

THE LAZY DAY


Well, this has been a splendid and a very perfect day;
I took my work and worries and I threw them all away—
I took the work I ought to do and looked it in the eye
And said: "You get a holiday, old task of mine, goodbye.
I hope you have a pleasant time wherever you may roam.
Now, don't get lost, but just the same you needn't hurry home."

My work stood begging at my side, my elbow Duty nudged,
But with a stern and haughty heart I never even budged.
I stretched myself upon my back within the hammock here
And swung and swung and let my soul get bubbling full of cheer.
My work went galley-west, I guess—I know it isn't done—
But, friend, to have a Lazy Day is certainly some fun.

And all the things I worry for and of—the pesky things!
I gave them all to understand they might as well take wings.
I'd worried over them in a most faithful, earnest way,
But worry hasn't any place in any lazy day.
Some little worries fretted up and sighed: "What can you do?"
I blew them all to smithereens with one intense "Pooh! Pooh!"

So here I am, with work undone, unworried worries, too,
And still the grass is nice and green, the sky is nice and blue,
The world is rolling right along, no doubt the stars will gleam—
I guess I'll linger here a while and muse and doze and dream.
My friend, when Work is fighting you and Worry wants to stay
Just throw the whole thing to one side and have a Lazy Day.

Wilbur D. Nesbit.

The successful grocer makes it a point to please his customers. Have you ever noticed that all of them sell FLEISCHMANN'S YEAST? They wouldn't do it unless it pleased their customers. They also consider the profit, which makes it worth their while. 

WHEN YOU SEE

THE  GOOD
SIGN OF CANDY.

"DOUBLE A"

Remember it came from

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



FRANKLIN CARTON SUGAR THE SALES VALUE OF THE FRANKLIN CARTON

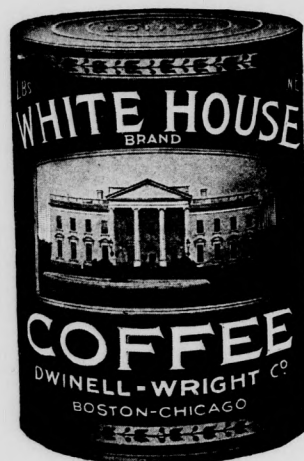
Paper bags filled with sugar have no sales value; you might as well have cans of peaches without labels. You wouldn't think of filling your shelves with peaches in plain, unlabeled tin cans. No. Not as long as you can have those cans put up with beautiful lithographed labels showing the fruit in its natural colors. Don't go to the trouble of putting sugar in paper bags, losing time, cost of bags, cost of twine, and over-weight, when you can buy FRANKLIN SUGAR in CARTONS, ready to sell, nothing to do but hand it out to customers.

You can buy FRANKLIN CARTON SUGAR in the original containers of 24, 48, 60 and 120 lbs.

THE FRANKLIN SUGAR REFINING CO.
PHILADELPHIA

"Your customers know FRANKLIN CARTON SUGAR
is CLEAN sugar."

It's a Good Time About Now—



for the grocer who has not taken "White House" Coffee seriously—to awaken to the FACT that, solely on account of its splendid reliability and high character, it is a household word ALL OVER THE UNITED STATES.

A coffee that can attain ITS present popularity on the strength of its own merit **MUST** be a mighty good coffee for ANY grocer to handle.

Distributed at Wholesale by

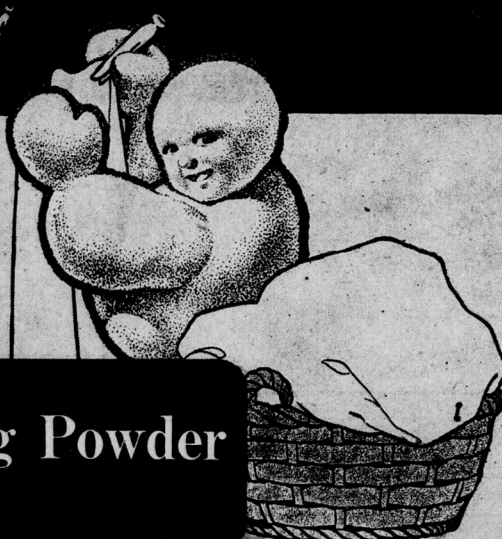
Judson Grocer Company
Grand Rapids, Mich.

next time

**Don't forget to include
a box in your next order**

Lautz **Snow Boy** Washing Powder

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



MICHIGAN TRADESMAN

Thirty-First Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 3, 1913

Number 1563

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THE WOMAN IN BLACK.

Society has millions to spend in drink and vicious living, in the dance and eating-places of Broadway and other streets of our great cities, but so far as the pitiful, shrinking, sorrowing widow, with her children looking into her anxious, wondering eyes is concerned, the spirit of chivalry seems to be more or less dormant. So far as society generally, with its automobile parties, its tango dances, and other revelries, practically cares, she may work herself to the bone, early and late, at home and in the factory; she and her children may go without suitable food and clothing, they may go entirely to the bad through lack of a mother's watchful care.

Under our present inadequate system of charity, many must go down and down practically without care. We want, and we should have, a system that will guarantee the proper relief of the good mother, who is a widow, and has young, dependent children; which will see that the public which does not give voluntarily and spontaneously to this cause, while it selfishly or unthinkingly wastes its means in every known form of extravagance, is compelled by law to do its duty in this cause—a cause of the most supreme importance in the whole field of charity.

First of all the women must have a clear conception of their own responsibility, and precautions must be taken not to waste the public money on the shiftless and the vicious. There must be safeguards against desertions by heads of families, idleness, and dissipation, which a lax system would be certain to foster. Nor would any system be dependable, if it were predicated substantially on co-operation by private benevolence, which can work along independent lines to much greater advantage.

The connection between these two

great evils of our civilization, congestion of population and drink, and this sombre figure in black, with her dependent children, is too direct for society at large to attempt to shift its burden to a few casual shoulders.

There will always be in this and other countries many cases that a just and equitable system of compulsory insurance can never reach. For this reason it is probable that we must always have a suitable system for the relief of the poor in their homes. In other words, both the greater and the lesser things are necessary. Public relief in the home is a proper function of government. The inadequate support of widows, coupled with excessive and unreasonable demands upon their strength, causes them to break down, and their children are committed to institutions where the public has to pay the bill. If the children are neglected because the mother has to go out to work, they all too frequently find their way into the institutions for the delinquent, where, again, the public has to pay the cost.

HAMPERING THE WHEELS.

The Bulgarians were a race subject until lately to the rule of the Sultan, experiencing all that such subjection entailed. But their spirit was in constant insurrection, unruly, unconquerable, merciless, and now at last they have received their freedom. The characteristics established by centuries of massacring and being massacred cannot be obliterated in a few decades, and the Christianity that they profess is more akin to the Mosiac law; for even sterner than the claim of an eye for an eye and a tooth for a tooth was the demand for a life from any of their oppressors for whom was left no city of refuge to which he could flee. It may be many years before the Golden Rule will have replaced the Lex Talionis that has hitherto had sway in the passes and valleys of the much-troubled Balkans; but its era will assuredly come, and life and property then will know a security undreamed of now.

Let us look back into the centuries when the Moslem was omnipotent in war and supreme in science, literature, and all the arts, what time the present mighty empires of Europe were seething in semi-savagery. Then followed the Crusades in successive waves, whose warriors returning West brought with them what was of far greater value than empty victories the seeds of a wider knowledge than they had ever heard of, that falling on fertile soil have brought forth their hundred fold. Meanwhile, what has happened to the land which gave birth to all this culture and was feared then for its military prowess? It is now

"the sick man of Europe," "and none so poor to do him reverence." It remains on sufferance on the outskirts of a Continent that once trembled at its name—cankered by fatalism, that has been a soporific to its fanaticism. The teachings of history are plain. A Christian nation, however wanting in the nobler practices of its religion, must rise in the course of years continuously to a higher level; while the race that is dominated by the doctrines of fatalism will inevitably forego all progress and become a byword and reproach among all people. We may pity the downfall of this brave race, but can scarcely regret it, for it is hampering the wheels of advancing civilization.

THE WOMAN QUESTION.

The announcement that the militant leader in England is about to transfer her affections and her practices to her American sisters will be received with regret by the majority of American women. Those who are striving for the ballot know that throwing stones and starving one's self are only stumbling blocks in the road to success. Riot laws are not fitting feminine attributes.

Harriet Martineau said that "Whatever a woman proves herself able to do, society will be thankful to see her do, just as if she were a man." The truth of this has been verified many times, and now there are few occupations in which she has not proved her ability and her real worth. The ballot is coming slowly. Yet in many instances she is not ready for it. When the ballot was given to the freed negroes, thousands of them were a prey to the greed of the politician. No thinking woman wants the emancipation of her sex at such a price. It is well that the new order of things is coming slowly, giving women a chance to become familiar with the laws of political economy and sociology, and thus enabling them to fitly exercise the powers that come to them.

The manufacture of pianos and organs has had an uninterrupted development since 1869, when products to the value of nearly \$12,000,000 were reported. In 1909 the value of products was more than seven times as great. The largest increases are shown in the decade from 1899 to 1909, when the number of persons engaged in the industry increased 80.4 per cent. and the value of products 118.9 per cent. There has been a steady increase in the number and value of both upright and grand pianos manufactured since 1899 and of the total number of pianos imported in 1909 by the census bureau, 997.7 per cent. were upright. Upright pianos show

the greater percentage of increase in value. New York and Illinois were two of the principal states in the manufacture of upright pianos at each of the three last censuses, and the number reported in 1909 formed 67 per cent. of the total for the United States. In the manufacture of grand pianos. New York and Massachusetts were the two most important states reporting in 1909 over 78 per cent. of the total number. Of the total number of upright pianos manufactured 9.4 per cent. were for or with player attachments.

Statistics from the Census Bureau relative to the fur-felt hat industry show that there was a decrease in the production of hat bodies from 1899 to 1904, but from 1904 to 1909 there was a great increase. The industry in the United States is confined principally to a few states, the five states of Pennsylvania, Connecticut, New York, New Jersey and Massachusetts having 231 establishments, or 846 per cent. of the total. The value of products in these five states amounted to 96.5 per cent. of the total. In 1909 there were 27,091 people engaged in the industry, of whom 92.5 per cent. were wage earners.

Brazil used to be known as the country from which most of the rubber came, but recent consular reports show that Brazil no longer holds a predominant position as producer. Plantation rubber from the Orient is now produced at 30 cents a pound, as against 72 cents for Brazil rubber. The Amazon valley is famous for its wild rubber, but this year other countries will for the first time produce a greater quantity of the plantation rubber than wild rubber from the Amazon valley.

Some reformers are so unselfish they never think of reforming themselves until they have corrected the faults of everyone else they know.

The meek shall inherit the earth, but the hustler will have the estate before the legatee can probate the will.

Some people have their eyes so constantly fixed upon the future they neglect the present.

Have confidence in yourself. The train of success is never pulled by the engine of doubt.

Many vigorous men waste a lot of perfectly good energy in making fools of themselves.

The Hill of Difficulty is hard to climb, but it's easy going down the other side.

ERA OF TOO MUCH LAW.

Ethical Ideals of Business Man Misunderstood and Suspected.

Human history and creations of the human mind are inevitably susceptible to crises, but as a rule, discontent has always been the seed of progress and a crisis the signal for its fruition. The wise business man who can recognize it as a moment of opportunity is bound to lead in the march of progress; to repine is to wither and die.

There isn't much doubt that business, big and little alike and especially the grocery business, has come face to face with a crisis. The long period of discontent on the part of the consuming public has attained its natural consummation. Smarting under long and undeniable oppression of trusts and monopolies the people revolted years ago and, realizing their control of the law makers and law interpreters, have been ever since making the most of their opportunity, while business men—too busy to take any interest in "politics"—have left theorists, economists and Socialistic reformers in full possession of the field. It is not surprising that the awakening has been rude or that business interests are to-day stunned at the recently disclosed menace of Government interference and confiscatory laws, which challenge the very right of property to protect itself or to participate in the quest of wealth.

But it need not be a time for desperation, nor even for pessimism. Rather it is a time for business men to rise to the occasion and, instead of antagonizing public sentiment, take a hand—somewhat belated it is true, but not too late—in educating it and recovering lost ground in the fundamental American sense of fair play. If the business man's position is right, the truth about it, spread everywhere, where men and women can hear and read, will be its best defense and champion. If there has been ignorance in the public mind on mercantile subjects, no one is more to blame for it than the business man himself.

The Sentimental Pendulum.

The law of the pendulum is as inflexible and exacting as any law can be—natural or man-made. The rules of oscillation, in their relation to the unyielding force of gravity, produce known results which may be calculated with exactness sufficient for the most delicate product of the horologist. When the pendulum has swung to the point where momentum and gravity attain an equality of force, it must swing back again and pursue its course until the same conjunction of antagonistic natural laws occurs again.

The pendulum of public sentiment is to all intents and purposes equally certain and infallible, though perhaps less exact in its gradations. The trouble with its practical application lies in the fact that natural law is prevented from exercising its function when human emotions play their part in the process. Until a natural drift of uninformed and misinformed arouses and draws against itself

enough resistance of intelligence to overcome that drift, it will not change and the pendulum will proceed unchecked, for no device of man has yet been able to deny the fundamental operation of this law.

The Cause of Bad Laws.

It has been said that that country is governed best which is governed least. Wholesale motives of conduct, based on right relations and rational ideals need no law. Law is an evidence of discontent and the need for remedial treatment, that is, human law.

It has been said with equal truth, though perhaps with less evident logic, that the people get just as good government as they want. Though this may not be instantly agreed to—especially at a time like the present, when we don't all agree on who are "the people"—it is doubtless as incisive a way as any of putting the blame where it belongs, for bad laws and obnoxious public sentiment and of saying that when laws and public sentiment are sufficiently wrong, the clear duty of those who chafe under them is to rouse themselves and bring about a change.

