year when fabrics were all the rage in certain localities there were a lot of shoes of this kind sold to women who really had no business with them.

Now velvet, cloth, corduroy, satin and other fabrics can not possibly give the hard-wear service that leath-

er does. The people who insist on having that sort of footwear ought to be definitely and frankly told concerning its intrinsic limitations. If, in spite of their knowledge of its limitations, they insist on having it, then the responsibility is on the customer rather than the dealer. But for the frugal, hard-working girl or woman, whose purse is extremely limited, it is certainly worth the dealer's while to persuade her to buy judiciously.

If I should say all that I have in mind concerning the importance of correct fitting in its relation to right selling of shoes this paper would be entirely too long for this department. Much has been said on this topic in these columns, and in the columns of papers devoted exclusively to the retail shoe business. But in spite of this fact shoe merchants and shoe clerks go right on sinning against the code by careless fitting.

Shoes are never sold right until they are correctly fitted. This takes time. It requires tact and patience and the disposition to persist in spite of discouragements. But it pays.

Charles L. Garrison.

Why Swear?

Some imagine that profanity strengthens language. But any expression oft repeated—and this is always the case with profanity—becomes an element of weakness. The reliance upon "strong language" to give vigor to conversation is an evidence of intellectual poverty. A Massachusetts minister, who has attained some notoriety through the new decalogues he has proposed for men and women, has now given ten reasons why every respectable, thinking man should swear just as often and as hard as he can. The reasons are as follows.

1. Because it is such an elegant way of expressing one's thoughts.
2. Because it is such a conclusive proof of taste and good breeding.
3. Because it is a sure way of making one's self agreeable to one's friends.
4. Because it is a positive evidence of acquaintanceship with good literature.
5. Because it furnishes such a good example and training for your boys.
6. Because it is just what a

man's mother enjoys having her son do.

7. Because it would look so nice in print.

8. Because it is such a good way of increasing one's self-respect.

9. Because it is such a help to manhood and virtue in many ways.

10. Because it is such an infallible way of improving one's chances in the hereafter.

And not a little slang is a pretty close relative to profanity.

Near-Right English.

Advertisement: "Wanted, a white girl to cook."

Doctor's sign in Denver: "Specialist—all diseases."

Seen in Vancouver: "Afternoon tea served at all hours."

Card at pay desk in cafe: "Your face is good, but it won't go in the cash register."

Says a Western paper: "Miss Zella Rock is gaining strength slowly, for which her friends feel very thankful."

The "Bertsch" Goodyear Welts

Now Unquestionably One of the Big Lines on the Market

The question is, are you going to be the dealer in your town to take advantage of this growing line and turn it into a profitable and increasing business?

If you have not seen the Bertsch line lately we will have our salesman who is in your locality stop and show you his samples, or shall we send catalogue? A card will bring either.

THEY WEAR LIKE IRON

HEROLD-BERTSCH SHOE CO.

GRAND RAPIDS, MICHIGAN

For Your Spring Trade---The "BLIZZARD"



Wales-Goodyear and Connecticut Grades

Light weight; high front; a big seller. Better get stocked up now. All sizes for men, women, misses and children.

The Maumee Rubber Co.
224 226 SUPERIOR ST.
TOLEDO, OHIO.

If you haven't a copy of our illustrated price list, ask us to send it. It is a complete guide to the best rubber boots and shoes.

Cool Shoes for Hot Weather

We have prepared for your wants, and are ready to ship you the latest styles in black and tan Oxfords and Pumps, also White Nubuck and Canvas shoes and pumps.

Send for our latest catalog.

Hirth-Krause Co.

Shoe Manufacturers and Jobbers

Grand Rapids, Michigan





Prevention Better Than Cure — Change System.

Written for the Tradesman.

Our friends the socialists tell us that there are enough of the good things of this world produced to make everybody comfortable, but that under our present system the division is not equitable—the few get too much and the many not enough. Besides our undeniably unfair method of distribution, the thoughtful student of sociology finds another trouble, and that is the appalling wastefulness with which our energies are applied. So large a proportion of human toil really goes for naught, no one, neither the few nor the many, getting benefit from it. We do not get things right end to. The very object that we are tugging with might and main to push forward, some one else is striving as industriously to hold back.

In the care of our bodies we still are working in this wrongheaded, wronghanded way. We have made tremendous strides in the last fifty years in our ideas regarding the nature of diseases and in learning the laws that must be obeyed in order to maintain health, for it is not long since illness of all kinds was regarded as an affliction arbitrarily imposed by Divine power, an expression of Providential displeasure as a punishment for sin. Back of this was a time when incantations and magic were the means resorted to to avert disease.

We have gotten beyond those things. We have learned that as regards our health it is not nearly so much in our stars as in ourselves that our welfare lies, and that we are not the puppets of a blind and cruel Fate, but rather the arbiters of our own destinies. But great as has been our advance we still are employing the services of our physicians in much the same way that our ancestors did when they expected the medicine men to drive away disease by some occult spell or charm. We wait until we are sick before we call in a doctor, when the great province of the physician should be to keep us in health.

Very stupidly we have arranged things so that it isn't to his interest to keep us in health. As a business proposition the more sickness there is the larger the income of the practicing physician.

Now doctors are only human and they have families to support. Moreover, their families have a hankering desire for good clothes and automobiles and higher education and other luxuries, the same as other people. So how can a no more than human doctor do all in his power to prevent dis-

ease, when disease is his only source of revenue? It is too much to expect of human nature that a man will deliberately go at it to ruin his own business.

True, physicians are in the forefront of the movements to stamp out tuberculosis and other deadly maladies, and they have done and are doing much to disseminate knowledge of the laws of health among the people. A great part of the work along these lines is done by very eminent men who are independent of financial considerations. All such efforts deserve great commendation, and it should be said in praise of the medical profession generally that its members have sought to promote the public health in ways that not only could not bring them a penny's reward, but which tended in the long run to make them out of pocket.

The ordinary physician is by no means a wealthy man, and usually he feels that he can not afford to do as much of this higher preventive work as he would like to do. Besides he is not expected to do it nor paid for doing it.

A simple and at the same time a very sensible plan easily might be adopted by which a family would pay its physician a stipulated amount per year for looking after the physical welfare of its members, whether they were sick or well. A little elaboration of this plan probably would soon come into play, by which several physicians, some of them specialists in various lines, would unite and furnish medical attendance for a stated price per annum. This would give the advantage of treatment by a specialist when required.

Under the system just proposed, which the writer lays no claim to having originated, the great stress would be laid upon maintaining health and preventing disease. Physicians would point with greater pride to their patients who were well and not losing a day's time in a year, than to cases they had succeeded in pulling through severe illnesses. Indeed, under this new and better regime a doctor would feel that for one of his people to be sick or even under the weather did not argue well for him professionally, and so every physician who valued his reputation would be on the alert to check diseases in their incipiency. Of course there would be periodical inspection, and this would cause the arrest in due season of morbid tendencies. We should be cured at the right time, which is before we get sick.

Under the system proposed a physician could tell us the truth; now he

often feels that he can not afford to do so. A doctor has an almost unequalled opportunity to study human nature, and he gets to know all our weaknesses. He understands perfectly that the average person who goes to him with an ordinary ailment would far rather hear it called by a Latin name and be handed a bottle of some kind of dope to be taken before or after meals three times a day, than to be given a talk straight from the shoulder regarding late hours and low necks and short sleeves. He knows that it is perfectly safe to tell most of us that we have been overworking, but hardly the prudent thing to throw out any hints that we are overeating.

Sometimes we go to him with a saddened visage, believing that we had best set our house in order and be ready to wind up all our earthly affairs on very short notice, when perhaps nothing in the world ails us but a touch of hypochondria. A physician whose professional conscience is



Valley City Biscuit Co.

Grand Rapids, Mich.

Manufacturers of

Cookies and Crackers

Write for Price Lists

We Make a Specialty of 10c and
12c Cookies

NOT IN THE TRUST

Satisfy and Multiply

Flour Trade with

"Purity Patent" Flour

Grand Rapids Grain & Milling Co.
Grand Rapids, Mich.

GRAND RAPIDS BROOM CO.

Manufacturer of

Medium and High-Grade Brooms

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.

Buckwheat

We are in the market for 20,000 bushels of new buckwheat and can use in car lots or bag lots. Don't fail to write or phone if you have any to offer.

Highest price paid at all times.

Watson-Higgins Milling Co.

Grand Rapids, Mich.

not very keen and whose family are quite insistent in their demand for an automobile and the other luxuries heretofore mentioned, may consider that his financial interests will best be served by encouraging the idea that "something awful" ails us. We undergo agonies of apprehensive torture and run up a big bill for doctor's care and medicines. He really feels like telling us that there is nothing the matter with us only a morbid "think;" but one word of that and under our present mistaken system we should say his services were no longer required and stop paying him.

We are not all of us ready to go the whole length of Christian Science and say there is no such thing as disease—that it is all a mental error; but most of us have advanced to the point where we recognize the powerful influence that the mind has over the body, and where we regard disease not only as an abnormal condition but as one which, in the broader light of more thorough knowledge, would be unnecessary. The proposed better system of employing physicians would enlist their mental energies, and our own as well, on the right side. They would teach their patients to overcome all small ailments by sheer will power, and to use the will as an aid in conquering greater maladies. Quillo.

As Your Stenographer Sees You.

His majesty, the American business man, certainly becomes well known to the observant young woman who spends eight hours a day with him.

American business men have many traits in common.

They are almost invariably close in the small money matters in which we have dealings with them.

They seldom give an increase in salary without being asked for it.

They write more and longer letters than are necessary or desirable.

They have excellent opinions of themselves, which is a good thing.

They desire to get their money's worth out of employes and they do it; I have worked for men who would become fussed to death when we met in the elevators or cars who were perfect drivers where their work was concerned.

They all smoke too much all of the time.

They are remarkably healthy and "on the job."

They enjoy their work—so much that I wonder what most of them would do if it were suddenly taken away. They would have to learn from the bottom up some way of enjoying leisure just as they learned to make money.

They all love to talk—either about their work, stories of their lives or anecdotes and particulars of the members of their families.

The wives of most business men would be astonished to know how frequently her personal excellence and foibles have been described in talkative moments to the young person whom she greets more or less pleasantly on her visits to the office.

Perhaps it should be confessed that most of us gossip a little and the "boss" and his family are pretty thoroughly discussed by the girls on the other side of the glass partition.

Mr. Everyboss probably does not suspect how well known he is to the members of Miss Stenographer's family, who are interested in him and offer advice as to her daily bouts and the matter of increases in salary.

Occasionally I have worked for bashful men, who could not seem to lose consciousness of the fact that I was a young woman.

Esther Elkins.

Activities in the Buckeye State.

Written for the Tradesman.

The Veitch Motor Manufacturing Co., now located in Jersey City, will remove its plant to Dayton, employing several hundred men.