The swing of the pendulum of governmental interference with legitimate business, under the impetus it has received from an uninstructed public sentiment, chiefly impelled by a spirit of revenge for long tolerated public wrongs at the hands of grasping monopolists, has gone just about as far as legitimate business men will tolerate it. The momentum of popular retaliation, ignorance, inexperience, theory and the Socialistic spirit of confiscation is just now cutting pretty sharply against the lines of force of commercialism and the righteous self-preservation spirit of the mercantile fundamentals. It is nothing to be scared about, but rather a time for business men to discern the signs of the times and the necessity for intelligent activity. It is the same situation that has faced humanity hundreds of times, only transplanted in a new place. In the great scheme of human evolution, it is a time of opportunity. Will business men rise to the occasion?

The Growth of Sentiment.

In facing the situation it is quite essential to understand the operation of the law of cause and effect in the premises. Men do not deny that at the time the Sherman law was enacted there was crying need for it. Colossal business acumen, plus special privilege, had brought about the "trust" as a mercantile force, and it was growing at a pace which threatened to engulf every small competitor. Waxing strong and powerful on distorted tenets of business morality, it was a genuine menace, however legally might have been its status. The public saw that its only hope lay in the preservation and encouragement of competition, and the Sherman law became the instrument to that end.

Like all reforms, its early application was inevitably radical, and encouraged by its effectiveness the public has pursued its advantage until it has as completely forgotten the rights and fundamentals of legitimate busi-

ness as the trust did. Its command of the lawmakers has been tyrannical, judged by the business man, and in some of the laws "for the protection of the consumer" the public has become quite as merciless as ever any monopoly; all of which emphasizes anew that we are all built of the same clay, under substantially similar conditions. In its elation the public appears to have applied the same remedy for a mild case of mercantile indigestion that it would for an extreme attack of commercial leprosy. In fact, it has developed a few imaginary internal ills and dosed them all with the same nostrum. In its exhilaration of supposed triumph it has mistaken essentials of business prudence for monopolistic abuse, and in crushing extortion it has assailed the legitimacy of rational profits and righteous business prosperity.

Unfortunately "the rain falls on the just and the unjust" and laws against the guilty force many an innocent man to suffer. The "law of reason" has necessarily been read into the Sherman law and doubtless many another equitable and fundamental principle must also be interjected before it can be made to discriminate between "agreements" that are desirable and those which are not—"co-operative competition" and "cut-throat competition"—the rights of mercantile economy and that logic which sacrifices every consideration for the benefit of the consumer.

Two Ideals of Restraint.

Probably the Sherman law was never intended to do half the things it threatens to, but it is a peculiarity of law that what it "intends to do" and what it actually "does" are often very different things. The men who enact laws may have motives and intentions of their own, but the justices of the Supreme Court interpret them with logic of very different caliber.

Sad as this may be and disastrous to certain seemingly innocent and desirable mercantile interests and principles as it threatens to become, it is a happy commentary on business men of this country that few of them are asking for its repeal or would desire it. The representative business men have no desire to become monopolists by the instrumentality of brutal measures of competition and oppression or to sponge profits out of the public by exorbitant profits which are protected by illegal conspiracy. If the exercise of fair competition, in conjunction with superior business judgment or a superior piece of merchandise, will give them commanding position, they do feel that the law ought not to step in and penalize them so long as they have been guilty of no immoral methods.

Business men as a rule want fair play and, what is more, a right to enforce it. If the latter amounts to "restraint of trade," they believe that it is a form of restraint which was never intended to be suppressed by the Sherman or any other law. They contend that the technicality of the law is being used to-day to accomplish and protect the very things it was enacted to prevent. They feel

that it was intended to protect the small merchant in a fair competitive chance; instead of which, recent interpretations has made it a means to prevent merchants from suppressing favoritism and unfair and unprofitable competition.

If these tenets of the business man's case are just—and few who really grasp them deny they are—it would seem as though the great American public, with well-established friendliness for fair play, can be trusted to make a just decision if once given the facts.

A Time of Optimism.

As for pessimism, it is the last thought that ought to occur to a business man with right motives. It may be discouraging for the time to have popular misconception and hatred and avarice in command of a situation, but that does not mean that enlightenment may not work a complete change. As a matter of fact, there has probably never been a time in the grocery trade when conditions were brighter so far as mercantile morality and honesty of purpose were involved. Ask any grocer who keeps pace with the evolutionary trend of the times. The recent sessions of representative associations at St. Louis, Atlantic City and Mobile were occasions of tremendous uplift for right-thinking men.

There never was a time when the people of America had so much, so varied and so good food available for their needs or fancy at reasonable prices. There never were so many honest labels or so many men trying to pack honest products in a way which the consumer could trust. There never was so acute and appreciative a time in the memory of grocers when competitors maintained so lofty a sense of responsibility toward one another; responsibility to deal fairly, to eschew crooked practices, to regard one another with respect and to divide business matters from personalities. Never so acutely as now have manufacturers, wholesalers and retailers been more mindful of the legitimate rights of each other or more jealous to preserve fairness or competition. True, it may be said that these happy circumstances are imperfect and incomplete, but the fact that they are so firmly entrenched in the practical, ethical ideals of men, whereas they were once mere theories, is immensely encouraging.

In fact, the very things which are closest to the hearts of grocery factors are in harmony with the spirit of the Sherman law. The progressive ideas on quantity, price, free deals, overstocking the trade, selling irregular buyers, protecting prices and scores of other great issues are all designed for the purpose of promoting equality of opportunity among large and small buyers alike; to assist the most widespread distribution on as profitable a basis as possible, rather than to permit conditions which will result in the preferment and ultimate control of the bulk of trade by a few.

Publicity Needed.

The whole trouble appears to be that these considerations are not un-

derstood among the people at large; if they were, there would be less criticism of the grocer and less accusation against him as the cause of the high cost of living. Among men familiar with distributive processes and costs there is little cry about the need for the "elimination of the middleman" as an economical distribution. In fact, such men realize that, however paradoxical it may appear to the uninformed, some middlemen are truly economical and add tremendously to efficiency and certainty of distribution.

There is no use denying that distribution costs a great deal—possibly too much—but these are complex times in our great communities of consumers. There is no doubt that wealth is unhappily distributed and that millions of people are too poor, while thousands are too rich. But, on the other hand, there is no doubt that the people of all classes live better than ever before or that average standards are far above those which prevailed when the purchasing power of the dollar was greater. There is no questioning the superiority of the average home to-day over that of yesterday. But it all costs money and it all breeds discontent as our ideals advance, when the luxuries and comforts on one side are contrasted with the cost on the other.

The opportunity of the hour for the grocery trade is to fling wide the doors, call in the public and the reformer, play the cards on the table, show the righteousness of the grocer and his work and the injustice and

error in the current trend of law making and interpretation. What the public needs is information and more of the truth. Give the people real learning and they will not go astray. So long as they are discontented, misinformed, the prey to reformers and self-seeking politicians, reckless in expenditure, victims of theorists, avarice, laws fatal to sound business sense are inevitable.

And business men are waking up to the situation. The association movement and its accomplishments are hopeful signs. The consolidation of associations for mutual effort along the line of rational and uniform law in State and Nation is hopeful. The unity which is fast coming between Government and State authorities in the movement for better food and more economical is encouraging. All the business man needs to-day is to be better understood, and such movements as the recent formation of the "Fair Competition League" are significant of the future.

First He'd Heard of It.

Harry returned to Sunday-school, after a long absence, on the day on which tickets for the annual picnic were distributed. He trembled in his seat when the teacher began a quiz on the lesson of the previous Sunday. Finally his turn came.

"Harry, who slew Goliath with a pebble?"

"Honest, teacher," said Harry. "I don't know; I didn't even know he was dead."

Maintain a Credit Rating Bureau.

In many cities there are regular credit and collection organizations which can handle these matters better than the merchants can themselves, but in towns where such adjuncts exist, retail associations which have been inclined to allow their credit rating bureaus to fall into disuse should get into line with the movement now so prominent all over the country, to make this portion of association activity more useful than ever. In very many instances, it is the storekeeper's own fault when he finds he has allowed customers to run up accounts on his books which they will not pay. Obviously it is impossible to be so thorough in this department that there will never be a dead-beat creep into the ranks among honest people, but there is no question but that the number of those who dishonor their credit may be reduced to a point, where the merchant's losses will be very much less than they are under a loosely conducted system. Wholesalers who are organized, and various associations of credit men, are giving much attention to the work of aiding the retailer in this matter. Whatever insures prompt payment to the retail merchant for the goods he has sold to his customers makes possible his prompt settlement with the people from whom he buys. It is, therefore, for the interest of all concerned, that there be harmony of action, and that the retailer consult the more experienced credit men of larger establishments in order that he may obtain

from them, all the ideas which their greater and more extensive experience has brought to them. They are only too glad at any time to give this assistance, and some of these associations are publishing leaflets for the benefit of retailers. But the latter help themselves very much by making of the credit bureaus of their own associations, the first aid in this particular which they are designed to be, and would be if they were not neglected.

The Credit Man's Problem.

The following letter was received recently by a member of the National Association of Credit Men:

"dear Sirs
"I got your letter askin for a Lis of my Assets and Liabilities. now i tole you wen i sent that order that i was keeping a resterrant an not a Genrul Store and i dont keep sic things as Assets and Liabilities on hand and besides if i did it aint non of your bizness how manie have i got no how. they was a feller nozin around here yesterday who said as how his name R g Dun & company and he asted me how much money did i have and i kicked him clear inter the middle of next sunday. I tel you wot I wont have no meddlin in my bizness i am as good as any man and bettern some if you done want to sel me them goods go to the dickens please answer by next male."

Few persons are as mean as the milkman who skimmed the cream on the top and then, turning it over, skimmed it on the bottom.

"Dandelion Brand" Means Mighty Big Profits For You

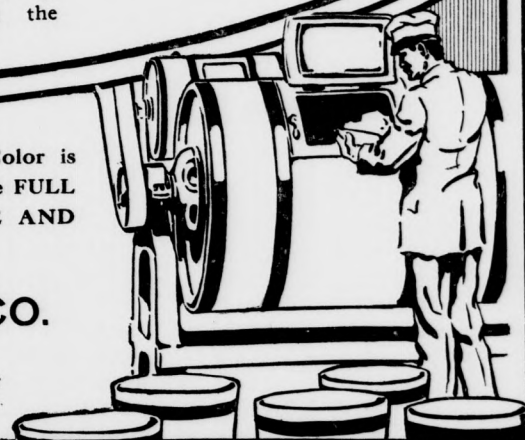
When over 90 per cent. of butter makers use this famous butter color you can't afford not to stock it.

Make your profits both LARGE and SURE by handling the brand asked for by practically all the butter makers the world over.

We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS, STATE AND NATIONAL.

WELLS & RICHARDSON CO.
BURLINGTON, VERMONT

Manufacturers of Dandelion Brand Butter Color



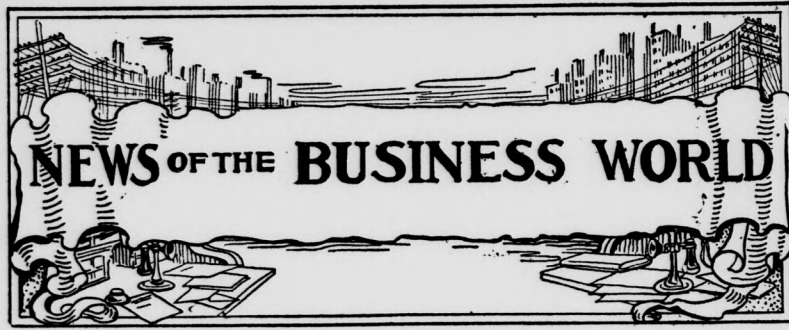
Dandelion Brand



Butter Color

The color with

the Golden shade



Movements of Merchants.

Milford—Gippen & Son succeed Lee & Kinney in the hardware business.

Elberta—Adrian Johnson is succeeded in general trade by A. Johnson & Co.

Saginaw—C. H. Guider has opened a jewelry store at 114 North Michigan avenue.

Three Rivers—V. Rahn & Son succeed Appeldoorn Sons' Co. in the shoe business.

Lake City—L. Cillaway has sold his jewelry stock to J. F. Rathbun who will continue the business.

Kent City—Samuel Wilson & Sons, recently of Fennville, succeed Joseph M. Burpee in general trade here.

Jackson—Frankel Bros. have opened a woman's tailoring and furnishing goods store in the Carter building.

Detroit—Henry Doensch, wholesale confectioner at 131 Jefferson avenue sustained a \$10,000 fire loss Aug. 29.

Cadillac—G. L. Hall has purchased the plant of the Wexford County Cream Co. at mortgage sale and will continue the business.

Mendon—G. C. Lawrence has purchased the interest of his partner, W. C. Huff, in the Auto Cafe and will continue the business under the same style.

Sparta—M. Gazella, recently of Lowell, has leased the Frank Drees store building and will occupy it with a stock of confectionery and cigars Sept. 15.

Detroit—The Corbett Tailoring Co. has engaged in business with an authorized capital stock of \$2,500, of which \$1,500 has been subscribed and \$1,000 paid in in cash.

Jackson—Miss Mary O'Connor, Miss Nellie Farrell and Mrs. Gertrude Aylward have formed a copartnership and will open millinery parlors in the Camp building. Sept. 10.

Jackson—Drake Bros. have sold their stock of cigars and confectionery to H. A. Vandercook who will continue the business at the corner of Main and Milwaukee streets.

Burr Oak—N. H. Garter has sold his stock of clothing and men's furnishing goods to A. A. Bonner, recently of Colon, who will continue the business at the same location.

St. Joseph—The T. H. McAllister Co. has engaged in the general mercantile business with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Perry—Grant Hosmer has resigned from H. Starks & Co. to take the position of buyer for W. O. Calkins at his Bankcroft elevator, and W. J.

Hough, a member of the firm, takes his place here, with Lumin Rothney as assistant. Mr. Rothney who was engineer at the Perry Glove and Mitten factory will be succeeded there by Walter Shaw.

Central Lake—W. V. T. Swasey, who has conducted a hardware store here for the past thirteen years, has sold his stock to C. E. Walker, recently of Bear Lake, who will continue the business.

Sodus—H. C. Bookwalter has sold his interest in the James Bookwalter & Son stock of agricultural implements to his brother, Charles Bookwalter, recently of Chicago, and the business will be continued under the same style.

Three Rivers—Tom McAllister & Co., dealer in dry goods, etc., has merged its business into a stock company under the style of Wm. M. McAllister Co., with an authorized capital stock of \$8,000, all of which has been subscribed and paid in in cash.

Kalamazoo—Notice has been filed with the United States District Court at Grand Rapids announcing the bankruptcy of the F. W. Hinrichs Jewelry Co., of this city. The total assets of the company amount to \$47,900. Loans made by banks of this city aggregate nearly \$50,000.

Albion—W. J. Morse has sold his interest in the clothing stock of Morse & Hahn to Bernard Hahn and the business will be continued under the style of Hahn Bros. Mr. Morse will devote his entire attention to managing the business of the Morse Vending Machine Co., of which he is President.

Bellevue—Richard Elwood, grocer, has failed. The liabilities are stated to be in the neighborhood of \$1,800. The assets are about \$1,500, including bills receivable, which amount to nearly \$700. A. B. Hoyt has been appointed custodian of the stock. A meeting of creditors will be held at Grand Rapids, Sept. 15.

Hastings—Frank B. Livermore, the shoemaker who recently pleaded guilty of embezzlement, was sentenced to Ionia prison from one to five years. Shortly after a fire in the Burton block, Livermore's business place, he confessed of having taken \$80 worth of shoes he claimed were stolen during the fire. State Fire Marshall Robinson found the fire was of incendiary origin.

Belding—A. H. Charles, recently a shoe dealer of this city, now of Howard City, was arrested and appeared before Justice A. Spencer a few days ago, charged with making false pretenses in the sale of his shoe stock,

to T. William Peck. The stock was purchased with the guarantee that no claims were standing against the stock. Since the sale, however, about \$400 in claims appeared against the stock. Defendant was released on \$400 bond.

Ionia—The killing plant of the Ionia Poultry Co. will be removed to Detroit. T. I. Sowers, the local manager of the business, will remove to Detroit. He will be succeeded by his brother, William Sowers. The buying of poultry for shipment to Detroit alive, and of a general egg business will be continued here, the local end of the business last year aggregating \$80,000.

Ludington—Hans Hansen, a young Norwegian machinist, has confessed to having broken into the Lude clothing store and stolen \$150 worth of clothing, and also to having stolen money and two watches from a saloon. He was apprehended when trying to sell some of the clothing. Officers found all of the stolen articles. Hansen has lived in Ludington a year and is unmarried.

Pontiac—A. P. Lincoln, formerly with the Michigan Drug Co. of Detroit, has purchased the interest of Charles M. Smith in the Smith & Leisenring drug stores here and will take charge of his part of the business at once. Mr. Lincoln is moving into the bungalow on West Pike street owned by Charles Going. Mr. Smith has disposed of his share on account of ill health. He has been associated with Mr. Leisenring in the business for the past fifteen years. He has made no plans for the future, but expects to spend the winter in Pontiac.

Manufacturing Matters.

Ypsilanti—The Ypsilanti Milling Co. has increased its capital stock from \$15,000 to \$25,000.

Fountain—The Fountain creamery was destroyed by fire Aug. 28. Loss about \$3,500, partially covered by insurance.

Detroit—The City Pattern Works has been incorporated with an authorized capital stock of \$2,000, of which \$1,000 has been subscribed and paid in in cash.

Detroit—The Epicure Jelly Manufacturing Co. has engaged in business with an authorized capital stock of \$6,000, of which \$3,040 has been subscribed and \$1,400 paid in in cash.

Detroit—The Detroit Ball Bearing Co. has been organized with an authorized capital stock of \$2,000, of which \$1,000 has been subscribed, \$600 paid in in cash and \$300 in property.

Detroit—The J. E. Bolles Iron & Wire Works has been incorporated under the same style, with an authorized capital stock of \$100,000, which has been subscribed, \$1,590.05 paid in in cash and \$55,654.27 in property.

Quincy—After running full force since early last spring, the large plant of the Wolverine Portland Cement Co. has been suddenly shut down, throwing 150 men out of employment. No explanation is given.

Clio—The Clio Condensed Milk Co. has been organized with a capital stock of \$50,000. The company

is erecting a concrete building and equipping it with latest improved machinery for the manufacturing of condensed, powdered and malted milk. It is expected the plant will be in operation Dec. 1.

Rothbury—A. E. Norberg, J. B. and E. B. Conger have formed a copartnership under the style of the Rothbury Canning Co. and will operate a canning factory in the building recently purchased from A. E. Souther, trustee in bankruptcy.

Detroit—The Fuherling Manufacturing Co. has been organized to manufacture and deal in drugs, chemicals, pharmaceutical, surgical and mechanical instruments, etc., with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Detroit—The Oleson-Adams Manufacturing Co. has engaged in business to manufacture and sell automobiles, their parts and accessories and machinery thereof, with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and \$2,000 paid in in cash.

Detroit—The A. C. Jacob Co., manufacturer of drapery, window shades, etc., has merged its business into a stock company under the style of the Jacobs Drapery Co., with an authorized capital stock of \$10,000, of which \$8,000 has been subscribed and \$4,000 paid in in cash.

Ypsilanti—The Ypsilanti Manufacturing Co. has been organized to manufacture acetylene gas generators and kindred appliances for lighting and cooking, and the sale of same at wholesale and retail. The new company has an authorized capitalization of \$10,000, which has been subscribed and \$5,000 paid in in property.

The Same Old Game.

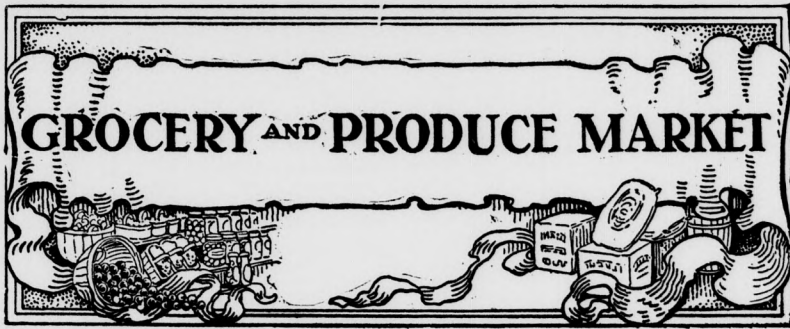
A number of men are working the old envelope game in Michigan.

One man is under arrest in Battle Creek, another victimized four Jackson merchants within the last few days, and another is said to be operating near Flint. The swindlers enter a store, ask for a \$10 bill, pretend to put it into an envelope and then, find they are "shy" \$2 in small change for the \$10 bill. Leaving the envelope, which appears to have the \$10 bill, they step out with the ostensible purpose of getting the \$2. When the envelope is opened it contains two strips of paper, instead of the \$10.

The Grand Rapids Floor & Wain-scoting Co. has been incorporated with an authorized capital stock of \$2,800, of which \$1,400 has been subscribed and \$1,125 paid in in cash. The stockholders and the number of shares held by each are: Geo. H. Higgins, Grand Rapids, 40 shares; Arthur L. Zwisler, Kalamazoo, 50 shares and Eli Cross, 10 shares.

No man is justified in calling himself really an honest man until he has resisted the inclination to be dishonest.

We all make mistakes, some more than others. It is the efficient man who never makes the same mistake twice.



The Produce Market.

Apples—Duchess, Wealthys, and Maiden Blush command 80c per bu., and \$2.50@2.75.

Blackberries—\$1@1.25 per 16 qt. crate.

Butter—There has been a very active consumptive demand for all grades of butter, and the market is ruling to-day at 1@2c per pound higher than a week ago. There is considerable shortage in the make, owing to the extreme hot weather in the producing country, together with very good consumptive demand. The above advance applies to all grades, and no change is expected in the immediate future. Fancy creamery commands 31@32c in tubs and 32@33c in cartons. Local dealers pay 24c for No. 1 dairy and 19½c for packing stock.

Cabbage—\$1 per bu. for home grown.

Carrots—25c per doz. bunches.

Cauliflower—\$1.75 per doz.

Celery—Home grown, 17c per bunch.

Cocoanuts—\$4.75 per sack containing 100.

Crab Apples—75c per bu. for Hy-slops.

Cucumbers—35c per doz. for home grown.

Eggs—There has been an advance of 2c per doz. during the past week. The demand is holding up to good proportions, and values are on a steady basis. The fact that much attention is being paid at this time to the harvesting of various crops has had a tendency to decrease the supplies arriving in market to some extent. In spite of the recent warm weather, the qualities have been very good. Local dealers now pay 21c.

Poultry—Local dealers pay 13@14c for broilers; 11@12c for fowls; 6c for old roosters; 8c for geese; 10c for ducks; 12c for turkeys. These prices are live-weight. The supply and demand for live poultry are running about equal. Hens and cockerels are favored.

Egg Plant—\$1.75 per doz. home grown.

Green Onions—25c per dozen for large and 20c for small.

Honey—20c per lb. for white clover, and 18c for dark.

Lemons—Verdellis \$6 per box.

Lettuce—Home grown head, \$1 per bu.; home grown leaf, 75c per bu.

Musk Melons—Home grown Osage command \$1@1.50 per doz. crate, according to size and quality.

Onions—\$1.50 per 70 lb. sack for home grown; Spanish \$1.60 per sack.

Oranges—\$5.50 for Valencias.

Peaches—Home grown Elbertas fetch \$2@2.25 per bu.; Early Crawfords and other yellow varieties, \$2.25@2.50 per bu.

Parsley—30c per dozen.

Pears—Sugar, \$1.25 per bu.; Bartlett, \$1.75 per bu.

Peppers—Green, \$1.50 per bu.; Red, 40c per doz.

Plums—Lombards, \$1.35 per bu.;

Guais, Bradshaws and Green Gages, \$1.50 per bu.

Pickling Stock—Onions, \$1.35 per box; Cucumbers, 25c per 100.

Potatoes—50@60c bu. for home grown.

Radishes—10c per dozen.

Spinach—65c per bu.

Sweet Potatoes—Virginia stock is now in market, commanding \$1.25 per bu. and \$3.25 per bbl.

Tomatoes—75c per ½ bu. basket.

Veal—Buyers pay 6@13c, according to quality.

Watermelons—\$2.75 per bbl. for Indiana.

Whortleberries—\$2.25 per 16 qt. crate.

The Grocery Market.

Sugar—New York refiners are shaping their policies to meet the competition of beet sugar later in the season. The Federal refinery has reduced its quotation on granulated to 4.65c, while the other refiners are holding at 4.60c. New crop beet granulated is offered at 4.60c for shipment from Michigan and Ohio factories around the last week in September. It is expected to advance ten points a little later.

Tea—The market in all growths is fairly active, with prices well maintained. New crop Japans are of excellent quality, both in leaf and cup. Government standard is 2c lower than last year. Formosas of the better grades are scarce and high, summer pickings showing a very strong advance over last year. Indias and Ceylons remain firm, with increasing demand for good cupping teas. Javas seem to be growing in favor and the quality is much improved over previous years.

Coffee—The market is strong and reports from Brazil tend to hold values very firm. The market for actual Rio and Santos coffee in this country is ¼c higher for the week, and on Rio 7s the advance is more than that. The demand for coffee at the moment is good, mostly, apparently, to make up low stocks. Mild coffees are also a trifle firmer, in sympathy with Brazils. Java and Mocha are unchanged. Brown Javas are of course growing scarcer, and Ankolas and Mandelings command a premium of 3@5c a pound over white

coffees of the same grade.

Canned Fruits—Apples are steady and quiet. California canned goods and small Eastern staple canned goods show no change for the week.

Canned Vegetables—The pack of tomatoes is proceeding satisfactorily and there has been no change in prices during the week either in spot or future goods. Corn continues steadily to firm and the demand is quite fair for the season. Peas, both spot and future, are unchanged and quiet. There was so much home grown produce put up last year that the canned goods trade was rather disappointing. This fall, however, there has not been as much home grown stuff put up, and it is probable that the demand for canned stocks will be very heavy.

Canned Fish—Prices on new sockeye and new Alaska salmon were named during the week. Red Alaska is about 25c below a year ago, pinks and chums about the same. Sockeye rules from 25@45c below a year ago, according to grade. Domestic and imported sardines are strong and fairly active, the imported brands particularly.

Dried Fruits—There is no particular change the dried fruits during the week, with the exception of an advance of ¼c in new California Sultana raisins. The demand for raisins is quiet. Other prices are unchanged. Prunes continue to advance. A feature of the market is that as prices advance, the trade is taking the larger sizes on which the advance has been heaviest. Present prices for evaporated apples are fairly low for this time of year, although there was shown a very heavy advance over the low prices this spring. There is a short crop of some varieties of apples this year and the only thing that prevents very high prices obtaining at this time is the fact that there are large supplies of carry overs from last year's stocks.

Syrups and Molasses—Bulk corn syrup is unchanged; but case goods have advanced 10c per case. Sugar syrup and molasses are both quiet and unchanged.

Cheese—The market is firm at about ½c advance over last week. The advance is due to a very good consumptive demand and short supply. The market is likely to remain firm with a possible advance in the near future. The quality of the cheese is fully up to standard.