The City Council of Youngstown has voted a bond issue of \$30,600 to establish a municipal lighting plant in the market house basement.

Wholesalers of Dayton made a trade extension trip of three days last week in surrounding territory. The trip was made under auspices of the Gem City Chamber of Commerce.

The Coshocton Glove Co. will establish a branch factory at Columbus, making the ninth factory secured by the Chamber of Commerce of that city during the past year. The company will employ from 100 to 150 girls.

Canton will employ an engineer to submit plans for a sewage reduction plant.

State Senator John E. Todd has been elected President of the Columbus Chamber of Commerce.

A kite flying tournament was held recently in Columbus by the Director of Manual Training in the city schools. The kites were the product of the

manual training department and prizes were awarded for out-the-farthest and up-the-highest kites and for superior construction.

Wm. Schau & Son have opened the Model Bakery at Zanesville.

The Department of Public Recreation at Columbus has given away 2,000 tomato plants to people who have had vacant lots assigned them for cultivation.

All meats sold in Columbus must now be inspected under direction of the city Health Board and after June 1 no meat will be allowed in Columbus markets unless it bears either municipal or Government stamps. The butchers are protesting strongly against the new regulations.

Almond Griffen.

There is room for all; but men pay big prices for cramped quarters. There might be work and food for all; but men struggle hard to get away from others what they need instead of peacefully and with certainty producing their own.

The best things in nature are free or of least cost. There is an abundance of air, water and sunshine for all. But men shut themselves away from these great beneficial elements.

The difference between what society demands of you and what you owe to society may be the difference between slavery and freedom.

Many a hen cackles for another to lay; but a business man should not depend upon competitors to advertise for him.

Sorrow can not be drowned with drink without drowning the man also.

A load of work may lighten a burden of sorrow.

For Dealings in
Show Cases and Store Fixtures
Write to
Wilmarth Show Case Co.
Grand Rapids, Mich.

BROOMS
J. VAN DUREN & CO.
Manufacturers of
High and Medium Grade Brooms
Mill Brooms a Specialty
653-661 N. Front St. Grand Rapids, Mich.

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

IMPORTANT
Retail Grocers



who wish to please
their customers should
be sure to supply them
with the genuine

Baker's
Cocoa and
Chocolate

Registered
U.S. Pat. Off.

with the trade-mark
on the packages.

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

MADE ONLY BY

Walter Baker & Co. Limited
DORCHESTER, MASS.
Established 1780

You have had calls for
HAND SAPOLIO

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

**HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate
enough for the baby's skin, and capable of removing any stain.**
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Detroit Department

Country Merchants' Relation To the Banking Reform.

Detroit, May 27—The demand for reform in the banking system of the country is growing in intensity every day. Business men of all classes are suddenly awakening to the fact that they are the chief sufferers under our present banking system.

Many of them have found out, from bitter experience, that at the time they needed the support and help of the bank most, that was just the time that the bank, acting upon an instinct of self-preservation, refused them the needed assistance, and with their limited knowledge of our present banking system they have not been able to satisfactorily understand why this condition of affairs should exist. Now, to protect themselves in their own interests they have commenced to study this problem, and it is from these merchants, farmers and business men of all kinds throughout the country that the strong demand for banking reform is now coming.

Some explanation of how the present banking system affects the country merchant may be helpful to those who do not yet fully understand the system upon which the banker conducts his business. The country merchant does not always do a cash business. The kind of business he does is largely controlled by the habits of the people he sells to. Oftentimes he must furnish supplies and wait a considerable time for his pay until his customers can secure money from their own business operations. This is always the case if the merchant's customers are farmers who are paid for their crops at certain seasons of the year and who receive very little cash during the remainder of the year. The situation is much the same where the merchant's customers are made up of wage-earners, who get paid once a month.

The merchant finds that to hold his trade he must open accounts with his customers and allow them to "charge" their purchases.

Maybe these accounts will be settled once a month and perhaps only once in three months. But, at any rate, a large amount of business is done under this system and a very considerable proportion of the merchant's capital is tied up in the form of personal credits granted to his customers.

For this credit, which he has extended, he has no security, and if his bank does not stand ready to supply him with money, his business operations would be hampered. He could not do nearly as large a business and consequently his profits would be materially reduced.

In such cases the bank is practically helping out the whole community, because by loaning to the merchant it enables him to give credit to his customers, but the responsi-

bility rests upon the merchant, for he is responsible and his bank, of course, must have satisfied itself as to his capacity to make good any loss that might occur in the business, owing to the merchant's inability to collect accounts.

If the bank knows that the merchant's customers are steady and reliable men, who will, in all probability, pay the merchant in due time for what they buy from him, it will not hesitate under ordinary conditions to grant the merchant the accommodation he needs in the way of loans.

The service the bank renders is really that of making it possible for the consumer to get the goods he needs at the time he requires them, even though he may not have the ready cash on hand to pay for them. Now, the consumer has to pay for this service in the prices charged him by the merchant for the goods which he buys. The merchant, of course, has to pay the bank for the loan it makes him, and his operating expenses are thereby increased, compelling him to figure in this extra cost in the prices which he charges his customers. In the case of such transaction, the loans are usually made by the bank upon the merchant's own personal note. The fundamental basis of the whole transaction is the personal relationship which exists between the banker and the merchant, and the security is found in the banker's estimate of the merchant's capacity and integrity in his dealings with his customer.

There is another point in this relationship between the local merchant and his bank. The merchant is invariably a depositor at his bank, as well as a borrower. The merchant who borrows from the bank almost always takes his loan in the form of a book credit, that is to say, the amount of his loan is credited up to his account with the banker and he draws his checks against this account. He seldom asks the bank for actual money.

Frequently the merchant's customers pay him in checks and he deposits these in his bank; others pay him in actual cash and this he likewise promptly puts into the bank.

Now, his deposits with the bank frequently amount to less than the loan which the bank has made to him. It is therefore vital to his success that he should be enabled to continue doing business with the bank, without interruption.

A panic or any stringency which makes the banker think it advisable to call in his loans, either wipes out the entire deposit of the merchant with the bank, or compels him to raise money from some other source, and very frequently at a serious sacrifice. At the same time any general check to business, or to general solvency throughout the community, means that the merchant's cus-

tomers are having just as hard a time to get money as is the merchant, and consequently they can not pay him when they should. In such a case he may be forced to ask the bank for an extension of credit, or his deposits at the bank may be cut down below the figure which the banker considers necessary. In any case, he can not go to the bank and demand the liquidation of these obligations to him with the same assurance that exists in the case of a depositor who owes the bank nothing on his paper.

It is, if possible, more vitally important to the merchant that the bank should be sustained in times of panic and stringency than it is to the man who has no dealings with the bank, except to deposit his money there and draw it out as he needs it.

For such reasons the mercantile part of the community is usually the strongest support of the banks, simply because its interest is so closely bound up with that of the banks. The security behind commercial paper, held by the banks, is thus not merely the actual property of the merchants who have borrowed from the banks, but in a sense, it is also their commercial future and their general prospects of success in a business way. The paper which the merchants supply to the banks is therefore one of the best bases for rediscount that can be offered. The assurance that it will be paid without default is as great as can be obtained. The local merchant shares with the community the penalties which an inadequate banking system imposes, and he has some particular grievances of his own in addition. Like every one, who has direct dealings with the banks, he is the victim of the rigid reserve system.

Under our banking customs and laws great emphasis is placed on the quantity of cash reserve. The amount of reserves kept on hand by a bank are commonly held to be the test of the bank's solidity. Every banker, and especially the isolated country banker, worries about his reserves.

He sacrifices everything in order that his reserves may not be impaired. At the first sign of trouble in the business world, even though it may start thousands of miles away from him, he commences to look around for money to fill up his reserve fund. The only law he knows is that of self-preservation. He knows that there is no place where he can go, with assurance that he can get the help he needs if the demand upon his bank becomes greater than he is able to meet, with the reserves on hand.

So what does he do?

First of all he stops loaning money.

Next, he commences to call in his outstanding loans.

The country merchant, dependent on the resources of his local bank, is the very first one to feel this suspension or curtailment of loaning power. Now, if we had some sort of a reserve agency, there would come co-operation among the banks and under such a system the power of a bank to continue to lend money would not depend upon the amount of the cash reserves it had on hand, but on the quality of commercial paper it had on hand. Instead of hoarding its cash and stopping discounts, it could go ahead and pay out cash and make loans in the certainty that, with good paper on hand, it could get more cash whenever it was required. Instead of increasing and intensifying a stringency and making matters worse for everybody by the efforts to increase its reserve funds and thereby protect itself, it would by continuing to make loans and pay out its cash, contribute to put an end to the troubles and restore business confidence.

No local merchant would ever be driven into failure and bankruptcy by lack of banking accommodation, and no bank would ever be forced to

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close its doors because of its inability to convert sound assets into cash.

Such a reserve agency is more in the interest of the local merchant even than it is in the interest of his bank. With a rediscount market established by means of a central reserve agency the rate of interest would be the same to every bank in every part of the country.

In sparsely settled communities the small merchant is often forced by the scarcity of capital to pay 10 to 12 and sometimes even 15 per cent. per annum. With a reserve association and consequent co-operation between the banks, capital would be brought to the points where it was most needed, or, in other words, wherever good commercial paper was offered for discount. The natural and immediate effect of this would be to lower interest rates. The local merchant, instead of being cut off from sources of credit would have new ones opened to him. The only condition would be the quality of the paper he had to offer.

Under present conditions it is startling to discover that in the autumn, when beautiful nature is pouring her products into the warehouses, that is the time of all times in the year when it is most difficult to get credit, and yet paper based on the exchange of the natural products of the soil is the very best in the world. With a reserve association abundant crops would mean abundant means of paying for them. The country merchant, dependent on the movement and sale of crops, is the one person who should be the most greatly interested in improving banking methods through the establishment of a co-operative reserve association.

Activities in the Hoosier State.
Written for the Tradesman.

Indiana United Commercial Travelers, in session at Kokomo, voted to go to Lafayette next year. South Bend lost the convention by three votes.

The withdrawal of the Rome City Sunday excursion rates by the Grand Rapids & Indiana Railway leaves Ft. Wayne people with practically no Sunday excursions this summer, so far as the steam roads are concerned.

Committees are at work at Ft. Wayne on the problem of elimination of the smoke nuisance.

Judge Collins, of the City Court, Indianapolis, is trying to establish work farms throughout the State where prisoners serving jail terms may be put to useful work in a healthy environment. Since he has been on the bench in Indianapolis he has reduced the commitments by 50 per cent. and has collected \$17,000 in fines without a cent of security "My plan," says he, "is not to send a man to jail to work out a fine, where he is an expense to the county, but to parole him and allow him to go to work and pay the fine. Of course, there are some prisoners released on parole who never return to pay the fine, but the percentage is very small, not as much as one in ten. In the great majority of cases they go to work and pay the fine in a very short time. You can

never reform the habitual drunkard by giving him a jail sentence every time he is brought into court. If he could be sent out on a farm and given something to occupy his time and attention he would soon straighten up." Judge Collins tries an average of 15,000 cases a year.