Provisions—Both pure lard and compound are steady at prices ranging about the same as last week. There is a good consumptive demand for both, but with the approaching fall season if we do have any change, it is likely to be a slight decline. As the stocks are reported so light, it is not expected that it will be of any consequence. Barroled pork and canned meats are steady at unchanged prices, with a seasonable demand, while dried beef is firm with a good consumptive demand at 1c per pound advance.

Salt Fish—Cod, hake and haddock are dull, but the basis of price for codfish is very high—possibly 1½c above normal. Scarcity is the reason. Mackerel is quite dull, and probably

will not become active until after the tariff is settled. Nobody is pushing new Irish mackerel for sale, and business in Norway mackerel, both spot and future, is light. Some spot Norways can be bought, but American buyers are afraid to pay the present tariff when it may be reduced \$2 per barrel in the very near future.

Bankruptcy Matters in Southwestern Michigan.

St. Joseph, Aug. 26—In the matter of George D. Hill, bankrupt, of Benton Harbor, the trustee filed his supplemental final report of vouchers and an order was made by the referee closing the estate. The referee also entered an order recommending the bankrupt's discharge. The record book and files were returned to the clerk's office at Grand Rapids.

Aug. 27—In the matter of William H. Evans, bankrupt, of St. Joseph, an adjourned first meeting of creditors was held at the referee's office. Petition of the bankrupt for \$250 cash, in lieu of his specific property exemptions was referred to the trustee for investigation and report. Whereupon the trustee made a report that the bankrupt be allowed \$124 cash as his exemptions, this sum being the proportionate amount of the appraised value of the stock and fixtures of the bankrupt as compared to their sale value.

Aug. 28—In the matter of August Peters, bankrupt, of Benton Harbor, Phillip Lynch made an offer to the trustee of \$400 for an assignment of the remaining piano contracts, notes and other collateral in possession of the trustee and not heretofore sold. The same being of the appraised value of \$684.00. Upon the recommendation of the trustee, the referee has entered an order to show why the bid of Mr. Lynch should not be accepted, and the matter will be considered on Sept. 10.

Aug. 29—In the matter of William C. Snyder, bankrupt, of Baroda, the trustee has filed a report showing cash on hand of \$1,172 and disbursements of \$2,217.95 and property of the estimated value consisting of notes, bills receivable, etc., of \$200, with a request for a dividend.

Aug. 30—In the matter of Elwood Lamore, Charles Lamore and Lamore & Co., bankrupt, of Eau Claire, the trustee has been instructed to offer for sale certain bills receivable of the estimated value of \$113 for the purpose of making a final report and closing the estate. Creditors will receive a dividend of about 5 per cent.

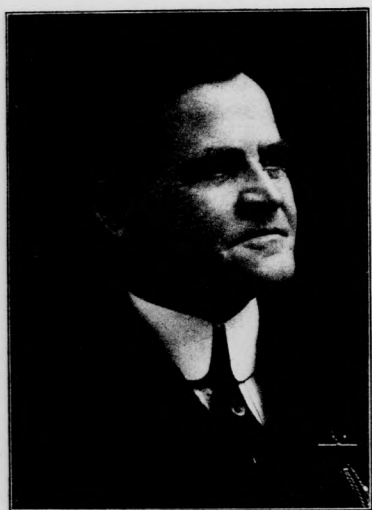
William P. Canaan, President of the Wm. P. Canaan Co., meandered to Detroit Saturday by auto, calling on his customers en route, making the trip in about twelve hours. Sunday he visited the principal points of interest in Detroit, covering about 100 miles. Monday he accomplished the return trip in about ten hours. He was accompanied by Mrs. Canaan. Both insist they had the best time ever, considering that they traveled only 400 miles in three days.

How people fail to admire a man who talks much and says little!

REPRESENTATIVE RETAILERS.

Manley Jones, Representing Telfer Coffee Co.

Manley Jones was born at Venice, Shiawassee county, Sept. 20, 1855, and removed with his parents to Lowell in 1867. There he attended school for four years, and, in the spring of 1871, entered the employ of Wingler, Bergin & Co., the "Co." being John Giles, and the firm being the leading grocery house of the town. Remaining in their employ three years, Manley then went to Detroit, where he worked a year for the wholesale house of McCarthy, Roney & Giles, subsequently returning to Lowell and entering the employ of Mitchell & Donovan. Thirteen months later he engaged with John Wingler, with whom he remained in the capacity of head salesman until July, 1880, when he ac-



cepted a position to travel for John Caulfield, of this city. His territory included all available towns east on the D., G. H. & M., and south on the L. S. & M. S., C. & W. M. and G. R. & I. Jan. 1, 1882, he engaged to travel for Cody, Ball & Co., taking everything on the G. R. & I. from Big Rapids to Mackinaw City. Here he remained a year and a half, when he resigned to accept a more desirable position, at a larger salary, with John Caulfield. He remained with this house seven years, retiring in the spring of 1887 to accept a similar position with the wholesale grocery house of Bulkley, Lemon & Hoops. He remained with this house a little over fifteen consecutive years, retiring Sept. 1, 1902, to enter the employ of the Telfer Coffee Co., of Detroit. He has represented this house on the road continuously for the past eleven years, with the exception of one year which he spent in Milwaukee managing the branch house in that city. His territory includes all the available towns in Western Michigan and he sees his trade every sixty days.

Mr. Jones was married Dec. 5, 1887, to Miss Emma Cooper. They have one child—Ethel—who is a graduate of the Grand Rapids high school and is now employed as stenographer. The family reside at 721 Fountain street.

Mr. Jones is a member of St. Paul's Episcopal church, with which he and his family have been affiliated for the

past fifteen years. He is a member of the Knights of the Grip and also the local lodge of the B. P. O. E.

Mr. Jones attributes his success to the friends he has made. He insists that his friends are his stock in trade and this is not at all to be wondered at, when the personality of Mr. Jones is considered. He is a man of strong likes and dislikes, but he makes friends readily and holds them firmly. He is a man of untiring integrity and ample ambition. He has studied his business until he knows every branch of it well and thoroughly. There is no detail of the coffee business with which he is not familiar.

In speaking of Mr. Jones thirty years ago, the late John Giles, of Lowell, remarked: "Manley is all that his name implies. He came to me when about 16 years of age and applied for a situation as clerk. I was struck by his manly way of approaching a person under such circumstances and hired him on the spot. He soon mastered the details of the business and won friends by treating people courteously, waiting on them promptly and seldom making mistakes. These characteristics, I have since heard, also mark his career as a traveling salesman. He richly deserves all the success he has obtained."

It is stated that Peter Cartright, the pioneer Methodist circuit rider, was in the habit of making an announcement in the wilds of the West to the effect that twenty years from that date he would preach another sermon from the same stump. It is related in the story of his life that he invariably made good his promise. The day Mr. Jones was approached to give the Tradesman data for a biographical sketch happened to be the thirty-third anniversary of his coming to Grand Rapids to enter the employment of John Caulfield. At the conclusion of the interview Mr. Jones laconically remarked: "I will call on you again thirty-three years from today and give you further facts in regard to my life and the subsequent events which have happened to me in the meantime." The Tradesman sincerely trusts that this prediction will be made good.

From Bad to Worse.

A tourist tells of a Florida guide who was asked to show him a pool where he could go swimming.

The guide led him to a bayou, but the man disliked the looks of the place on account of the numerous water-snakes, although he was assured that they were harmless.

He refused to go in, and the native then took him to a pool where there was not a snake to be seen. Here the tourist was satisfied, and plunged in for his swim.

When he came out he asked the guide if he could account for the fact that there were no snakes in this pool, when there were so many in the other. "How come there ain't no snakes in hyar? Why, the 'gators keeps 'em et up!" the guide replied.

It is surely tough luck if you are unable to mortgage your house for enough to get the kind of touring car you want.

Wafted Down From Grand Traverse Bay.

Traverse City, Sept. 2—We take great pleasure in announcing at this time the marriage of William E. Smith to Edvena Augusta Schafer, which took place in the city of Detroit on Wednesday, Aug. 13. The groom was at one time a highly respected citizen of our city, but now lives in Buckley, where he is engaged in the mercantile business with his father and brother. Mrs. Smith is a young lady

sure extend to them a hearty welcome to our city.

Everybody is doing it. Kent But-tars please take notice.

We hope at a later date to favor our readers with pictures of the Smiths and Wymans.

We might just add that Homer Bradfield, of Grand Rapids, would do well in our city with his line of Matrimonial Prospects.

Assessment No. 118 is called and expires Sept 24. Fourth for this year.



of charming personality and will be greatly missed by her friends in the "City of the Straits." We extend congratulations and the best wishes of a host of friends. How about those smokes, Bill?

It affords us great pleasure to present to our many readers at this time Mr. and Mrs. John Cheny who were recently united in matrimonial ties. They are both well known in our social circles and Jack is our crack first baseman of the U. C. T. base ball team. This cut was expressly made for these columns.

We have been notified of the wedding of W. G. Wyman and Miss Ina Smith, of Burlington, Vt. The ceremony took place August 20 at the home of the bride's parents in the above city. The couple left immediately for Detroit, and after Sept. 15 they will make their home in Traverse City. Mr. Wyman is very prominent in church circles and is one of our most respected citizens and we

Not so bad. They can only assess one more. Fred C. Richter.

The Clergyman's Pun.

A clergyman who had worked for many years in a certain wild section of West Virginia, was being queried by a brother as to the church which made most appeal to the people in that region. He answered that the Baptists had been most successful in making converts. The questioner made some objection to the practice of total submersion, which was the only baptismal ceremony recognized in the country. It seemed to him supererogatory.

"Ah, yes," remarked the clergyman, "I grant you that such a ceremony may appear to you to be unnecessary according to the Scriptures, but an intimate life among these people has convinced me that for most of them total submersion is not to be classed as a work of super-irrigation."

THE FIRST CURSE.

Work and the Blessings It Has Brought.

Most preachers take a text. I am not an ordained preacher, but I won't feel that my discourse is properly started if it doesn't have a text. I sometimes think that a text serves the preacher as a convenient peg on which to hang his coat while he goes about his work. My text will be the first curse and the greatest blessing ever pronounced on humanity. It is in the third chapter of Genesis and the nineteenth verse, and reads:

"In the sweat of thy face shalt thou eat bread."

Immediately after that sentence was pronounced Adam got a job and the world began advancing. It has never stopped advancing. So long as men work the world will roll farther and farther ahead. When men quit work the world will cease being worth living in. In the sweat of our faces must we eat our bread to find it sweet. There may be a few people in the world—in fact, there are a good many—who eat their bread in the sweat of other faces. But they only die some day. They are born, and die. Dust they are, and dust they become, having had no quickening spirit to help them leave the prints of their hands upon the world they have not helped.

Great tombs may hold their dust, magniloquent eulogies may be pronounced over them, hired musicians may send the wail of their dirges trembling through the air, epitaphs may be carefully composed and graven in stone or written in bronze, but dust they were and dust they are, and dust they shall be. And for them time shall have mercy, for mankind shall forget them. Only men who put their names on time's pay roll are counted in the statistics of eternity.

The expression of the universal inspiration is work. Just plain, common, dirt-digging, nail-pounding, floor-scrubbing, ink-slinging, house-building, city-making, country-helping, world-bettering work. We like to fancy that civilization came as the result of the divine spark which fired the souls of men and drove them on and on, out of the mental darkness of savagery and into the light of order and law. We are fond of being poetical about it, and telling how mankind groped and struggled on and on, and up and up—until people got to be as smart and well-bred and good as we are.

We delight in imagining that the far-seeing man of old could discern away down the path of the ages the grand and noble height upon which we stand to-day, and that they wrote prophecies and sang songs and urged their brethren to climb, and climb toward this goal. But it wasn't that at all. It was work—common, unfashionable work. Civilization, in some of its fundamentals, is the ability to do the hard work in an easier way.

The Bible is a wonderful book. I know people who have been saying that for so long that most of us can patter it out with the aptness of a

parrot and with about as much thought of what we are saying. We get in the habit of conceding that the Bible is a wonderful book, and stopping with that, as though we have done our part in expressing our cordial commendation of the book.

To me it has always been wonderful because of the wonderful things in it. The stories of peace and war, of love and hate—it is such a human book. It doesn't give us any impossible heroes; it tells us of common, everyday men, who went at their work in a common, everyday way and got results. And to me a large part of the spirituality of the Bible lies in the fact that it is so filled with humanity. It blends the two; it makes them one.

Other books were written; other stories of the early days of the world were told; other songs were sung—but these books, these stories and these songs have human heart beats in them; they have the news element, and to a whole lot of people to-day they are so unfamiliar that they have a news value. I have always been glad that they tolerated poets in the days when the scriptures were being written. Suppose some kind friend of Isaiah's folks had told them that they ought to put a stop to that boy's jingling of rhymes and words and set him at some useful occupation.

Suppose the man who wrote the book of Job had been advised that the visible supply of poetry was enough to run the world for several thousand years, and that he had better learn book-keeping. Suppose Ezekiel and Jeremiah and Solomon had been convinced that they would starve to death if they tried to make a living out of poetry. But come to think of it, these men did work at other things—they had a visible means of support, and were not as some of the rhymesters of to-day.

And there was David. David was a busy man—he had a "Do It Now" card over his desk all the time—but he was, to my notion, the newspaper poet of Israel. When anything of moment happened, David took his pen in hand and wrote something about it. Sometimes he was glad of it, and said so; again he was mad about it, and said so.

Take the average man who has failed, as some folks say, in a commercial way, and you will find that he has put his shoulder to a friend's wheel many times a day. Kind words are more than coronets, no doubt, but "I'll boost you" sounds a great deal kinder than "I'm sorry for you." Ten minutes' help often will relieve us of the necessity of giving a year of sympathy.

It doesn't seem to me that the average man who fails in his work because he doesn't make money at it is a real failure. It may seem so to the class of men who want to play "My Country, 'Tis of Thee" on the keys of the cash register, but you doubtless have noticed that where ten men are hurt by one man's failure a thousand men are hurt by one man's success—if failure or success is to be measured in dollars instead of deeds.

The Bible is the oldest, the greatest and the most successful advertise-

ment. It appeals, it interests, it convinces, and it serves—and there you have all that should be or can be in any advertisement which attains its full purpose. It is a model to any advertiser. For literary style and for convincing statement and for human appeal it has never been equaled.

The twenty-seventh chapter of the book of Ezekiel is the most wonderful piece of municipal advertising ever written, although it is a prophecy of the destruction of Tyre, of which city the Lord, in the preceding chapter, said that he would make it as the top of a rock and that it should be a place for the spreading of nets in the midst of the sea.

But the twenty-seventh chapter tells what is the glory of Tyre. It tells of the great city that is situated at the entry of the sea and is a merchant of the people for many isles. And Tyre is said to have said of herself: "I am of perfect beauty."

If Tyre had, as a city, lived up to its requirements, then the wonderful advertisement of it would to-day have been something to draw the world to Tyre instead of to sound a warning to the world. Read that chapter, and with it the twenty-sixth and the twenty-eighth, and you will agree with me that no man to-day could paint a word picture of a great city and its possibilities and opportunities in so few words as did the prophet Ezekiel when he told the story of Tyre of old.

It is a good thing to think of work as the inspiration of man, as well as the result of the inspiration. We speak of a painter as inspired, of an orator as inspired, of a musician or a poet or a scientist as inspired. But it has always seemed to me that there can be even inspired and uninspired ditch diggers. It does not matter what work a man does, how humble his vocation, if he does it well, if he has the true craftsman's love for excellent handiwork, and his delight in driving his nails truly or digging his ditch straight and square, or tying a package neatly, may we not think that inspiration is having its influence upon him?

I have never agreed with the folk who insist that inspiration ceased when St. John wrote the last word of Revelations. It is not an impossible idea that inspiration is to-day a moving force in the affairs of mankind, as it was upon the plains of Palestine, the sands of Egypt and in the land of Canaan.

Yes, the man who makes it possible for us to cross a river, who gives us another road, who gives us cleaner food, who gives us better and bright-

er surroundings, who plants the tree that shades us as we rest in the heat of summer, who does anything that makes life saner and sweeter—he is an exemplar of the universal inspiration.

Then there is another part of my text. "In the sweat of thy face shalt thou eat bread—until thou return unto the ground, for out of it thou wast taken; for dust thou art and unto dust shalt thou return."

The whole universe is work. It may please my curiosity to know that the finest silk thread, if it could be dropped from the nearest fixed star to the earth, would weigh hundreds of tons—but it is more inspiring to me to realize that there is a source of that light and that that source was placed where it is for a purpose, and that the light itself is flung across the field of space for a purpose. It is doing something, not merely traveling.

And the growing of a blade of grass, the filling of a husk of wheat, the reddening of an apple, the digging of a canal, the charting of a sea—all these are as important in the scheme of things as will be the arrival of Halley's comet, a mere blur of haze, uncounted millions of miles away, at its appointed spot, on time to the second and the minute and the hour and the day, eighty years from now. Things that don't work, die. Men that won't work, vanish. Faith without works is dead, and work without faith is hopeless. For by our works we are known. Wilbur D. Nesbit.

The Grocer Groaned.

A small Pickaninny heaved a jug over the counter to the grocer.

"Mammy wants er quarter's wuth er 'lasses," she announced.

Knowing the family ways, the grocer was inquisitive.

"Got yo' quarter with you, Sally?" he asked.

"Yas, suh."

Thereupon the grocer went below to the molasses barrel in the cellar. It was a cold day, and the stream ran slowly from the spigot, but he whistled and stamped about for ten minutes to keep up his temperature as well as his courage. At last the jug was filled and his cold and lonely vigil ended. He returned and heaved the jug back over the counter.

"Lemme have yo' quarter, Sally," he said.

Sally's eyes grew white and wide. "Laws a mussy," she exclaimed, "if mammy ain't gone an' put dat quarter in de bottom er dat jug."

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E. A. STOWE, Editor.

September 3, 1913.

GOVERNOR FERRIS IS RIGHT.

Governor Ferris has decided that an extra session of the Legislature is unnecessary, and will not call one. The special session was urged upon him because of the strike in the copper country and the desire of interested parties for an "investigation" into the methods of the copper companies by legislative committees made up of members with eyes keen to the political advantages to be gained through catering to the so-called labor leaders. Governor Ferris sees nothing in the situation that a special session could help, nothing needing investigation that cannot wait until the next regular session. Therefore, he will save the State the heavy expense which a special session would entail. Governor Ferris is right. A special session is not needed unless it might be to provide the funds for the payment of the heavy expenses which the strike has brought upon the State for the services of the troops in keeping order in the strike district. Any investigation that might be held at this time would be farcical and possible action would be tainted with prejudice and the desire for political glory. In proper time an investigation might very well be held into mining country political and other methods, and at the same time it should probe deeply into the methods and purposes of the labor organizations. What does it cost the laborer to join the union? What are the monthly dues and what becomes of the money? What promises are held out to the laborers to join the union and how are these promises fulfilled? These are pertinent questions and when an investigation is made let the probe reach all branches of the trouble. The result, it is believed, would be very illuminating to the people of the State as to what organized labor really is.

The strike in the copper country is entirely a manufactured article. The miners had no grievance as to wages or conditions of labor which could not easily have been adjusted by themselves. The issue in the strike was not and is not in any way related to hours and wages. The only issue is whether or not the mines shall be unionized. The Western Federation has an iron grip upon the Western

mines, and the leaders of the organization have found this highly profitable to them. They want an increase in power and revenue and are seeking it in the Upper Peninsula. The Michigan mine owners know how disastrous has been the domination of the union in the West and they are determined that the "open shop" shall prevail. They do not deny the right of their men to organize, but they do claim the right of dealing with their men direct instead of through an organization that has its headquarters out in Colorado. The mining companies are making a stand for freedom of labor, the right of every man to hold a job on his own merits and without the dictations of a walking delegate as to how or when he shall work. The mining companies will certainly win, and they ought to. As soon as the fear of the union sluggers can be taken away the miners will return to work. It isn't their strike, but it is entirely a Federation enterprise and the miners and their dependent families are the victims.

CHANGING CONDITIONS.

In recent years a strong sentiment has developed in the State in favor of better roads. This is a sentiment well worth cultivating and through educational work and State aid it is being cultivated. In many counties the county system of road improvement has been adopted which places the road improvement in the hands of county officials and makes road taxes payable in cash instead of in "work." In many counties, also, bond issues have been made to raise the money for carrying on the work. In Kent county the people authorized an issue of \$600,000 in good roads bonds and this money is now being spent. There is a suspicion in some quarters that the Kent county expenditures are not being made as wisely as should be. This is not entirely the fault of the commission. To secure the popular approval for the bonds it was necessary to outline what it was supposed to do with the money. This plan called for something like 150 miles of road reaching into every township. To carry out the pledges of the campaign the commission has been obliged to use the very cheapest road building materials, with the results that the good roads will not stay good long enough to let the taxpayers think they have got the worth of their money. The material in Kent county is gravel. This is good enough for the old fashioned traffic. It will stand up under wagon traffic for a reasonable time if properly cared for, but in these days wagon traffic is only a part of that which passes over the road, and on some roads it is but a small part. The modern vehicle is the automobile, and the automobile is heavy and swift. The automobile tears a road to pieces where wagons would merely make it better, and this is especially true of roads built of light material on a sand foundation. The automobile is becoming more and more the vehicle of road traffic. It is no longer exclusively the city man's convenience, but the farmers are buying and using them as well. The farmers not only have their run-

abouts and touring cars, but they are buying trucks for heavy work and marketing their products. In road building for the future the automobile must be taken into the reckoning. The roads must be heavy enough to stand the modern vehicle. In Wexford county the road builders are keeping in view the needs of the future and they are building for posterity as well as for the present. The Wexford county method is first to put in a thick layer of iron slag from the iron works for a foundation, then a layer of large stones and finally repeated layers of crushed stone, with fine crushed stone as a top surface. Roads built in this manner will stand up for years, no matter what the traffic may be. In Emmet and several other counties the material used is crushed stone, either lime or cobble, as may be most convenient and accessible. These roads promise to be fairly enduring, at least more enduring than roads of gravel. These roads cost more than gravel, but they will be cheaper in the end and, therefore, more economical to the taxpayers, besides being more satisfactory. The Kent county commissioners are unfortunate in feeling impelled to build 150 miles of good roads in fulfillment of the campaign pledges, when they have scarcely enough for half that mileage. The lack of durability in the roads constructed may be educational for the taxpayers, however. The lesson will be that there is no economy in the use of cheap materials. Gravel in Kent county is cheap and easily obtainable, but in these days of the automobile it is a back number for road construction.

THE SPEED MANIA.

The matter of undue speed in automobiles is rapidly becoming so acute that when the subject of speed is referred to, it is hardly necessary to specify, notwithstanding the fact that other modes of locomotion, including rail transportation, are so extreme in velocity in many cases as to cause grave concern. The increasing frequency of accidents, amounting to actual danger in going upon the streets of any city, is sufficient to keep the subject of automobiles foremost in the public mind.

From the fact that several of our Michigan cities are becoming the greatest automobile centers of this country, if not of the world, it is natural that undue speed should have more toleration than where local interests or pride is at stake. In this State not a little of conniving at law violation should be charged to the tacit allowance of "trying out," often at the cost of serious or fatal accidents and usually at the cost of the destruction of inadequate highways. It is natural, of course, that Detroit should undertake to afford every facility possible, and probably no city in the country has its population so widely trained to "watch out" for the autos, and thus much of the city is given over to a degree of speed that would not be tolerated elsewhere. On account of the unfortunate flatness there is no chance for hill climbing without going into adjoining counties, like

Oakland, where hills are thick and steep enough. Early in the development of the industry, it was found that the ordinarily improved highways were totally inadequate and so permanent roads were built at almost unlimited expense. Thus it is possible to wink at the laws with a reduced likelihood of serious consequences.

Unfortunately, the speed mania is not confined to Detroit, Flint and other centers of manufacture. It obtains in every town of consequence in the State and, indeed, in the United States. In some of the large cities, like Chicago, it is coming to be recognized and many thoroughfares are almost given up to it, of course, with careful regulation and watchfulness. But in the average town, like Grand Rapids and throughout the country, the conditions are becoming intolerable. On a few of the main streets traffic officers are able to regulate, but much too large a percentage of drivers seem to be watching for the change to "open up." It is a constant experience in the less policed streets to be driving at the speed limit and have others pass so rapidly that their rate of speed must be nearly double. Indeed so common is this that it is hardly noticed. Then it is hardly necessary to call attention to the constantly recurring accidents whenever there is the possibility—and that is not difficult—of escaping police observation.

While the more imminent danger to human life is, of course, to be experienced in the city, the conditions of highway traffic in the country are a striking commentary on the idiocy of American management. No sooner are the people awakened to the need of highways to bring them near the city than their half finished work is wantonly destroyed by the indulgence of this same mania. If it were possible to finish the various routes all at once and so divide the travel, it would help the situation, but, as it is, the amount of traffic on each single road is so great that it only needs the indulgence of undue speed to quickly destroy the work.

It is hard to say what ought to be done. For one thing, the fines assessed both for city and country violations are grossly inadequate, both as to first and later—especially later—offenses. These should be increased to an extent that violators can no longer afford to pay the price as a matter of personal vanity or advertising. Then, of course, there should be a corresponding increase in the means of apprehending violators in both city and country.

The best corrective, that must come with the years, will be an educated public sentiment. Novelty and the ease of speed indulgence is a temptation which will become less when drivers and tourists learn that the true pleasure of driving is lost through undue speed.

Hot weather would be much easier to stand if there were no thermometers.

No man is born as free and equal as a hired girl.

PLAYING WITH FIRE.

When Congress was legislating with reference to combination in restraint of trade special effort was made to have the farmers exempted. As a rule they do not get together very much, nor conspire to raise prices. If it were possible for all those who grow them to hold this fall's potato crop, for example, letting out so many bushels per day, the price could easily be advanced and the remainder would have to pay proportionately. There is, of course, precious little danger of any such thing. The farmers are widely separated and most of them need the money which the sale of a crop will bring. The same is true of any other agricultural product. There have been corners in the grain market which put up the price of flour, but that was done by the manipulators in the big cities and not by those who raised the wheat on their lands. Rice is an agricultural product, grown only in certain sections, to be sure, and so more easily controlled. Just now it happens that the crop is a million sacks bigger than the prospective local market. There is more rice in the hands of growers than Americans are liable to consume this year. Of course rice is no such important article of diet in the United States as it is in Japan, for instance, but it might easily be made so if it were cheap enough. It is not only very palatable, but very nourishing, and as an article of food is just as good as any other grain.

The suggestion is made by the Southern Rice Growers' Association that a million and a quarter sacks of rice be disposed of by sending it abroad at less than cost of production. It is argued that if this were done, the remainder of the crop would bring as much money as could be had for all of it if offered on the local market. The members of the Growers' Association, if they could carry out their scheme, would be ahead by so much as they were able to get for the million or more sacks exported so that they would be considerable gainers. The possible consumers of rice in this country would lose correspondingly. With this big crop on hand they can get only such prices as would make it very cheap to the consumer, and thus the retail purchaser would have the advantage. Manifestly this, if carried out, is a combination in restraint of trade. It would make every family pay more for a pound of rice than otherwise. When the steel manufacturers sell rails in Europe at a lower price than they ask in the United States, there is a great deal of criticism. It is proposed to protect rice by the tariff to help these Southern growers, who show their appreciation of that policy by hatching up a scheme through their organization to ship a fifth of the crop out of the country at any price they can get in order that they may put up the figure on the remainder. In practical operation this amounts to the same thing as when shoe manufacturers, if you please, get together and put up the price on their product, which price the consumers

must pay because they can not get along without shoes. Incidentally this proposition shows the folly and the unfairness of making any exemptions. Laws ought to be applicable to everybody and to all alike. There is no reason why the farmers, or the laboring men, or the ministers or the physicians, or any other class of people should be exempted from any statutory requirement. Had there been no exception, the rice growers would not have been able seriously to make any such proposition.