The Thieme Bros.' Co., silk manufacturer of Ft. Wayne, has filed notice of an increase of capital stock from \$150,000 to \$200,000.

Reports made at the recent convention of millers of the State at Indianapolis show that this year's wheat crop will be only 42 per cent. of last year's yield.

Northern Indiana bankers, composing Group one of the State Association, will meet in Ft. Wayne June 18. Chas. Brown, of Auburn, is chairman.

May 23 was "Pencil Day" at Mishawaka, in the interests of the Orphans' Home and the pencils sold brought 10 to 25 cents each. The sale proved a success.

The new Boone county court house, recently completed at Lebanon at a cost of \$265,000, will be dedicated July 3 and 4.

Plans are being made for a big merger at Evansville of the Evansville Gas & Electric Co., the Evansville & Southern Indiana Traction Co. and the Evansville Public Service Co., with capital of \$13,000,000.

It is estimated that the hospitals of Ft. Wayne, bringing hundreds of patients and their friends to that city, means a revenue of \$250,000 yearly to the merchants and citizens.

Almond Griffen.

Giving and Accepting Advice.

Written for the Tradesman.

"Advice is worth no more than it costs."

The real meaning of such a statement depends upon the circumstances under which it is used. While we can not accept it as exactly and absolutely true, we can profit by the suggestions which it naturally conveys.

We all know that free advice, that is, unsought advice, is not usually appreciated, and therefore not likely to be accepted or acted upon. That which costs effort to obtain is naturally regarded as of some value. If we pay money for advice or information we are impelled by the desire to get value for our money to apply such advice—to make use of it.

The person who has not been led to seek advice is not usually aware of his need of advice. The person who makes no effort to obtain advice or declines advice for which he must pay can not regard the advice of others as of much value.

"When I want your advice, I'll ask for it."

The tone which usually accompanies such a remark leaves no question as to what is meant. The well-meaning friend is reminded that it is better to wait until his advice is asked for. And yet there are times when one should not be deterred by the idea that free advice is considered of no value, or that a proffer of advice is a personal interference. It may not always be best for one to hold his or

her peace when it is clearly apparent that advice is needed.

A person may be sorely in need of advice and not be aware of the fact. Again, one may be troubled and anxious to know what to do and be very willing to accept advice if they knew to whom to go for it. A friend, a fellow workman, a business associate might be able to offer valuable suggestions by tactful conversation along certain lines; by avoiding personal reference or individual application.

The one in need of advice and realizing the same is often deterred from approaching others by the idea that no one is interested in his affairs. Or he imagines his experiences are so different from others that no one could help him. Just "accidentally on purpose," as is often said, let out eth idea that every apprentice to a trade, every clerk, every amateur merchant has had his share of troubles, perplexities and problems, and that the beginner could just as well have all the advice he needs, freely and cordially given, as to go halting along without any help.

Simply because advice is free is no reason for rejecting it, nor is it any proof that it is of no value.

E. E. Whitney.

Whistles Offer Good "Side Line."

A pair of Highland Park businessmen are making the most unique side line to their business on record.

They have made the blowing of a fire whistle a sort of byproduct of a steam laundry. More than that, they have converted their delivery wagons and auto trucks into combination fire engines and soon will be the whole fire department of the north shore suburb.

The town officers bought a fire whistle of such tremendously noisy capacity that they did not have steam enough to blow as much as a twitter. They put it on the water works boiler. The works are located under the bluff, and when the wind blew across the lake no one could hear the fire whistle at all. So they gave the big brass contrivance to the St. Peter brothers, who run a laundry, and when a rope is pulled there is a

blast that can be heard from Waukegan to Windsor Park.

But this was only the beginning. When St. Peter equipped his wagons with chemical apparatus, he placed a big brass squirt gun on each side of the vehicle, and his auto trucks fairly bristle with new fangled spray shooters. When there is a fire St. Peter gets the first tip and then grabs the cord of his steam whistle. He blows once for the first ward, twice for the second, three times for the third, and so on. The drivers of the various wagons and trucks constantly keep their ears cocked.

When they hear their master's blast they drop the work of collecting soiled linen and race for the fire. It is all out with the fire in a jiffy.

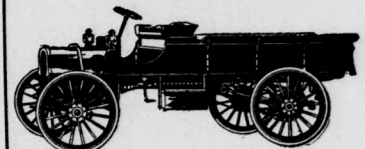
The other day the laundry wagons beat a fully equipped fire department on a run to Ravinia and snuffed out the blaze in short order. With the laundrymen a 4-11 call is the only kind they know anything about and they are all in at the start and stay until the finish.

One of the expected results of this bit of enterprise of a pair of workers is that they will be the whole fire department of the town and will be blowing the whistle at so much a toot. J. L. Graff.

A good many customers are like an automobile crank. They must be gripped firmly and, figuratively speaking, given a turn or two if action is desired.

Hoping against hope may seem a useless proceeding, but it is not as damaging on one's nerves as giving up hope.

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Wafted Down From Traverse Bay.

Traverse City, May 27—Traverse City U. C. T. Council held its regular meeting Saturday evening and Fred C. Atkinson, John A. Van Riper and John A. Cheney crossed the hot paths and were made members of our order. During the business session the ladies of our order arranged a potluck supper, which was enjoyed by all. Our committees are all taking an active part and we anticipate pulling off some classy entertainments in the future.

We announce with deepest sympathy the death of Richard, the oldest son of Mr. and Mrs. W. E. Bennett, of Boyne City. The remains were laid to rest in Oakwood cemetery, Traverse City, and members of our order acted as pall bearers. The Bennett family have the sympathy of the entire Council in their bereavement.

Once more the stork has visited our Council and presented the Oole family with a nice little baby girl. This is the reason Adrain is passing out Big Weaver cigars. We are also pleased to mention at this time that mother and baby are doing nicely. Most forgot her name. Well, here it is: Zelma May Oole, address Fifth and Wadsworth streets.

Fred Bennett, of East Jordan, salesman for the Musselman Grocer Co., now makes his territory in a Ford. Now, Fred, we must say that you are using good judgment, for how in the Dickens can they check the expense account now.

M. D. Bryant, one time pill peddler, but now manager of the Ford garage here, has taken a partner for life and about a week ago he and Miss Robinson allowed the knot to be tied. We can certainly extend to these people congratulations and best wishes. Gee, M. D., how about the smokes?

Traverse City Council entertained

with a ball last Friday evening and the proceeds were applied to our baseball fund. Everybody reports that the evening was well spent.

Mrs. L. D. Miller has invented a new style button. For further information, write W. F. Murphy.

Lost—On the train somewhere between Walhalla and Baldwin, one large Sam Taylor. Finder please return to Traverse City and receive handsome reward.

Don't forget that it is only about a week before our Grand Council meeting at Bay City and be sure to get your reservation at the hotel. It looks as though there were going to be a large crowd and something doing every minute.

Adrian Oole, our Senior Counselor, received the sad news about a week ago that his father had passed to the Great Beyond. Mr. Oole made his home in Grand Rapids. Adrain, the boys extend to you heartfelt sympathy.

The Park Hotel, at Suttons Bay, has favored the boys with the individual towel. Mr. Wall, the manager, is always ready to please the traveling public and we can assure you that we appreciate this movement on your part.

W. E. Bennett, who was connected with a newspaper at Boyne City, has taken up the insurance business in the same city. Will represents some of the best companies and we wish you success. What's the matter with throwing your prospects Bill's way?

Our undertaker, E. L. Hughes, has taken the agency for the Hupmobile and insists on taking his friends out riding. Well, it is nice to be located so as to get them coming and going, but we prefer taking our own chances.

For the information of our customers the following have arranged for a special wire to the baseball park this summer: B. J. Reynolds, A. B. Jordon, Jack Gilchrist, L. D. Miller, Harry Hurley, Jay Young, W. F. Murphy, Herman Hoffman, E. E. Wheaton, Sam Taylor, W. L. Chapman and A. F. Cameron. Any business which you may favor them with will be appreciated.

Mrs. B. J. Reynolds has just returned from an extended trip to Dublin and reports the city in a flourishing condition.

At last we hear again from our friend, Bill Smith. This time Bill has taken the position of nurse. Miss Kitten says to Bill: "It doesn't make any difference if our mother can not be found; you've got to quit carrying us kittens around."

One of our leading clothiers has

installed the following electrical street sign, MENSWEAR. Well, who in — cares if they do. Even at that, Sherman & Hunter are nice people.

Now all together for Bay City.

Fred C. Richter.

Petoskey Traveling Men as Hosts.

Petoskey, May 25—More than one hundred merchants and traveling men sat down in Maccabee hall last evening to partake of the smoker and dinner given by the local Council of United Commercial Travelers of America to the merchants of Petoskey. The festivities began at 8 o'clock and continued until a late hour, cards being the principal form of amusement indulged in.

When the good things had been disposed of, Mayor Homer Sly, who is a member of the traveling men's organization, arose in the capacity of toastmaster and called on a number of those present, Superintendent E. C. Hartwell, of the public schools, being the first speaker. He talked on industrial education in an interesting way that greatly impressed his auditors.

Attorney Henry S. Sweeney gave a few pertinent pointers regarding Petoskey in general and L. E. Slussar discussed the traveling man, his heart and his hand. John L. A. Galster advocated good roads in an enthusiastic speech and W. L. McManus, Jr., talked of advertising the region, emphasizing the fact that an entire section should work together instead of separate towns pulling for their individual selves. Joseph Carscadden,

a traveling man from Flint, had a few words to say in response to the invitation of the toastmaster.

The gathering broke up with all the men satisfied that one of the best all around good times in many moons had been enjoyed.

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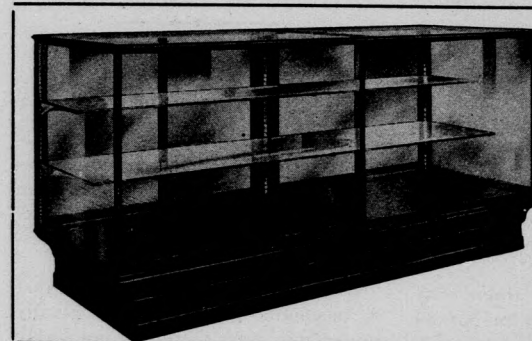
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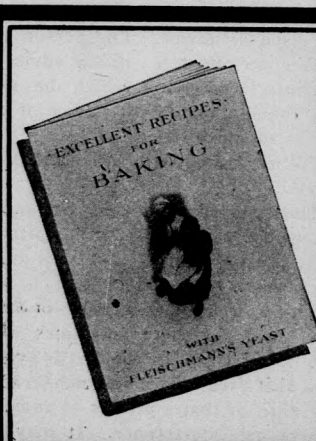
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THE FLEISCHMANN CO.
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Croakings From the Crickets.

Battle Creek, May 28—And still we wonder why Steele should hang around at a Medicine Show. He isn't sick, is he? If so, report him.

The wife of Brother Clarence Burg-defer is much improved and is now up and around again. Clarence left for Atlanta, Ga., Sunday. His Chautauqua season begins this week in the South and will last for several weeks. He will be home the latter part of June for a short time only, after which he leaves for his Western engagements in and around Des Moines.

Brother Herbert Ireland rendered a fine selection at the morning service, Sunday, at the Independent church. Prof. Barnes accompanied him upon the pipe organ.

The Strollers met for their weekly sing with Mr. and Mrs. Guy Pfander Sunday afternoon. Luncheon was served and a profitable as well as a pleasant time was enjoyed by the boys. Mr. and Mrs. Ireland will entertain next week.

The ideas of people vary as to the real life and character of the average traveling man. He is looked upon by newsboys as an almost supreme being; by the hotel man as a necessity and by his wife and family as nigh a negative quantity. In truth, he is just a common every day sort of a fellow who has an opportunity of studying human nature and loves every phase and branch in this great school of Life and Experience.

Sometimes he feels that the tuition is really an exorbitant sum, when he stops to consider, and he will sit and sympathize with himself and for ten minutes at least he will find great pleasure in patting himself upon the back and pondering upon the lives of some of the great martyrs.

But to the man who is living up to the best there is in him, selling a line of which he is not ashamed, meeting the trade in a straight, unflinching manner, there is much of real enjoyment in his work. How quickly the trade perceive and try to offer something that will appeal to the one who has to be away from home so much. How ready they are to respond with smiles, wit and good fellowship.

The writer experienced quite an outing last Saturday, even though it was not an excursion, advertised with fare at half price. Let him tell you about it: He started on a belated train from Battle Creek, via the old D. T. & M., with Richland as his destination. He arrived about 11:30 a. m., called and shook hands with some of the well-known boys who are there in business, also met the Solomon Brothers, who are successors of Arthur Wykes. Then he hied himself down toward the little country hotel and, being seated alongside of F. E. Fisher, the short, fleshy-faced, but jolly, scout who runs a general store of good repute, he did a handsome job at eating dinner. Such a dinner! Murphys, fried liver, pork, bread, butter and real strawberry shortcake, etc. If you do not believe what he is telling you, go over and eat a meal yourself. Then he call-

ed upon the trade, with the usual result of a few orders with the especial request to send via prepaid freight.

Good hearted Dr. Kenzie—formerly from Battle Creek, which may account in some degree for his goodness—took the wanderer in his machine, although the two seats were already occupied, and such a ride over to Yorkville! Perhaps it was not a pleasant and exciting experience, sitting upon the floor of the Buick, with a driver like Doc. This opportunity gave a few minutes in which to talk baseball and kindred topics.

Then, landing him at the store of P. W. Rice, the Buick sped on, bearing Doc. and the telephone manager to look up trouble, while the traveler went in to pass the time of day with Mr. Rice and his genial wife. Business in sight? Of course, but, thank Heaven, there are some people who feel that the traveler is human and likes to be treated as such, and the Rice family are among that class. "Will you take a ride with Mr. Rice? He is going out to deliver some goods, and you must see how well our car rides." Well, Mrs. Rice did not have to ask but once, and the extra load and trouble did not worry Mr. Rice at all. A little spin over the hills and through the dells, Sunday groceries delivered, and they were back at the store again, refreshed and ready to talk over the order which would soon be needed.

It was nearly time for the train, so Mr. Rice took the traveler into his Maxwell, and away they went winding along the beautiful country drive, arriving at the station none too soon. But the train was somewhat late, so the wanderer had an opportunity to bask in the sunshine, enjoying the fresh breezes and the sound of the singing brook. His every sense seemed satisfied. Through his eyes he took in all the surrounding beauties of nature, the green hills, the woods, the shining stream, the beautiful clouds; with his ear he caught the babbling of the water; he heard the song of the birds and even the sound of the plash as the small frog made a leap into the water. He felt the soft breeze, he filled his lungs with the pure air, and he enjoyed the smell and taste of the mint and herbs that grew along the creek's bank.

While he chased up and down the creek, helping to land frog bait for boys who were making preparation for a fish in a nearby lake, the whistle sounded, and the train was in sight. He knew that he must return to the rounds of life again, but felt that the day had been well spent and looked forward to the time when he would have to make that territory again.

Charles R. Foster.

Whipping the Devil Round the Stump.

That the railroads of the country have made the commercial traveler who carries excess baggage their "goat," is the contention of C. B. Griffith, Supreme Counselor of the order of United Commercial Travelers of America, in a letter to the members, copies of which have been

received in Grand Rapids. "In some sections," Mr. Griffith explains, "the law forced the railroads to reduce their passenger rates. They promptly retaliated by raising their excess baggage charges from 12½ per cent. to 16½ per cent. of the first class fare, and, in some cases, even higher."

In support of his contention, Mr. Griffith cites the former and present rates in two cities, as follows:

Passenger fare—Former rate, \$17; present rate, \$14.35.

Excess baggage rate—Former rate, \$1.60; present rate, \$2.40.

A man carrying 1,000 pounds of excess baggage will pay:

Former rate—Fare, \$17; excess, \$16. Total, \$33.

Present rate—Fare, \$14.35; excess, \$24. Total, \$38.35. Increase, \$5.35, or 16 per cent.

"Is there any equity or justice in compelling the commercial traveler, who is on the road nearly all the time, to pay the loss of revenue the railroad sustains by carrying some passenger who probably travels one hundred miles, or less, during the year?" asks the Supreme Counselor.

The letter urges the members of the order to attend the Grand Council, which meets next month, and urge their demands upon the legislators. Among the laws Mr. Griffith declares are needed and should be agitated, laws that would be beneficial to the commercial travelers as a class and, incidentally, to the public in general, are the following:

Responsibility of railroads and transportation companies for lives lost, and a maximum sum provided therefor.

Equitable passenger and freight rates.

Adequate fire escapes in hotels and rooming houses.

Nine foot sheets on beds in hotels and rooming houses.

Individual towels (not paper) in wash rooms of hotels.

Abolishment of the public drinking cup.

Adequate life-saving appliances in sufficient quantity to provide for the maximum of passengers carried on any vessel, be it ferry, river, lake or sea.

A uniform rate of 12½ per cent. of the first class fare, per 100 pounds, on all railroads, as an excess baggage charge.

The issuance of excess baggage permits, good for local stops on all railroads, where the ultimate destination is 100 miles or more, on any one line; said permit being based upon 12½ per cent. of the first class fare to the ultimate destination.

Would Rather Be There.

Three traveling men arrived at a little lonesome railroad junction to make a quick connection. They were hardly off the train when the train they wanted pulled out, leaving them on the platform. There were no more fast trains for five hours, and they were thoroughly exasperated.

Finally one of them went to the telegraph office and sent this wire to the superintendent at headquarters:

"We are in Salway Junction for a

five hour wait. We hope you are in hell."

In about half an hour the operator handed the sender the following reply from the superintendent:

"I would rather be there than with you at Salway Junction."

Charles S. Robinson, the veteran traveling salesman, died of apoplexy at St. Mary's Hospital last Saturday and was buried Monday afternoon. Mr. Robinson possessed a big heart and did kind things to others all his life. He was at one time engaged in the manufacture of soap on North Ionia street. He subsequently traveled fifteen years or more for the Grand Rapids Packing & Provision Co. He was engaged in the confectionery business for a time, but for the last half dozen years dealt in lands exclusively. All his relatives had preceded him to the grave, but his funeral was attended by a circle of friends which plainly showed the esteem in which he was held in this community.

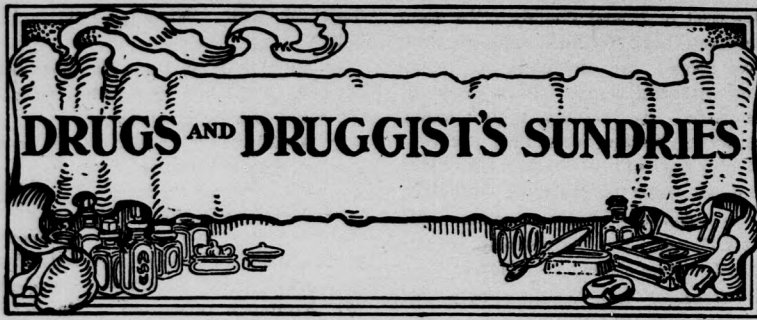
K. B. Simmons, who has traveled Michigan for Foley & Co., Chicago, with their well-known line of proprietary medicines for over twenty years, has been confined to his home, at Saline, since April with an attack of typhoid fever. Mr. Simmons' many friends will be glad to know that he is now well along on the road to recovery. He had planned to resume traveling about June 1. His physician, however, advised him to postpone his departure until June 10, after which date he will be again in the field and will take up his schedule where he was forced to drop it when taken ill.

Daniel C. Steketee (P. Steketee & Sons) accompanied by his wife and two sons, sails from New York on June 11 on the New Amsterdam for Rotterdam. They will spend a month in Holland, Belgium and on a trip down the Rhine. They will also visit the birthplace of Mr. Steketee's father and mother in Holland.

John W. Califf (Grand Rapids Supply Co.), who has resided in Thompsonville for the past three years, has returned to Grand Rapids and has located at 121 Hastings street. John still retains his mercantile interests at Thompsonville, but makes the change of residence to secure better school facilities.

At least four delegates from this city will attend the Recreation Congress in Cleveland June 5 to 8—Charles W. Garfield, representing the Association of Commerce; Eugene Goebel, Park Board; Chas. H. Mills, Board of Education, and Mrs. C. H. Gleason, Grand Rapids Playground Association.

An Ishpeming correspondent writes: Franklin Wade, who has been conducting an upholstery repair business in E. G. Person's furniture store for the past two years, has accepted a position as traveling salesman with the Majestic Stove & Range Co. and will start on the new job about July 15.



Michigan Board of Pharmacy.
 President—Ed. J. Rodgers, Port Huron.
 Secretary—John J. Campbell, Pigeon.
 Treasurer—W. E. Collins, Owosso.
 Other Members—Edwin T. Boden, Bay City; G. E. Faulkner, Delton.

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.

Michigan Retail Druggists' Association.

President—D. D. Alton, Fremont.
 First Vice-President—J. D. Gillette, Pompeii.
 Second Vice-President—G. C. Layerer, Bay City.
 Secretary—R. W. Cochran, Kalamazoo.
 Treasurer—W. C. Wheelock, Kalamazoo.
 Executive Committee—W. C. Kirschgessner, Grand Rapids; Grant Stevens, Detroit; R. A. Abbott, Muskegon; Geo. Davis, Hamilton; D. G. Look, Lowell; C. A. Bugbee, Traverse City.
 Next Meeting—Muskegon.