STRAIGHTENING UP TIME.

Every now and then, during the middle of the day, we note windows in the process of cleaning or retrimming. No housewife enjoys being caught in the midst of housecleaning. She does not like the interruption; she still less likes to exhibit to even her intimate friends the disorder sure to occur. They know that she would prefer to have them pass on at such a time and return under more favorable conditions.

The patron who comes in the midst of business hours and finds everything in the window topsy-turvy and the head man busy reducing chaos to order is very apt to feel that he is an intruder, and so pass on to the store across the way, where things are in readiness for trade. In fact, he may be a bit ashamed of such a commotion in the house which he regularly patronizes and have a personal interest in seeing things in shape again. At least, he does not want to be the means of retarding the process.

Of course, every one likes to see new window trims. They mean much to the trade in many ways. But if you are physically unable or are lacking the professional enthusiasm to get up a little earlier in the morning and do this work before business hours, why not at least show enough enterprise to get it out of the way before the mid-day rush. The straightening up process is a legitimate part of the work, but the opportune time in the day is when trade is slack, if it must be done during the hours of trade. Strive to have things in order when the streets are crowded with passing people. Outside appearance counts for much. The dignity of your establishment cannot be maintained with your front windows in a chaotic state, even though they do give promise of looking better soon. The formative stage in this process is not or should not be for public inspection.

United States experts of the Bureau of Animal Industry believe they have discovered a new breed of horses that is especially hardy. Experiments were made by breeding a zebra from the National Zoological Garden and a Morgan mare at the experimental farm of the Department of Agriculture. The resultant foal is praised by horsemen and breeders, who urge that the Government should import more zebras of the same strain, for the purpose of establishing the new breed.

Only a wise man knows how little he knows of that which may be known.

TRUE HAPPINESS.

Vice-President Marshall seems to enjoy making public addresses as much as President Wilson enjoys refusing such invitations. It is perhaps just as well that the latter should devote himself for the most part to the work with which the White House is crowded, and a vice president may certainly be pardoned for enjoying something else more than presiding over the Senate during the tariff discussion. Mr. Marshall seems to say a good many things which invite comment, and doubtless he goes on the theory of the late P. T. Barnum, that it is worth while to be talked about as continuously as possible in the newspapers. He addressed the congregation in a church at Washington on a recent Sunday and in the course of his remarks declared: "I am no happier now than when I was trying dog cases as a country lawyer in Indiana." This has the appearance of being a heartfelt confession, and was doubtless put forth with a view of making all his hearers, who never have been or never hope to be in the vice presidential chair, contented, and there is ample warrant for saying that a contented mind is a continual feast.

There are some who may be disposed to say that the statement just as quoted is not a very dignified one for a vice president to make in public, and even admitting that much is not denying its truthfulness. It is a good thing that people are ambitious because it prompts them to work hard for self-improvement and self-advancement, but it does not always follow that success in politics or money getting or anything else brings as much additional happiness as is anticipated. It is very common for people to fancy that if they had this or that or the other thing, which somebody else has, they would be supremely happy, and yet, it is a great mistake to suppose that all who are high in office or finance are any happier than they were before they reached these altitudes. Happiness is a frame of mind and is not necessarily contingent upon either prominence or affluence. These things have their attendant drawbacks and very often those who attain success secure it at a price which is exceedingly steep. It is a great thing to be the governor of a state, but the criticisms, the assaults, and the quarrels very liable to go with it are productive of anything but happiness. Those who can be contented with what they have and make the best of it and get out of it all the enjoyment possible may easily be just as happy as Vice-President Marshall was when trying dog lawsuits in Indiana.

WHAT IS DUTY.

It was a woman who defined duty as "What others ought to do," but there are a great many men who will at once admit the shrewdness of her observation. It is so much easier to block out a path for some one else than to strictly adhere to it ourselves when it leads over rough places. Not always do we find it clearly marked or with distinct boundaries. There

are forks in the road and the margins are in places destroyed by washouts. The distinct line of duty is indeed at times almost obliterated. When the lost trail is again discovered we may look back with the assurance that we have taken the wise course.

Goethe says: "How can we know ourselves? Never by reflection but by action. Do your duty and you will find out the sort of man you are. 'But what is my duty?' What to-day asks of you." No better rule of life can be given. Do the work of to-day and to-morrow will disclose future responsibilities. Two girls were employed to teach their first term of school. The one congratulated herself on the short hours—from 9 until 4—and the other commenced to make plans, the carrying out of which would encroach upon her evenings. The one had her eye on the clock; the other on results. Which one do you suppose will win?

Duty is a small word of great significance and it is as binding upon the small things of life as upon the larger ones. In fact, it is the best known fertilizer for converting small places into great ones. There is a duty to employer and to patron and the clerk who is alert to the fact that the small patron, be he only a child or his purchase only to the amount of a dime, should claim as much space in the duty niche as the large one. Duty is closely allied to character, so closely that the one who strictly adheres to the former is laying a sure foundation for the latter.

In speaking of styles one's thought naturally turns to clothes for men or women, but there are styles in a great many other things. For instance, the city clerk of Springfield, Mass., has noticed that the style in dogs is extremely changeable. When he first assumed his present position a large majority of the dogs licensed were Gordon setters. Then came red Irish setters, succeeded by the pug dog. In the late nineties the fox terrier was popular, but the city clerk notes that all these breeds have succumbed to the charms of bull dogs of various stamps and degrees, the Boston bull being the most popular. He will make no predictions on the next change in style of canines, but is sure a change will come before long.

An Austrian physician, a well known specialist, has come out with the statement that seasickness is a blessing and that those who are not seasick when on the ocean do not derive much benefit from the voyage. He says that the irritation of the "nervous vagus" has a wonderful tonic effect on the stomach, kidneys and liver, and that seasickness should be welcomed instead of dreaded. This will afford a little consolation to those who never travel by water when they can go by land. Hereafter they should choose the water route and be benefited by the toning up of the system which comes from seasickness.

The clerk's mistake you can not afford to overlook is the mistake of making the same mistake repeatedly.

THE COPPER STRIKE.

Unionism Only a Stalking Horse for Communism.

There are foreigners, and foreigners. Some of our best citizenship has come from the peoples of Northern Europe. Those peoples, though, either speak the language already or learn it immediately, for they come here with an idea of staying and becoming a part, and a worthy part, of this country's citizenry. As soon as he can the Scandinavian, German, Irish, English and Scotch immigrant makes it a point to apply for his first papers, and then as soon as the law permits he becomes a citizen. These South-of-Europe and East-of-Europe peoples rarely take out naturalization papers. Rarely do they even learn the language. Half of those that work in mines have their families in the old country, if they are married, and come with their minds fully made up to return to Europe again as soon as they have enough accumulated. But that is not the worst of these peoples. They are practically all bred-in-the-bone socialists of that class-prejudiced type whose socialism approaches anarchism so closely that one needs the discrimination of a tea-taster to perceive the difference.

The strike in the copper country should make every mining man pause and consider long the class of men he should employ. An outside organization with little membership in the district comes in and succeeds in tying up the mines in a community that is the best of any in this country for workmen having families. The mining companies there provide sick benefits, they recompense for injuries without law suit, they provide houses at cheap rent, they see that the schools are the best, they provide excellent libraries, and they offer permanent, dependable work at a good wage. The mines are safe as mines go. Most of them are characterized by good and comfortable working conditions. The district is one of great beauty scenically. The communities are clean and well built. Healthy amusement is at hand. Yet outsiders can come in and stir up such discontent among employees that the mines have to shut down.

All this looks absurdly impossible in a community where the mining companies and the officials are taking more interest in the welfare of their employees and spending more money on their welfare than in any other mining district in this country. Why is this so, the reader will wonder. The answer is easy. The bulk of the employees are foreigners of the type that has been referred to.

American mining has before it, owing to the large proportion of these unthinking foreigners working in the mines, a most serious problem. Once this was thought to be unionism. But many are beginning to see that it is really socialism. Butte has been the home of unionism, but its unionism has been characterized by an admirable degree of openmindedness. Why? Simply because the bulk of the miners are Irishmen, Cornishmen and Americans. Lately the dark-skinned

peoples have been forcing themselves into the camp. Already there is a serious threat that the socialists will gain control of both the union and the community. In the iron country of Lake Superior we find a labor condition strongly contrasted to that prevailing in the copper country near by. The only place where there ever has been a strike of importance in the iron country was on the Mesabi where there were, at that time, large numbers of the rabid peoples mentioned. In the other iron districts, the mining companies have been wise enough always to keep in the ascendancy the Cornish, the Irish, the Americans and the Scandinavians; nationalities known throughout centuries for virility of thought and independence and fairness. It has paid to make the wages and the conditions such that the mining companies could keep these peoples in the ascendancy among their employees.

The correct solution of the problem of getting and adequate labor supply for mines is not in lowering the intellectual standard of workmen sought. It is rather to make the mines safer, more comfortable and sanitary. Improve the ventilation. Raise community conditions. Even raise the wages if need be to keep the more intelligent classes of workmen. View the wage problem in a broad way. Consider the indirect as well as the direct costs. The low-priced labor is seldom the cheapest in the long run. Give a raise if it is at all deserved, for if it is deserved, it will have to be given in time, anyway. Therefore, the sooner the better, for the good workmen, the dependable workmen, will then be held in the community. —Mining & Engineering World.

What Some Michigan Cities are Doing.

Written for the Tradesman.

Hillsdale held a special election and defeated the proposition to bond the city for \$6,000 for the purchase of Baw Beese park from the Lake Shore & Michigan Southern Railroad.

The Saginaw Board of Trade is receiving subscriptions to a fund for the erection of signs on Saginaw county roads, giving names and distances for benefit of tourists.

The Hirth-Krause Co. will add to the capacity of its tannery at Rockford by installing a new boiler equipped with automatic stokers. The tannery is being operated full time.

The City Council of Sault Ste. Marie has ordered four cluster lights, to be installed on the city hall grounds, and Ashmun street will probably be lighted later by a cluster system.

Grocers and butchers of Owosso will hold their first annual picnic Sept. 11 at Round lake and those who do not go by automobiles will take the train to Lainsburg, from which point transportation will be furnished to the lake.

Clio has secured a milk condensory, which will be in operation in December, employing twenty-five hands at the outset.

Benton Harbor grocers enjoyed their first annual picnic at Indian lake Aug. 28.

The Common Council of Flint is

taking first steps toward abating the smoke nuisance and an ordinance which provides for a smoke inspector has passed to second reading.

The Menominee Commercial Club is planning a trade extension trip by autos to the Nadeau district.

The Bay City Council has ordered an inspection of sidewalks and all dangerous wooden walks will be removed.

Brick are being laid in construction of Petoskey's new high school.

The John Otis broom factory, at Big Rapids, has resumed operation with thirty hands employed.

The Big Rapids Gas Co., Big Rapids, has installed a new bench at the plant, which doubles its former capacity.

The contract for building the Carnegie library, at Main and Shiawassee streets, Owosso, has been awarded to a Kalamazoo firm for \$17,300.

Corunna will soon have electric lights, after being in the dark since 1908.

The contract has been awarded for building twenty modern homes in the northwestern section of Albion, to be completed before snow flies.

A home coming association has been formed at Ann Arbor with a view to holding a two days' celebration each year.

Reports from Frankfort on the resort business state that this has been the banner year. From 300 to 400 people from St. Louis and Cincinnati have spent the summer in Frankfort and there is talk of erection of a new hotel and sanitarium.

The wool boot plant at Hastings has resumed operations, after a shut down of five months for improvements costing \$30,000.

Muskegon has been offered McGraft park of forty acres on condition that \$5,000 is spent in improvements during the next five years, and the Chamber of Commerce is getting busy in the matter.

The Marston farm, located three miles north of Bay City, has been selected as the site for the Bay county house of correction, and the county will vote in November on a bond issue of \$50,000 to purchase the site.

Cadillac will build a new sewage disposal plant, at cost of about \$34,000. Almond Griffen.

COMING CONVENTIONS TO BE HELD IN MICHIGAN.

September.

Michigan State Medical Society, Flint.
Michigan Library Association, Muskegon.
Mid-West Association of Deaf Mutes, Grand Rapids, 1.
Central German Conference, Grand Rapids.
West Michigan State Fair, Grand Rapids, 1-6.
Grand Council Order Star of Bethlehem, Detroit, 2.
State Encampment Knights of Pythias, Kalamazoo, 2-3-4.
Michigan Postmasters' Association, Traverse City, 3-5.
Grand Circuit Races, Kalamazoo, 4-8.
Michigan Retail Shoe Dealers' Association, Detroit, 9-11.
Michigan Bean Jobbers' Association, Grand Rapids, 10-11.
Michigan State Fair, Detroit, 15-20.
Grand Circuit Races, Detroit, 15-20.
Michigan Federation of Labor, Kalamazoo, 16-19.
Michigan Association of Local Fire Insurance Agents, Detroit, 17-18.
League of Michigan Municipalities, Jackson, 17-19.
Re-union Ninth Regiment Michigan Veterans, Detroit, 19-20.
American Portland Cement Manufacturers' Association, Detroit, 23-25.
American Road Congress, Detroit, 29-October 4.