Grand Rapids Drug Club.

President—Wm. C. Kirchgessner.
 Vice-President—E. D. De La Mater.
 Secretary and Treasurer—Wm. H. Tibbs.

Some New Remedies Recently Introduced.

Albert's Remedy is a dark brown liquid said to contain potassium iodide, potassium acetate, alcohol and extractive matter. From the latter the alkaloids of opium, and colchicine were isolated. The composition of this preparation seems to vary considerably.

Allocain is a mixture of novocain and alypin, which in combination with synthetic suprarenin and thymol is offered as a local anesthetic.

Aurochin is a name applied to the quinine ester of p-aminobenzoic acid. It possesses only a slightly bitter taste.

Balsamenta is a name for balsamum mentholi oleosum compositum.

Bisanna is said to consist of rhubarb, jalap, sodium bicarbonate, sugar and aromatics.

Calcarin is calcium disphosphate, with lactic acid.

Capsulae geloduratae laxantes fortes are said to contain extract of colocynth, extract of aloes, extract of jalap and medicinal soap.

Carminatol tablets are said to contain magnesium peroxide, bismuth subnitrate, charcoal, peppermint oil and fennel oil.

Chinarsil, put forward as a remedy for the hoof and mouth disease, contains quinine hydrochloride and sodium arsenilate.

Chocolin, a laxative, contains cocoa, manna and phenolphthalein.

Cimocol is a name for syrup of potassium sulphoguaiacolate.

Collosal Mercury and Collosal Silver are electrolytically prepared colloidal metals. They are said to be more stable than those hitherto marketed.

Correctone and Regulin Correctone are names for regulin.

Cyclorenal is the name of an ointment and suppositories which are said to contain cycloform, adrenalin, Peru balsam and coryfin.

Dibromohydrocinnamic acid borneolester occurs as a white almost colorless and odorless crystalline powder which contains about 33 per cent. each of bromine and borneol. It is put forward as a substitute for bromides and valerian preparations.

Erdol or Erseol is quinine sulphosalicylate.

Eupepsin is an aromatized wine of pepsin.

Eusderol is the name for an anti-mony compound combined with extract of tissues.

Gicht (gout) Elixir, Herlikofer and the Gicht (gout) tinctures of Giordano, Hoffmann, Hussion and Reynolds are tincture of colchicum seed.

Gichtwein of Anduran, Mueller, Rochelle and Wilson is wine of colchicum seed.

Glykomaltin is said to contain calcium and iron glycerophosphates, kola, lecithin, malt and cocoa.

Hyperol is a compound of hydrogen dioxide and urea.

K-Anol is the name for suppositories containing kavakava, adrenalin, and bismuth subgallate.

Lacdat, exploited as a galactagogue, is said to contain caraway seed, linseed, cocoa and iron carbonate.

Lamose is the name for a nutritive preparation which contains lecithin.

Lezikatron is said to contain lecithin and calcium glycerophosphate.

Liqueur Laville is said to contain quinine, and the active principles of colocynth, lily of the valley, gentian, squill, hermodactylus and fraxinus excelsior.

Liqueur Mylius is said to contain quinic acid and colchicine.

Liqueur Sedano is said to contain the extracts of blackhaw, golden seal and piscidia piscipula.

Malt-Eiweiss (malt albumin) Dr. Klopfer, a nutritive preparation, is prepared from rye flour and barley malt.

Neurosit Tablets contain trimethylxanthin acetyl salicylate, lupulin, and sugar.

Phosferyl-Fournier is said to contain egg-yolk and iron and phosphorus organically combined.

Pilules de Berquerel contain qui-

nine sulphate, extract of digitalis and colchicum seed.

Pilules de Debout contain quinine sulphate, colchicum seed and powdered digitalis.

Prothaemin is the name for a new preparation from blood. It is said to contain all the blood albumin, together with organically combined iron and phosphorus.

Salvago is a trade-name for a purified extract of licorice.

Schael-Kolloidum is collodion containing salicylic acid, and anesthesin.

Serum nervrosthénique Fraisse, exploited as a remedy for asthma, is said to contain sodium glycerophosphate, and strychnine cacodylate.

T—Tablets contain hemaglobin, iron glycerophosphate, lecithin, and aromatic powder.

Termopod, an ointment possessing the odor of mustard oil, is put forward for cold feet.

Valobrom is the name for an elixir prepared from valerian and aromatics and containing bromides.

Mutual Interchange of Registration.

For many years those interested in the uplift and advancement of professional pharmacy have desired and striven for some means whereby could be brought about a parity of conditions in the various states concerning the requirements for entrance upon and practice of pharmacy. The state boards of pharmacy are appointed, elected or secured in various ways. Some are political purely, appointments being made as rewards, and sometimes it may be that the examiner in educational equipment and professional experience and ability does not measure up to the candidate who appears before him. In other cases the reverse is true, the scientific, ultra professional board member is so high and strict in his requirements that few, even of the worthy, can pass his scrutiny and tests. Thus there is no uniformity and there can not be under the present conditions and their continuance.

The need has long been apparent for the establishment of some means whereby a pharmacist found competent in one state could, should he choose, practice his profession in another without undergoing a second examination. Just how this desired and enviable condition is to be brought about is the question.

The National Association of Pharmacologists, an organization of drug clerks, is now tackling the problem, with what success remains to be seen. This Association has issued a circular presenting a number of whereases and resolutions, the gist of which is that the National Association of Boards of Pharmacy shall pass a resolution binding all state boards holding membership in that Association to issue to any applicant who shall present a certificate from his own state board (which must be a member of the national body) and paying a stipulated fee, a certificate which will entitle the applicant to practice pharmacy in any state whose board holds membership in the Association.

We thoroughly agree with the pur-

pose of this movement, but we can not help feeling that the N. A. P. is attempting to decide offhand a problem which has received the study and work of the most able minds in pharmacy for many years past without being brought even reasonably near to a solution. When the time comes that all boards are equally competent, that all board examinations are equally sure to establish an applicant's fitness, and when state pharmacy laws are put upon an equal footing, then and not until then can reciprocal registration become an established fact. Of course it is unjust that a pharmacist can not move from one state to another without being re-examined, but even under present unsatisfactory and unequal conditions, it is not the greatest hardship to demand that a pharmacist again prove his competence. If he is truly competent, there are very few board examinations in this country of which he need be afraid. With the strictest of them a brief period of preliminary posting up and freshening will enable any druggist to pass if he is really entitled to pass by virtue of ability.

Most Powerful Poison Known.

The most powerful poison known is reported to have been extracted by a German chemist from the seeds of the ricinus, the familiar castor oil plant, and has been attracting much attention on account of its remarkable properties. Its power is estimated to be so great that a gram—about a thirtieth of an ounce—would kill a million and a half guinea pigs. If administered so as to cause severe illness without death, it gives immunity against a larger quantity, and the dose can be gradually increased until more than a thousand times as much can be endured as would kill an untreated animal. Although arsenic, morphine and other poisons can be taken in larger and larger quantity nothing approaching this marvelous increase in dose can be borne. The ricinus poison has effects much like those of living germs, and in immunized animals an antitoxin is formed so that injections of their blood serum may cure animals that are already in danger or have become ill from ricinus poisoning.

The Drug Market.

Opium—The quotations of last week remain unchanged.

Codeine—In sympathy with the lower market, codeine and its salts have been reduced 30c per ounce.

Quinine—The market is firm at last week's advance.

Glycerine—Owing to shortage of crude, the manufacturers expect to be obliged to again advance their price.

Solder For Platinum.

Fine silver 125.0 parts
 Brass 12.5 parts
 Alloy copper 12.5 parts

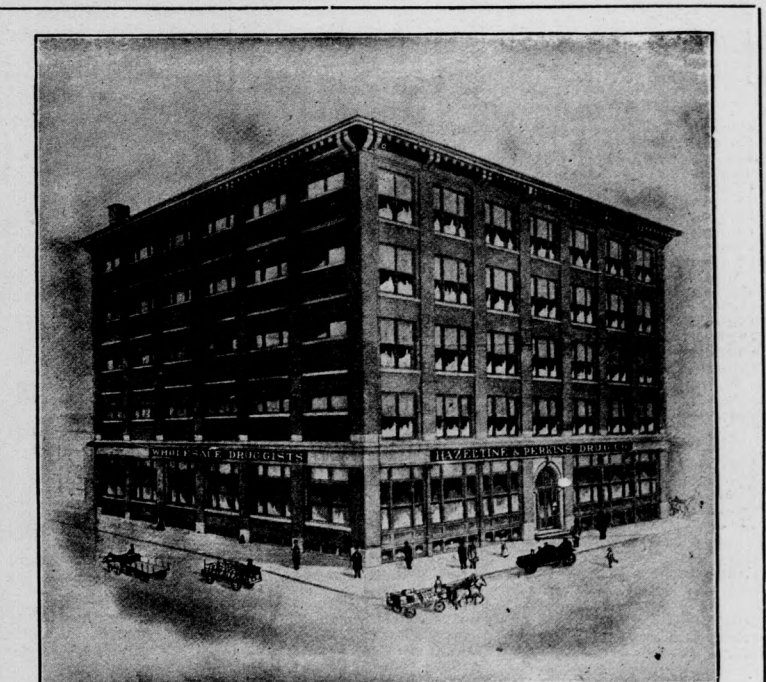
Fuse together the brass, the copper and fifty parts of silver. When this alloy has been made and cooled, melt it with the rest of the silver.

A dealer is judged according to his lights.

WHOLESALE DRUG PRICE CURRENT

Table listing various drugs and their prices, including categories like Acidum, Ammonia, Aniline, Baccae, Balsamum, Cortex, Extractum, Flora, Folia, Gummi, Semen, Spiritus, Herba, Magnesia, and Oleum.

Table listing various drugs and their prices, including categories like Lupulin, Lycopodium, Macis, Magnesia Sulph., Mentha, Morphia, Nux Vomica, Opium, and others.



Our New Home—Corner Oakes and Commerce Near Union Depot

Merchants' Week, June 11, 12 and 13

We cordially invite all our customers and friends to call upon us during this festival and make themselves entirely at home in our new store.

Respectfully, Grand Rapids. HAZELTINE & PERKINS DRUG CO.

Four Kinds of Coupon Books

Are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

Table with columns: ADVANCED, DECLINED. Rows include Beans, Flour, Corn Syrup, California Prunes, Cheese, Oats.

Index to Markets By Columns

Index to Markets table with columns: Col, A, B, C, D, F, G, H, J, M, N, O, P, R, S, T, V, W, Y. Lists various grocery items and their corresponding column numbers.