American Automobile Association, Detroit, 30-October 3.
Eastman Kodak Exposition, Grand Rapids, 29-October 4.

October.

Michigan Association of Builders and Traders' Exchanges, Grand Rapids.
Michigan State Pharmaceutical Association, Grand Rapids, 1-2.
Michigan Pharmaceutical Travelers' Association, Grand Rapids, 1-2.
Michigan Good Roads Association, Detroit, 1-3.
Michigan Branch of the International Order of the King's Daughters and Sons, Mt. Clemens, 1-2-3.
Grand Lodge Loyal Order of Moose. Annual Conference on Vocational Guidance, Grand Rapids, 19-20.
Michigan State Federation of Art Association, Grand Rapids, 21.
Michigan Federation of Women's Clubs, 21-22.
Grand Council of the I. O. O. F., Kalamazoo, 21-22-23.
National Association for the Promotion of Industrial Education, Grand Rapids, 23-24-25.
Michigan Bee Keepers' Association, Detroit.
Michigan Society of Optometrists, Detroit.
Michigan State Teachers' Association, Ann Arbor, 30-31.

November.

Michigan Association of Commercial Secretaries, Bay City, 6-7.
Michigan Retail Implement and Vehicle Dealers' Association, Grand Rapids, 11-12-13.
National Baptist Congress, Grand Rapids.

December.

Michigan State Grange, Flint.
Michigan Knights of the Grip, Grand Rapids.
Michigan Branch of the National Bee Keepers' Association, Detroit.

January.

Modern Maccabees of the United States, Bay City, 11-15.
Retail Walk-Over Association, Grand Rapids.

February.

Retail Grocers and General Merchants Association, Grand Rapids.
Michigan Association of County Drain Commissioners, Grand Rapids.
Michigan Retail Hardware Dealers' Association, Kalamazoo, 17-20.

March.

Michigan Association of Master Plumbers, Grand Rapids.

July.

Michigan State Barbers' Association, Flint.
Michigan Retail Jewelers' Association, Grand Rapids.
Michigan Association of Police Chiefs, Sheriffs and Prosecuting Attorneys, Alpena.

Quotations on Local Stocks and Bonds.

	Bid.	Asked.
Am. Gas & Elec. Co., Com.	76	76
Am. Gas & Elec. Co., Pfd.	45	47
Am. Light & Trac. Co., Com.	348	355
Am. Light & Trac. Co., Pfd.	105	107
Am. Public Utilities, Com.	50	53
Am. Public Utilities, Pfd.	73	74
Cities Service Co., Com.	73	75
Cities Service Co., Pfd.	71	74
Citizens' Telephone	80	83
Commercial Savings Bank	215	
Comw'th Pr. Ry. & Lt., Com.	58	60
Comw'th Pr. Ry. & Lt., Pfd.	78	80
Elec. Bond Deposit, Pfd.	65	75
Fourth National Bank	212	
Furniture City Brewing Co.	59	61
Globe Knitting Works, Com.	125	135
Globe Knitting Works, Pfd.	95	99
G. R. Brewing Co.	125	150
G. R. National City Bank	178	186
G. R. Savings Bank	225	
Kent State Bank	260	264
Lincoln Gas & Elec. Co.	28	32
Macey Co., Com.	200	
Macey Company, Pfd.	95	97
Michigan Sugar Co., Com.	30	36
Michigan State Tele. Co., Pfd.	90	95
National Grocer Co., Pfd.	85	88
Old National Bank	205	207
Pacific Gas & Elec. Co., Com.	39	41
Peoples Savings Bank	250	
Tennessee Ry. Lt. & Pr., Com.	16	17½
Tennessee Ry. Lt. & Pr., Pfd.	70	72
Utilities Improv'm't Co., Com.	44	48
Utilities Improv'm't Co., Pfd.	68	72
United Light & Ry., Com.	76½	78
United Light & Ry., 1st Pfd.	74½	76
United Light & Ry., 2nd Pfd.		
(old)	74	75½
United Light & Ry., 2nd Pfd.	68	70
(new)		
Bonds.		
Chattanooga Gas Co.	1927	95 97
Citizens Tele. Co., 6s	1923	101 101½
Com. Power Ry. & Lt. Co. 6s		97½
Flint Gas Co.	1924	96 97½
G. R. Edison Co.	1916	98½ 100
G. R. Gas Light Co.	1915	99 100
G. R. Railway Co.	1916	100 101
Kalamazoo Gas Co.	1920	95 100

September 3, 1913.

Going Some.

Maria—"Rastus whar yo' been all dis time?"

Rastus—"Been comin' back from whar I been gone when de mule come at me."

FIFTY YEARS AGO.

How July 4 Was Celebrated in Newaygo County.

Written for the Tradesman.

Fifty years ago last Fourth of July they were celebrating at one of our Northern villages.

There were no railroads into the north woods in those days; there were patriots there.

The Fourth in 1863 was a memorable one the country over. The war for the Union had been going on for more than two years, the tide of victory more often perching on the Southern banners. Some were discouraged, anxious to come to terms with the open enemies of the Government.

It was no time for compromise, however. The speaker of the day was an old man, with gray hair, lofty brow and piercing eye. He had been twice honored as a representative in the State Legislature. He was a man of no mean ability and the boys who listened to him that day left stirred to renewed devotion to the flag and the country.

A haze hung over the river and town, smoke, some declared, from the many battlefields of the South. News was dribbling over wires telling of the great and desperate struggle going on amid the hills of Pennsylvania.

Lee's army, flushed with its wonderful successes on Southern soil, had dared to cross the Mason and Dixon line, dared to invade a free state with its flaunting banners, its

bellowing cannon, was even now making the last desperate battle for supremacy.

Far down in the Southwest, on the banks of the Father of Waters, another scene was transacting, no less than the surrender to the Galena Tanner of the army of Pemberton who had bidden defiance to the advance of the Union hosts many long weeks behind the ramparts of Vicksburg.

The orator of the day referred feelingly to the battle then raging around the little Pennsylvania village of Gettysburg.

"Our boys," he cried, "your boys, mothers, fathers of Newaygo county, are there breasting the savage battle hail. On Northern soil the rebel host has staked its all on desperate duel to the death. Pray, mothers, pray, fathers, as you have never prayed before, for the good God to give the Union victory. If we whip them now, drive them back across the Potomac, the war will soon come to a close. If they defeat us—but I will not consider such a calamity for a moment."

Nor did he. All the people realized that the battle in Pennsylvania might solve the weal or woe of the Republic, and that Fourth was celebrated with more serious thoughts than had ever filled the hearts of our people since the day had been designated as one to be kept sacred with the noise of cannon, crackers and displays of fireworks.

The stage from Grand Rapids brought the papers every day. Most

of the country people remained to hear the latest news from the front. Scarcely a family but had a representative on the battle line in that fierce war summer of '63.

How the crowds surrounded the stage when at length it rolled into the little frontier settlement. A man sprang from the vehicle with a paper in his hand. Silence fell as he stood upon a box and read the latest news from the front.

"After two days of desperate fighting Meade has won from Lee the greatest battle of the war!"

How the cheers went up. White faced mothers, stern browed fathers, half grown boys and girls stood, gladdened at the news, saddened, however, because the victory had been won at most frightful cost. Twenty thousand men lay dead or dying on the hills and dales of that Pennsylvania village.

"Meade has won! Meade has won! Lee is retreating, his army shattered and demoralized!"

Something like this the paper stated. All hearts were thrilled over the news. Throughout the day a certain dread had set upon the hearts of the people. This was lifted now and the little cannon on the courthouse square belched its glad some tribute to the victory so dearly won.

We as a united Nation, are to celebrate the semi-centennial of that day this year. How will we do it? The reunion of the Blue and the Gray on the field of Gettysburg serves as a pattern for all the rest. Let it be a glad outflow of kindly feeling for all

mankind. Let us give the right hand of fellowship to every soul within our borders, not even excepting the little man from Nippon.

We are the most powerful Nation in the world to-day, and when I say this, I am not forgetting those peanut politicians who groan in spirit over the extravagance of our building a strong navy. There may be hindrances, as there seems to be at present, when men of popgun caliber get into high places, but even these cannot stop the march of events, cannot turn us as a Nation aside from manifest destiny as the eventual owner of all the land in North America, from the Pole to the Isthmus. We shall need a good-sized army, and a plentiful supply of war ships—and we shall have them.

Let us not forget that it was the men who fought at Gettysburg half a century ago who saved to us and to future generations the flag that we honor and the Fourth of July we are celebrating all over our land. What would America be without its glorious Fourth? That is the day of days with every boy in knickerbockers, every girl in short skirts, from the Lakes to the Gulf. We all enjoy it for what it symbolizes and it will be a sorry day for the American people if the time ever comes when that birthday of our Republic is cast into the rubbish heap of a forgotten past. What the continental Congress did at Philadelphia in 1776, our Boys in Blue cemented to the American heart for all time at Gettysburg.

Old Timer.

The New Stationery House

New Goods---New Ideas---Right Prices

We have in stock an "all new" line of stationery and stationers' sundries, which it would be worth your while to look over before placing your orders.

You never go wrong on
NEW GOODS

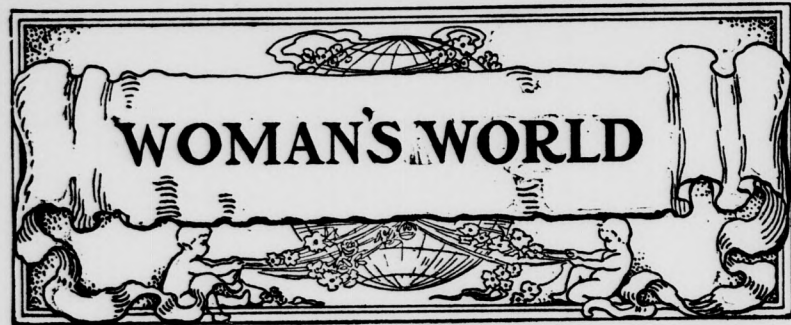
890

Eight hundred ninety all different Christmas Post Cards to sell for **One Cent Each**, to cost you 30c, 35c, 40c, 50c and 60c per 100. Christmas Post Cards mean good sales at good profits.

WILL P. CANAAN CO.

Wholesale Post Cards, Stationery and Holiday Goods

GRAND RAPIDS, MICHIGAN



Word of Warning Against the Abused Woman.

Written for the Tradesman.

"Are you enjoying your stay here at the Billowwave?" asked a chance acquaintance of Mrs. Enderby, who was languidly leaning back in a big chair on the veranda of a summer hotel.

"Oh, as well as I expected to. I am dreadfully bored but I try to stand it as well as I can. You see I didn't want to come here at all this summer, I so much desired to go to the Adirondacks. But my husband thinks there is nothing like this Bay, so of course I yielded to his preferences. In fact I never mentioned my own wishes at all. I seldom do. Mr. Enderby is of the disposition to make it very unpleasant if his wishes are opposed in the least, so I always acquiesce if possible. I have made it the great rule of my life to consult his pleasure first. He likes it here—the Bay and the boating and the woods near the shore. To me these things have become an old story. I really needed a change and it does seem a little hard to put in my vacation, the only chance I have in the whole year for a little outing, at this prosy old Billowwave. But so long as Mr. Enderby is enjoying himself, I suppose it doesn't matter that I am finding it very dreary. I shall be glad to get home again." There was a pitiful little quaver in Mrs. Enderby's voice and she sighed deeply.

Mrs. Powell, the woman who enquiry prompted by simple friendliness had awakened this strain of lamentation, looked at the well-groomed lady beside her in some surprise, and a wave of sympathy arose in her honest heart for the sadness and suffering endured by Mrs. Enderby with such seemingly saintlike self-abnegation.

Mrs. Powell is a straightforward soul and incapable of ever seeing through the deep plots of so artfully clever a schemer as Mrs. Enderby. She did not observe that Mrs. Enderby's low plaintive voice was pitched in such a way that Mr. Enderby, seated just around the corner with a man friend, could not fail to hear every word his wife let fall, and that each sentence she uttered was carefully selected with a view to producing certain effects upon her husband's mind, chief among which was the feeling that he had been very selfish and inconsiderate in bringing her to Billowwave, and that the least he could do to atone for his thoughtlessness was to defer to her wishes constantly.

Mrs. Powell is not one to divine the real truth, which was that this

handsome lady sitting beside her with a patient, martyred expression on her fair countenance, had in reality not cared a nickel where she went this summer. Mr. Enderby had frankly expressed his liking for the picturesque spot where they had spent the two preceding summers. All he could get out of Mrs. Enderby on the subject was—"Oh, you want to go to Billowwave—we'd better go there, of course. I shall get along very well."

But once arrived at that beautiful spot, she had made their coming to the place of his choice the basis and excuse for all sorts of unreasonable demands and exactions, and already had it mapped out in her lengthy little head to use these two weeks at Billowwave as the pull for about everything out of the ordinary she would want for a year to come. Even now she had it definitely determined in her ingenious brain that her husband's own plan for the morrow of a days fishing on the Bay, must be abandoned in order that he might escort herself and a bevy of her women friends on a picnic up in the hills.

Mrs. Enderby is an adept at that kind of domestic martyrdom that has been aptly termed "a bank account of five figures." By that weak, timid, almost trampled-under-foot manner of hers she is able to achieve most astonishing results.

She is the sort of woman who often takes by no means inexpensive trips—journeys that anyone else would find delightful—but who frequently speaks of herself as being closely tied at home—never being able to go anywhere; who is always beautifully dressed, but who is ever complaining that she never has anything to spend for clothes; who usually seems to have the leisure for all kinds of time-consuming fads, but who is very apt to talk as if she were just worn to death with work; who in short has about as good as there is in everything, but who manages always to carry the impression that she is having a hard, hard time. No other sort of woman can so effectually compel others to fetch and carry for her as the woman who always is setting up a pitiful little plaint of being abused. She can make the kindest and best husband in the world feel his inadequacy during every waking moment of his life; keep him in a perpetual state of apology—in general for being on this earth at all, and in particular for ever having had the audacity to become her husband.