Main price list table with columns: 1, 2. Contains detailed prices for various goods such as Ammonia, Axle Grease, Baked Beans, Breakfast Foods, Brooms, Butter Color, Canned Goods, Carbon Oils, Catsup, Cheese, Chewing Gum, Chocolate, Cocoa, Coffee, Confections, Cream Tartar, Dried Fruits, Farinaceous Goods, Fishing Tackle, Flour and Feed, Fruit Jars, Gelatine, Grain Bags, Herbs, Hides and Pelts, Horse Radish, Jelly, Jelly Glasses, Mapleine, Mince Meats, Molasses, Mustard, Nuts, Olives, Pickles, Pipes, Playing Cards, Potash, Provisions, Rice, Rolled Oats, Salad Dressing, Saleratus, Sal Soda, Salt, Salt Fish, Seeds, Shoe Blacking, Snuff, Soap, Soda, Spices, Starch, Syrups, Table Sauces, Tea, Tobacco, Twine, Vinegar, Wicking, Woodenware, Wrapping Paper, Yeast Cake.

Continuation of price list table with columns: 3, 4, 5. Contains detailed prices for Chewing Gum, Confections, Sweet Goods, Chicory, Chocolate, Cider, Sweet, Cloth Line, Cocoa, Coconut, Coffee, Roasted, Cracked Wheat, Crackers, In-er Seal Goods.

6

Table with 2 columns: Item Name and Price. Includes categories like Graham Crackers, Lemon Snaps, Oatmeal Crackers, etc.

7

Table with 2 columns: Item Name and Price. Includes categories like Cotton Lines, Linen Lines, Poles, Flour and Feed, etc.

8

Table with 2 columns: Item Name and Price. Includes categories like HERBS, HIDES AND PELTS, Tallow, Wool, etc.

9

Table with 2 columns: Item Name and Price. Includes categories like Smoked Meats, Sausages, Beef, Pig's Feet, etc.

10

Table with 2 columns: Item Name and Price. Includes categories like Whitefish, SEEDS, SHOE BLACKING, SODA, etc.

11

Table with 2 columns: Item Name and Price. Includes categories like TOBACCO, Plug, Starch, Syrups, etc.

Special Price Current

12

Banner, 5c	5 96
Banner, 8 oz.	1 60
Banner, 16 oz.	3 20
Belwood Mixture, 10c	94
Big Chief, 2 1/2 oz.	6 00
Big Chief 16 oz.	30
Bull Durham, 5c	5 90
Bull Durham, 10c	10 80
Bull Durham, 15c	18 48
Bull Durham, 8 oz.	60
Bull Durham, 16 oz.	72
Buck Horn, 5c	5 76
Buck Horn, 10c	11 50
Buck Horn, 15c	18 00
Briar Pipe, 5c	6 00
Briar Pipe, 10c	12 00
Black Swan, 5c	5 76
Black Swan, 14 oz.	3 50
Bob White, 5c	5 65
Brotherhood, 5c	5 95
Brotherhood, 10c	11 00
Brotherhood, 16 oz.	39
Carnival, 5c	5 70
Carnival, 3 1/2 oz.	39
Carnival, 16 oz.	40
Cigar Clip's Johnson	30
Cigar Clip's Seymour	30
Identity, 8 & 16 oz.	40
Darby Cigar Cuttings	4 50
Continental Cubes, 10c	90
Corn Cake, 14 oz.	2 55
Corn Cake, 7 oz.	1 45
Corn Cake, 5c	5 76
Cream, 50c pails	4 60
Cuban Star, 5c foil	5 76
Cuban Star, 16 oz pails	3 72
Chips, 10c	10 20
Dills Best, 1 1/2 oz.	79
Dills Best, 3 1/2 oz.	77
Dills Best, 15 oz.	73
Dixie Kid, 1 1/2 foil	39
Duke's Mix, 5c	5 76
Duke's Mix, 10c	5 52
Duke's Cameo, 1 1/2 oz.	41
Drummond, 5c	5 75
F F A, 3 oz.	4 95
F F A, 7 oz.	11 50
Fashion, 5c	6 00
Fashion, 16 oz.	43
Five Bros., 5c	5 69
Five Bros., 10c	10 70
Five cent cut Plug	29
F O B 10c	11 50
Four Roses, 10c	96
Full Dress, 1 1/2 oz.	72
Glad Hand, 5c	1 44
Gold Block, 1 1/2 oz.	39
Gold Block, 10c	11 88
Gold Star, 16 oz.	38
Gail & Ax Navy, 5c	5 95
Growler, 5c	2 70
Growler, 10c	2 63
Growler, 20c	2 63
Giant, 5c	1 55
Giant, 16 oz.	33
Hand Made, 2 1/2 oz.	50
Hazel Nut, 5c	5 76
Honey Dew, 1 1/2 oz.	40
Honey Dew, 10c	11 88
Hunting, 1 1/2 & 3 1/2 oz.	38
X L, 5c	6 10
X L, in pails	26
Just Suits, 5c	6 00
Just Suits, 10c	11 88
Kill Dried, 25c	2 45
King Bird, 7 oz.	25 20
King Bird, 3 oz.	11 00
King Bird, 1 1/2 oz.	5 70
La Turka, 5c	5 76
Little Giant, 1 lb.	28
Lucky Strike, 1 1/2 oz.	94
Lucky Strike, 1 1/2 oz.	95
Le Redo, 3 oz.	10 80
Le Redo, 8 & 16 oz.	38
Myrtle Navy, 10c	11 80
Myrtle Navy, 5c	5 94
Maryland Club, 5c	5 50
Mayflower, 5c	5 76
Mayflower, 10c	96
Mayflower, 20c	1 92
Nigger Hair, 5c	5 94
Nigger Hair, 10c	10 56
Nigger Head, 5c	4 96
Nigger Head, 10c	9 84
Noon Hour, 5c	1 44
Old Colony, 1-12 gro.	11 52
Old Mill, 5c	5 76
Old English Curve 1 1/2 oz.	96
Old Crop, 5c	5 76
Old Crop, 25c	20
P. S., 8 oz., 30 lb. cs.	19
P. S., 3 oz. per gro.	50
Pat Hand, 1 oz.	63
Patterson Seal, 1 1/2 oz.	48
Patterson Seal, 3 oz.	96
Patterson Seal, 16 oz.	5 00
Peerless, 5c	5 70
Peerless, 10c	1 92
Peerless, 3 oz.	10 20
Peerless, 7 oz.	23 76
Peerless, 14 oz.	47 52
Plaza, 2 gro. cs.	5 76
Plow Boy, 5c	5 76
Plow Boy, 10c	11 00
Plow Boy, 14 oz.	4 50
Pedro, 10c	11 80
Pride of Virginia, 1 1/2	77
Pilot 5c	5 76
Pilot, 7 oz. doz.	1 05
Pilot, 14 oz. doz.	2 10
Prince Albert, 10c	95
Prince Albert, 8 oz.	4 92
Prince Albert, 16 oz.	8 40
Queen Quality, 5c	48
Rob Roy, 5c foil	5 90
Rob Roy, 10c gross	10 20
Rob Roy, 25c doz.	2 10

13

Rob Roy, 50c, doz.	4 12
S. & M., 5c, gross	5 76
S. & M., 14 oz. doz.	3 20
Soldier Boy, 5c gross	5 95
Soldier Boy, 10c	10 56
Soldier Boy, 1 lb.	4 80
Sweet Caporal, 1 oz.	60
Sweet Lotus, 5c	6 00
Sweet Lotus, 10c	12 00
Sweet Lotus, per doz.	4 85
Sweet Rose, 2 1/2 oz.	30
Sweet Tip Top, 5c	2 00
Sweet Tip Top, 3 1/2 oz.	38
Sweet Tips, 1/4 gro	10 08
Sun Cured, 10c	11 75
Summer Time, 7 oz.	5 76
Summer Time, 14 oz.	1 65
Standard, 2 oz.	3 90
Standard, 3 1/2 oz.	28
Standard, 7 oz.	1 68
Seal N. C., 1 1/2 cut plug	70
Seal N. C., 1 1/2 Gran	63
Three Feathers, 1 oz.	63
Three Feathers, 10c	10 20
Three Feathers and	
Pipe combination	2 25
Tom & Jerry, 14 oz.	3 60
Tom & Jerry, 7 oz.	1 80
Tom & Jerry, 3 oz.	8 75
Trout Line, 5c	5 95
Trout Line, 10c	10 00
Turkish, Patrol, 2-9	5 76
Tuxedo, 1 oz. bags	48
Tuxedo, 2 oz. tins	96
Tuxedo, 4 oz. cart	64
Tuxedo, 16 oz tins	64
Twin Oaks, 10c	94
Union Leader, 50c	5 06
Union Leader, 25c	2 55
Union Leader, 10c	11 60
Union Leader, 5c	5 95
Union Workman, 1 1/2	5 76
Uncle Sam, 10c	10 80
Uncle Sam, 8 oz.	2 20
U. S. Marine, 5c	6 00
Van Bibber, 2 oz. tin	88
Velvet, 5c pouch	1 44
Velvet, 10c tin	1 92
Velvet, 8 oz tin	3 84
Velvet, 16 oz. can.	7 68
Velvet, combination cs	5 75
War Path, 5c	5 95
War Path, 8 oz.	1 60
Wave Line, 3 oz.	40
Wave Line, 16 oz.	40
Way up, 2 1/2 oz.	5 75
Way up, 16 oz. pails	31
Wild Fruit, 5c	5 76
Wild Fruit, 10c	11 52
Yum Yum, 5c	6 00
Yum Yum, 10c	11 52
Yum Yum, 1lb., doz.	4 80

14

Trojan Mop Sticks	
Eclipse patent spring	80
No. 1 common	80
No. 2 pat. brush holder	85
Ideal No. 7	85
12lb. cotton mop heads	1 45

2-hoop Standard	2 00
3-hoop Standard	2 35
2-wire Cable	2 10
Cedar all red brass	1 25
3-wire Cable	2 30
Paper Eureka	2 25
Fibre	2 40

Birch, 100 packages	2 00
Ideal	85

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

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

Bronze Globe	2 50
Dewey	1 75
Double Acme	3 75
Single Acme	3 15
Double Peerless	3 75
Single Peerless	3 25
Northern Queen	3 25
Double Duplex	3 00
Good Luck	2 75
Universal	3 00

12 in.	1 85
14 in.	1 65
16 in.	2 30

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

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	19
Wax Butter, full count 20	19
Wax Butter, rolls	19

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

1 lb. boxes, per gross	9 00
3 lb. boxes, per gross	24 00

10c size	90
1/4 lb. cans	1 35
5 oz. cans	1 90
1/2 lb. cans	2 50
3/4 lb. cans	3 75
1 lb. cans	4 80
1 1/2 lb. cans	13 00
2 lb. cans	21 50

4 inch, 5 gross	45
4 1/2 inch, 5 gross	50
Cartons, 20 2 1/2 doz. bxs	55

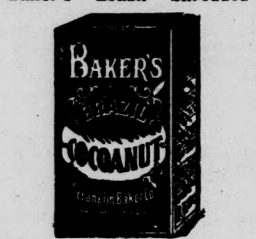
Humpty Dumpty, 12 dz.	20
No. 1, complete	40
No. 2, complete	28
Case No. 2, fillers, 15	sets
sets	1 35
Case, medium, 12 sets	1 15

Cork lined, 8 in.	70
Cork lined, 9 in.	80
Cork lined, 10 in.	90

S. C. W., 1,000 lots	31
El Portana	33
Evening Press	32
Exemplar	32

15

Worden Grocer Co. Brand	
Ben Hur	
Perfection	35
Perfection Extras	35
Londres	35
Londres Grand	35
Standard	35
Puritinos	35
Panatellas, Finas	35
Panatellas, Bock	35
Jockey Club	35



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.
 White House, 2lb.
 Excelior, Blend, 1lb.
 Excelior, Blend, 2lb.

16

Tip Top, Blend, 1lb.
Royal Blend
Royal High Grade
Superior Blend
Boston Combination
Distributed by Judson	
Grocer Co., Grand Rapids;	
Lee & Cady, Detroit;	
Symons Bros. & Co., Saginaw;	
Brown, Davis & Warner, Jackson;	
Gods-mark, Durand & Co., Battle Creek;	
Fielbach Co., Toledo.	



Full line of fire and burglar proof safes kept in stock by the Tradesman Company. Thirty-five sizes and styles on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

SOAP
 Gowan & Sons Brand.

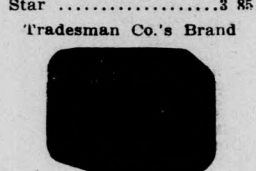


Single boxes 3 00
 Five box lots 2 95
 Ten box lots 2 90
 Twenty-five box lots 2 85

Lautz Bros. & Co.
 Acme, 30 bars, 75 lbs. 4 00
 Acme, 25 bars, 75 lbs. 4 00
 Acme, 25 bars, 70 lbs. 3 80
 Acme, 100 cakes 3 25

17

Big Master, 100 blocks	4 00
German Mottled	3 50
German Mottled, 5 bxs	3 50
German Mottled, 10 bx	3 45
German Mottled, 25 bx	3 40
Marselles, 100 cakes	6 00
Marselles, 150 cks	5 40
Marselles, 100 ck toll	4 00
Marselles, 1/2 bx toilet	2 10



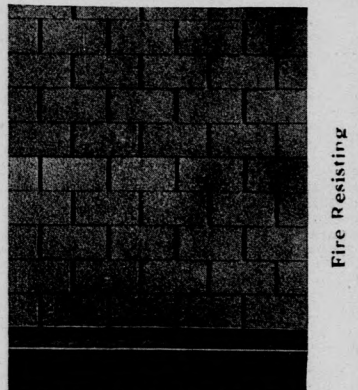
Proctor & Gamble Co.
 Lenox 3 00
 Ivory, 6 oz. 4 00
 Ivory, 10 oz. 6 75
 Star 3 85

Soap Powders
 Snow Boy, 24s family size 3 75
 Snow Boy, 60 5c 2 40
 Gold Dust, 24 large 4 50
 Gold Dust, 100-5c 4 00
 Kirkoline, 24 4lb. 3 80
 Pearlina 3 75
 Soapine 4 00
 Baobitt's 1776 3 75
 Roseine 3 59
 Armour's 3 70
 Wisdom 3 80

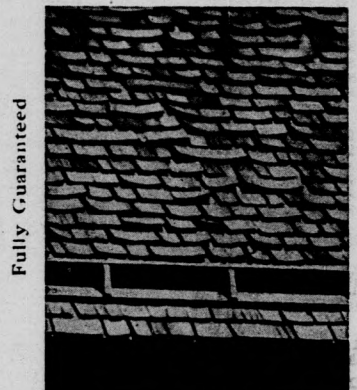
Soap Compounds
 Johnson's Fine 5 10
 Johnson's XXX 4 25
 Rub-No-More 3 85
 Nine O'clock 3 80

Scouring
 Enoch Morgan's Sons
 Sapolio, gross lots 9 50
 Sapolio, half gro. lots 4 85
 Sapolio, single boxes 2 40
 Sapolio, hand 2 40
 Scourine Manufacturing Co
 Scourine, 50 cakes 1 80
 Scourine, 100 cakes 3 50

REYNOLDS FLEXIBLE ASPHALT SLATE SHINGLES



Reynolds Slate Shingles After Five Years Wear



Wood Shingles After Five Years Wear

Beware of Imitations. For Particulars Ask for Sample and Booklet.
 Write us for Agency Proposition. Distributing Agents at
 Saginaw Kalamazoo Toledo Columbus Rochester Boston
 Detroit Lansing Cleveland Cincinnati Buffalo Worcester Jackson
 Battle Creek Dayton Youngstown Syracuse Scranton

H. M. REYNOLDS ASPHALT SHINGLE CO.
 Original Manufacturer, GRAND RAPIDS, MICH.

Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. We will send you samples and tell you all about the system if you are interested enough to ask us.

Tradesman Company Grand Rapids, Michigan

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

First-Class Business Opportunity. For rent, store building, corner lot, country town in rich farming community. Long lease. Low rent. Will bear investigation. Address No. 176, care Tradesman. 176

For Sale—Quantity of second-hand gasoline lighting systems for commercial purposes. All in good shape when removed. Would sell one or all at a bargain. Lansing Fuel & Gas Co., Lansing, Mich. 175

For Sale—Good retail shoe and rubber business. Goods made by Rindge, Kalmbach, Logie & Co., Ltd., Grand Rapids and F. Mayer & Co., Milwaukee, Wis. Owner desires to retire from business. H. Flebing, Muir, Mich. 173

For Sale—At invoice, \$1,200 stock of hardware and groceries in country on railroad. Doing fine business. Wish to sell at once. Address No. 172, care Tradesman. 172

Secret of success in grocery business. Thirty-one years' experience. New plans, formulas, methods. Booklet, 65 pages, 40 chapters. Fifty cents. S. Rupp Grabill, 819 Columbia Ave., Lancaster, Pa. 160

For Sale—A good clean stock of farm implements and a small stock of hardware, lubricating oils, paints and varnishes, and a large stock of farm and garden seeds. Located in a town of about 2,000 inhabitants, fifteen miles north of Grand Rapids, Mich. Very best farming country in Michigan. Will invoice about \$10,000. Reason for selling, poor health. Address Lock Box 96, Sparta, Mich. 157

For Sale—Hardware and implement stock. One of the finest business propositions in the fruit belt. Large territory. Fine building and the best location in town of 1,500 population. Clean up-to-date stock. April cash sales, \$1,640.90. Stock about \$6,000. Must sell on account of other business. Investigate. Address No. 165, care Michigan Tradesman. 165

Bargains in soda fountain and metal goods. Andrews new wire chairs, \$1.18, 30 inch tables, \$2.85, 24 inch tables, \$2.65, 24 inch stools, \$1.26, 26 inch stools, \$1.10. Michigan Store & Office Fixtures Co., 929-931 Ottawa Ave., Grand Rapids, Mich. 154

AUCTIONEER

Stocks of merchandise quickly converted into cash by my special auction sales methods. I obtain highest possible cash prices. Terms reasonable. Sales anywhere in the United States. Bank references. Geo. P. Dykman, Auctioneer, No. 301 Allentown National Bank Bldg., Allentown, Pa.

For Sale—New stock of general merchandise, cleared \$2,500 last year. Chance to make more this year. Good reason for selling. Address No. 151, care Tradesman. 151

A salesman making large and small towns, calling on all lines of trade, over 17 counties out of Grand Rapids, by auto, wants a quick selling specialty that's new and right. L. E. H., care Michigan Tradesman. 156

For Sale—My home at Thornapple Lake, consisting of house, store and fixtures and ice. An ideal place. Miss Eva Houghtalin, Quimby, Mich. 170

For Sale—Good clean stock of staple groceries, manufacturing town of 6,000, Southern Michigan. Invoice about \$1,500 cash. L. R. Wertman, Three Rivers, Mich. 168

I have a good clean, well kept stock of variety goods. Who wants it at three-fourths of inventory? At this price you could move it profitably if present location does not suit. Address Lock Box 351, Kalkaska, Mich. 164

Auction Sale—Stocks of merchandise turned into cash anywhere in the United States and Canada by the Auction Method. Best service guaranteed. For dates and information, address Henry Noring, Auctioneer, Speaks English and German. Cazenovia, Wis. 112

For Sale—One of the finest equipped grocery and meat markets in a city of 12,000 inhabitants, located in Central Michigan in an excellent farming community. Good location and a good trade. A bargain if sold at once. Good reasons for selling. Address X, care Tradesman. 131

Popcorn Crispettes—Stop here. Write me a letter for the story of my success with popcorn crispettes. It's a great reading. The great big pictures illustrating my story are interesting. No matter what you are planning or what advertisements you've answered, get my story anyhow. Unless you can make better than \$500 a month, you'll be mighty glad you sent for it. H. W. Eakins made \$1,500 first month in Louisiana on my proposition. The crispette business is a great thing—a wonderful moneymaker. Now is the best time to start. I tell you how—show you how to get in right. Write me now—just a line. You'll never regret it. Address me personally. W. Z. Long, 67 High St., Springfield, Ohio. 138

Auctioneers—We have been closing out merchandise stocks for years all over this country. If you wish to reduce or close out, write for a date to men who know how. Address Ferry & Caukin, 440 South Dearborn St., Chicago, Ill. 134

For Sale—For cash, Pringle's variety store, Lead, S. D. Good business, clean stock, no stickers. Population 10,000. Center of gold mining region of the wonderful Black Hills. No crop failures. 115

I pay cash for stocks or part stocks of merchandise. Must be cheap. H. Kauffer, Milwaukee, Wis. 92

For Sale—Income business property located on main street in Cadillac, Michigan. 75 foot front, paved, with furniture and storage business if desired. Reason for selling, old age. Terms, cash. For particulars write owner. L. B. 104, Cadillac, Michigan. 60

Creamery For Sale—Located in good farming country, 20 miles from any other creamery. Equipped with latest machinery and in good condition. Address Belt Valley Creamery, Belt, Mont. 41

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

For Sale—One of the freshest stocks of groceries in Michigan and located in the best town in the State. For further particulars address Lock Box 2043, Nashville, Mich. 976

Will pay cash for stock of shoes and rubbers. Address M. J. O., care Tradesman. 221

Safes Opened—W. L. Slocum, safe expert and locksmith. 66 Ottawa street, Grand Rapids, Mich. 104

For Sale—In Central Michigan, clean grocery stock and fixtures, corner location, town of 12,000. A bargain if sold at once. Health, cause of selling. Address No. 382, care Tradesman. 882

Merchandise sale conductors. A. E. Greens Co., 414 Moffat Bldg., Detroit. Advertising furnished free. Write for date, terms, etc. 549

HELP WANTED.

\$25 weekly if can sell White sewing machines. Address State Manager, E. F. Whitnall, Saginaw, Mich. 174

Wanted—Registered pharmacist. Married man between 30 and 40 years old preferred. For down town drug store. State experience; give references, state salary expected for first three months and the year following. This is a good opportunity for a man of ability and good habits. Address Schrouders, Grand Rapids, Mich. 163

Wanted—Clerk for general store. Must be sober and industrious and have some previous experience. References required. Address Store, care Tradesman. 242

Want ads. continued on next page.

Here is a Pointer



Your advertisement, if placed on this page, would be seen and read by eight thousand of the most progressive merchants in Michigan, Ohio and Indiana. We have testimonial letters from thousands of people who have bought, sold, or exchanged properties as the direct result of advertising in this paper.

Michigan Tradesman

Office Stationery
 LETTER, NOTE AND BILL HEADS
 STATEMENTS, ENVELOPES, COUNTER BILLS.
TRADESMAN COMPANY
 GRAND RAPIDS

A MILLION DOLLARS.

How Chicago Man Acquired Wealth and Prominence.

When you get right down to brass tacks perhaps the most common and certainly the easiest way to secure a million dollars is to inherit that much money.

But that does not interest the young man who is just starting out in life with perhaps the accumulation of a million dollars as his goal post. It is possible to acquire much money by beginning at the bottom without any capital, but most of our modern millionaires had a fairly good share of this world's goods when they started on the business careers which have since made them extremely wealthy.

I believe there are not more than four great fields which present opportunities for acquiring immense wealth. They are manufacturing, mining, transportation and commerce. Naturally it requires considerable capital to engage in any of these, but if a young man has the ability and other qualifications for achieving success he will eventually be in a position to take advantage of such an opportunity.

The old saying that "lawyers work hard, live well and die poor" is true with few exceptions. If a lawyer is very successful from a financial standpoint he has become so by combining his talents with business enterprises.

Success Means Hard Work.

To succeed at a profession to-day means harder work and greater effort than ever before. The man who is not considerably above the average—in fact, the man who is not near the top—will soon be unable to earn even a modest living by the practice of his profession.

We have almost 6,000 lawyers in Chicago alone—nearly as many as there are in the entire German empire and about as many as there are in Great Britain and Ireland combined. There is not a great deal of difference between the number of lawyers and saloons. The Harkin ordinance attempts to limit the saloons according to population, but the successive attempts to increase the requirements for admission to the bar and thereby also to lessen the number of lawyers, have not been successful.

If we ever adopt a rational system of compensation for personal injuries resulting from the operation of transportation companies, factories, etc., the result will be disastrous to a large number of lawyers. I have been told by some of the common law judges that the greater part of their time is occupied by the trial of these cases.

Same in Other Professions.

I don't know as much about conditions affecting other professions, but I take it that they are about the same, if not worse, than in law. There is this difference, however. I am informed that it is easier to be admitted to the practice of medicine than it is to the bar. If, however, a young man has had the opportunity

for a splendid preparation and looks upon law as a profession and not as a business, and if he has a truly legal mind, coupled with a lofty conception of the duties of law to his client, he need not despair.

The crowding of professional men in the large cities is the worst mistake that could be made. It is true that the large cities offer the best opportunities for the so-called "top notchers," but the man of merely average ability has an infinitely better chance to succeed in the smaller towns.

The advice of Horace Greeley, "Go West, young man," still holds good. The great Western States are yet to be fully developed, and the problems of irrigation, conservation of natural resources, and the like, offer opportunities which do not exist in the large centers. Again, there is a better chance in the Western country and in the thinly settled states for high minded and energetic men to succeed politically or in business enterprises, because they can follow up such opportunities in connection with the practice of their professions.

Combine Business and Profession.

In the large cities, however, the combination of business and professional work is not advisable, because there the old saying still holds good, that "the law is a jealous mistress." As a rule, the average man who departs in the least from the pursuit of his professional work makes a failure both in business and his profession. In smaller communities and in the Western States there are better opportunities for combining business with the professions.

I believe the American millionaire of to-day is an ideal person for the young man who is just starting out in business to pattern after. Contrary to the general opinion, I think the ultra wealthy men of the United States are more to be sympathized with than abused. Most of them are following out what Andrew Carnegie once said, which was in effect that "they are simply holding their immense properties in trust for the use of the public." That has since been proved true in many ways. One of the best illustrations is furnished by the magnificent donations made by the late Marshall Field, Andrew Carnegie and others. Thus, in the shape of public buildings and educational institutions, the public is getting back quite a share of what these men took away.

Ideal Millionaires.

We also find among such financiers as J. Pierpont Morgan a tendency to advance the ideal side of life, as is evidenced by the magnificent art collections he is bringing to this country. Another ideal millionaire is Charles L. Hutchinson, who has done much in fostering the cause of art.

I think one of the greatest criticisms regarding the donations made by millionaires, is that they are devoted too much to the cause of education. It is easy to get an education in this country, but it is hard to get hospital care. When a poor devil is down and out and sick then is when he needs help the most, and if

more donations were made for the benefit of hospitals I believe they would do more good than if all the money were devoted to the development of educational institutions.

After carefully considering the subject from every viewpoint I would advise the young man of average ability to engage in some mercantile business rather than to take up a profession in order to make a million dollars. Harry Rubens.

Women Suffragists Support King Gambrinus.

One of the reasons given for the adoption of woman suffrage is that it will result in the extinction of the saloon and end the reign of King Gambrinus and John Barleycorn. This expectation will probably not be entirely realized, judging by the following telegram from Pasadena, California, where the matter was recently tried out in a practical manner:

Women voters prevented this city from going "dry," according to final returns on the election. They flocked to the polls and cast most of their strength for the granting of hotel and restaurant licenses henceforth. The reason for their activity was the report that if the city went "dry" Adolphus Busch, millionaire and brewer, would close his famous sunken gardens and move his winter home to Santa Monica.

Confirmation of this contemplated action by Mr. Busch was given by Otto Mathie, the brewer's local secretary.

"I did not make known Mr. Busch's intention because of the probable effect on the campaign," said Mr. Mathie. "We wanted to be fair, and did not wish to appear as trying to influence the election. But Mr. Busch felt that if the Prohibitionists won and he was deprived of the right to entertain his friends in his own way he would not care to consider Pasadena longer as one of his residence places. His grounds would have been closed to the public immediately, although Mr. Busch loves Pasadena, and his greatest pride is in the sunken gardens.

"Ten days ago I first received word of Mr. Busch's decision regarding the election. Since then I have received several letters and telegrams, the final one telling me to close the gardens the day following the election in event the decision should be 'dry.'

"Mr. Busch expends \$65,000 a year in keeping his gardens, and in return for this is well repaid for the gratitude shown by visitors. The election meant nothing to him financially. I was instructed by wire that Santa Monica probably would be chosen if he decided to move his home from Pasadena.

"I am glad the vote indicates the election has gone 'wet,' and I know Mr. Busch will be delighted to know he may continue his Pasadena home and dispense hospitality."

Fair Demand For Seed and Red Kidney Beans.

The demand for beans in all lines is very quiet, although red kidney beans have been doing better the past

week or two and are up nearer the level than other varieties. There seems to be a fair demand for seed beans and from present indications I believe white beans will pay the farmer better than red kidney beans next year, as the acreage in red kidney beans will be large and good seed beans are scarce. I would suggest the planting of white beans in place of red kidney beans for best results.

The green vegetables from Southern markets curtail the consumption of beans, particularly now with the ruling high prices.

There are a few future beans being offered around \$2.15 f. o. b. Michigan for choice hand-picked pea beans, including bags in carlots, but the demand for them is exceedingly light. Buyers are not willing to pay the price for them now.

E. L. Wellman.

The first rule an employe should learn is loyalty to his employer. The employe who talks about his employer behind his back or attempts to prejudice other employes against him not only writes himself down as a sneak and a craven, but necessarily acquires the dislike and disgust of every employe who believes in fair play. A person addicted to such pernicious and perfidious practices not only fails to advance in a business way, but soon becomes an object of contempt and detestation among decent people generally. There is no place in this world for the man who stabs in the back except in the ranks of the Mafia and the Black Hand, where cowards and sneaks find hearty welcome and constant employment for their underhanded methods and poisoned weapons.

A member of Congress from Nebraska has introduced a bill providing that the United States Government shall appropriate \$100,000 for the erection of buildings on the grounds of each state which has an annual agricultural fair. It is proposed that in this building the United States Department of Agriculture should make some sort of an exhibit. No one would object to it very much, but it is really laughable to see the zeal manifested in its behalf by all the newspapers published in cities near state fair grounds. The idea of seeing the expenditure of \$100,000 of Federal money so near at hand has a very exciting influence. They are literally jumping up and down in expectant ecstasy.

The Grand Rapids Dry Goods Co. began moving to its new location last Friday and began filling orders therefrom this forenoon. The work was undertaken with such excellent system that the stock is already in a settled condition and, although there will be some annoying delay, Manager Holden expects to have everything moving smoothly before the end of the week.

Life is a queer proposition. When we were children we could hardly wait to become grown up. What wouldn't we give now for the freedom and pleasures of childhood?

Our Guaranty of Fullest Value

IS

Our Firm Name on Every
Package of
Coffee We Send Out

By a safe estimate 1,250,000 people know that that guaranty of ours is a dependable and trustworthy warrant; and by that same token, YOU can easily understand THE POSITIVE ADVANTAGE OUR COFFEES may prove to any dealer wishing to "DELIVER THE GOODS." Then, too, such a dealer takes no risk—assumes no responsibility. "WE DO THE REST."

Dwinell-Wright Company
BOSTON CHICAGO

"Where does the best coffee
come from?"

It comes from a red carton
bearing the words



Judson Grocer Co.
Grand Rapids, Mich.

Boston Breakfast Blend

Consumers are Wedded to the

Hart Brand Canned Foods

Because Quality is Always Notable

All products packed at our five plants in West Michigan, in the finest fruit and vegetable belts in the Union, are grown on our own lands adjacent to the various plants; packed fresh from the fields and orchards, under best sanitary conditions, insuring exquisite flavor, fine texture, natural color. Every can is well filled.

The HART BRANDS Satisfy Consumers
They Are Trade Winners and Trade Holders

Vegetables:—Peas, Corn, Succotash, Stringless Beans, Pork and Beans, Pumpkin, Red Kidney Beans, Tomatoes, Spinach, Beets.

Fruits:—Cherries, Strawberries, Red Raspberries, Black Raspberries, Plums, Pears, Peaches.

W. R. ROACH & CO., HART, MICH.



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