Sometimes I caution young and marriageable men against marrying

girls who show certain traits that are unpleasant when manifested by a running mate in the matrimonial harness. I am not sure that my advice often is followed, but I do at least have the satisfaction of feeling that I have done my full duty in the premises. Here and now let me warn every well-meaning young man against falling into the toils of the girl who in a very few years will develop into the abused woman. Shun her as you would a pestilence.

Every man is prone to fight shy of the strong-willed, self-asserting female who, he thinks, might want to usurp what he would consider his rightful place as lord and master of the household; but in masculine blindness and stupidity he does not realize that domination from which he has most to fear is "pink and white tyranny;" that the rule of Mrs. MacStinger or of a veritable termagant or catamaran is not so much to be dreaded as the despotism of some little meek white-faced creature who understands that always taking the role of being neglected and ill-treated is the most telling bit of sacrifice in the whole category of feminine finesse.

The woman who is really abused, even though suffering kicks and beatings from her drunken brute of a husband, usually will conceal his atrocities as long as possible, and if finally he does get into the hands of the law, she will extenuate his wrongdoings and plead for his release. Women who are subjected to ill usage a little more refined than the drunkard's blows but still ill usage, often suffer in silence and utter no word of complaint. By a strange inconsistency of the sex, many who have the most indulgent and devoted husbands in the world and about all else that heart could wish thrown in to the bargain, take a morbid delight in affecting a pseudo-martyrdom.

From the real martyr, who suffers or dies for some worthy cause, no one of us would for a moment withhold the chaplet of well-deserved honor and renown. But regarding the counterfeit martyr, who insists upon taking the smallest piece of pie or no pie at all when she doesn't happen to be caring for a pastry dessert, and then makes a merit of her self-denial and uses it as a lever to secure something worth more than a dozen whole pies, most of us are ready to endorse the apothegm—"Every one hates a martyr; it's no wonder martyrs were burned at the stake. Quillo.

Reasons for the Stability of Public Utilities.

Written for the Tradesman.

Publicity and absolute frankness in dealing with the public have come to be recognized as an advantageous necessity by public utility corporations and industrial companies. Well managed public utility corporations are not only willing to give to the public full information as to their operations, earnings, etc., but court investigation as to these details.

One reason for this attitude is that the showing is usually of such a nature as to inspire confidence in those who have money to invest.

There is nothing really wrong with general business conditions and out of the present confusion one fact stands clear and that is that the American people have become tired of stock gambling on margins.

In spite of political uncertainty and general timidity exhibited by capital, the securities of public utility corporations, especially those of gas and electrical companies, remain remarkably firm. This is due to the fact that the business of this class of enterprises is constantly growing, as will be seen by examination of their reports.

The earnings statements of fifty-four gas, electric light and traction companies for the year ended May 31, 1913, as compiled by the Chicago Market Record, show an increase in net earnings over the corresponding period of 1912, amounting to \$4,501,565. The net earnings of twenty-eight companies for periods ranging from five to eleven months show an increase of \$4,275,487. For eighty-two companies including the American Light & Traction, American Public Utilities Company and the United Railways and Light Company, the increase was \$8,777,052. This combination includes thirteen more companies for the year and eleven more companies for shorter periods than has heretofore been reported. The gain in net earnings for fifty-four companies averaged 10.5 per cent. and for the eighty-two companies 10 per cent.

This clearly shows the truth of the contention that the business of public utility companies is little affected by general conditions. Current monthly reports indicate that the increase in power business by electrical companies and industrial use of gas is making up for the former falling off in gross earnings during the summer months when lighting business is smaller. The increase noted in net earnings is due not only to the growth of the communities served by the various companies, but is also due to the economy of concentrated buying and the more able management of the plants through which the maximum product is turned out and distributed.

That the general public realizes the stability of public utility securities is shown by the fact that to-day there is scarcely a large banking house in the East that does not carry a line of these securities in its investments. They are attractive not only by reason of their stability and excellent yield but for the moderate amounts in which they are issued which enables persons of medium means to invest their money to advantage.

Paul Leake.

The Philosophy of Life.

May I be friends to all the trees;
To birds, and blossoms and the bees;
To things that creep, and things that hide
Through all the teeming country-side;
On terms with all the stars at night;
With all their playful beams of light;
In love with leafy dales and hills,
And with the laughing mountain rills;
With summer skies, and winter snows;
With every kind of breeze that blows;
The wide sea and the stretching plain,
The tempest and the falling rain—
If I were thus what need had I
To fear Death's solemn mystery
That takes me from the world's alarms
And lays me in earth's loving arms?
John Kendrick Bangs.

LOST HER JOB.

What Resulted From a Betrayal of Trust.

Written for the Tradesman.

Two years ago I was holding a position of considerable responsibility with a well known commercial agency in a Western city. Most of the stenographic work and typewriting was done by girls and young men recently out of business college, the pay being small, from \$6 to \$8 a week. The work consisted largely in making a great many carbon copies at a time on the typewriter of commercial reports giving ratings on business firms in our territory, notices of bankruptcy, increased capitalization and the like. The work was heavy on the girls because of the hard pounding necessary in the manifolding, the practice being to use double carbon sheets and very thin paper, each carbon sheet making two carbon copies, the stenographers removing the ribbon from their typewriters in order to strike the thick layer of paper and carbon sheets in the machine with more force.

Not only was the work heavy and the pay small, but the company put its employees on their honor not to divulge their wage rate to any one, doubtless in order to prevent their friends from knowing what low wages they received, lest they try to help them to better positions. It has always seemed inconsistent that commercial agencies, which look after the rating and the character of people so carefully, are themselves so niggardly in their treatment of their own employees.

I had made the acquaintance of a bright, intellectual girl where I boarded, who was studying shorthand in one of the business colleges. Pretty soon she took a small position at \$6 per week. Her father, as I learned, was a merchant in a country town not far from the city. Miss E. was ambitious, well able to hold a better place and, therefore, naturally desirous of doing better, so knowing the commercial agency was continually hiring stenographers at a little better wages than this, I advised her to apply there, which she did, and had no trouble in getting a place at \$8 a week—\$2 more than she was getting previously. She was well educated, very conscientious and deeply religious.

Three weeks after the girl went to work for this agency a damaging report on her father came to her desk with instructions to make fifty carbon copies of it. There were fifty or sixty girls in the room, and the report had come to her by the merest accident, the party who parcelled out the reports to the different stenographers not even knowing the girl's name, much less that the man reported on unfavorably was her father.

Miss E. was naturally indignant, but she was inexperienced in business, had never been placed in such a position before and had no close friend in the office to whom she could turn for advice. Even had she had such a friend she would have felt a delicacy about consulting that friend in a matter that reflected on her father.

She knew she was on honor not to divulge to outside parties the nature of reports she copied, but loving her father, and believing the report false she saved out one of the carbon copies, and at the noon hour sent it to him by mail under a special delivery stamp, with a note explaining the circumstances. The other copies were mailed out in the usual way that afternoon.

This little act stirred up quite an unexpected hornet's nest next day. The girl's father was in the city by 8 o'clock in the morning and had a stormy interview with the manager, in which he branded the report as maliciously false, and as a result of the interview he entered suit for damages against the commercial agency.

The girl, not realizing fully what the effect of her act would be, came to work as usual that morning and didn't know her father was in the city until after 9 o'clock, as he had gone direct to the manager's office in another part of the building, and the interview was over and he had gone to consult his lawyers without seeing her.

Immediately after her father left the building the manager called Miss E. into his office, where she was sharply reprimanded for violating the rules of the office and breaking her word of honor, received the money due her, and was discharged, all within five minutes after the interview with her father had ended. She was a sensitive girl and, as she had been with the company only three weeks, she was almost a stranger in the office—I being the only member of the force she was acquainted with before taking the position—so there were not many to sympathize with her or take her part after her discharge and the incident hurt her deeply. However, it is pleasant to be able to say that she was out of employment only one day, when she secured a new position at \$12 per week, a considerable increase over her wages with the commercial agency.

Did this girl do right? If not, what should she have done under the circumstances? J. H. Motes.

The Tradesman prints the above contribution, not because it has any particular merit, but simply to refute the idea of the writer as to the personal responsibility of the stenographer in question. The relation of a stenographer to a business house is a confidential one and any matters which come to her in the regular course of business should be held in the strictest confidence. Any other view of the matter is unbusinesslike and conducive to chaos. The action of the young lady in question in disclosing to her father private information which happened to go through her hands in the course of her daily duties was not only unbusinesslike, but contemptible. Unless the Tradesman is very much mistaken, nearly every state in the Union has a statute providing for the punishment of violations of confidence of this character. Of course, very few business institutions would prosecute a young

woman under such circumstances, but the violation of confidence on her part cannot be excused on any reasonable ground—morally or commercially. The whole fabric of business life is based on confidence and, unless this priceless treasure is cherished and preserved, business relations cease to be businesslike and become uncertain and unreliable. The Tradesman would feel that it was not doing its full duty to its readers and itself if it permitted such a statement of facts to appear in its columns without rebuke and chastisement.

How Does It Get Across?

At a certain Eastern university one of the professors was conducting an examination in physiology. He asked for a description of the circulation at the extremities, meaning, of course, the capillary circulation.

The youth he called upon evidently did not know much about the matter, for he replied that the blood went down one leg and up the other!

To Whom It May Concern:

The firm of William Engelman & Son is hereby dissolved by mutual consent. William Engelman is sole proprietor after this date and will pay all debts owed by aforesaid firm and collect all accounts due the same.

Dated at Howard City this twentieth day of August, A. D., 1913.
WILLIAM ENGELMAN.
A. F. ENGELMAN.

More men than a few are poor salesmen because they eat too much, drink too much or smoke too much.

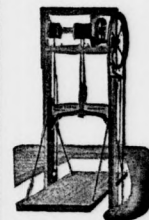
One touch of fashion is apt to make all women freaks.

ELEVATORS

Hand and Power
For All Purposes

Also Dumbwaiters
Sidewalk Hoists

State your requirements, giving capacity, size of platform, lift, etc., and we will name a money saving price on your exact needs.



Sidney Elevator Mfg. Co. :: Sidney, Ohio.



Bean Harvesters

The time has arrived when there is a steady demand for BEAN HARVESTERS. We have a very complete stock on hand and are in a position to ship promptly. Do not delay but send us your orders at once. Mail orders given prompt attention. Send to-day for particulars.

Brown & Sehler Co.

Home of "Sun-Beam" Goods

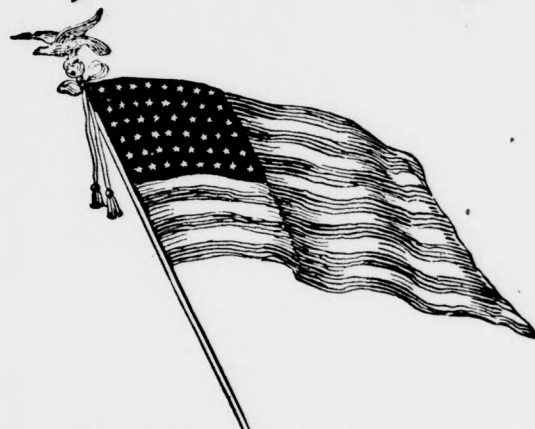
Grand Rapids, Mich.

Summertime Is Tea Time

Nothing so Refreshing, Invigorating and
Bloodcooling as Delicious Iced Tea.

We recommend our

PEERLESS



ICE TEA BLEND

As the acme of perfection. Scientifically blended specially for Iced Tea, from the choicest growths of Ceylon and India. Put up in handsome 10 lb. caddies.

THE TEA HOUSE

JUDSON GROCER COMPANY

The Pure Foods House

Grand Rapids, Mich.

DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, Sept. 2—Wilbur Glen Voliva, who succeeded Dowie, says that God showed his wrath toward Kansas and surrounding states by not sending any rain because they persisted in raising hogs. How about those traveling men in Michigan who place their grips, etc., in a seat in a first-class coach on Monday morning, then go and occupy another seat in the smoker?

J. J. Berg, the China-man, discovered this sign in Petoskey: "Why go elsewhere to be robbed? Go to Ye Leather Shop, Main street."

W. I. Sallee left Detroit, bag and baggage, and has opened an office in the Houseman building in Grand Rapids. Mr. Sallee represents the Continental Steel & Supply Co., Bixler Coal & Coke Co., Enterprise Sand Co. and John T. Hesser Coal Co. He formerly had an office in the Penobscot building. As usual, we know that Mr. Sallee will be welcomed to Grand Rapids by a real live bunch of U. C. T. Detroit mourns his loss.

Mr. Storey, manager of the hotel at Wolverine, disliked a certain friend of one of Detroit's most popular traveling men. When this traveling man applied for food and shelter, we are told, Mr. Storey replied he had nothing to offer. Might have been merely a coincidence. If not, Mr. Storey deserves the condemnation of every respectable traveling man on the road. The traveling man in question is a man who, in all his thirty years experience, has yet to have anyone speak an ill word of him.

News has just been received of the marriage of Tom Burton, representative for the Lisk Manufacturing Co., of Canandaigua, N. Y., to Miss Minnie Engler, of Grand Rapids. The marriage, which was consummated on Aug. 19, in Detroit, came as a complete surprise to the many friends of both the bride and groom about the State, all of whom join in congratulating them. Tom is, possibly, one of the best known traveling men in Michigan and an active worker of Cadillac Council, U. C. T. Miss Engler is well-known in Western Michigan, where she has hosts of friends. The happy couple will be at home to their friends after Sept. 1 at 561 Third street. By deciding to make Detroit their home they show they are a couple of unusual good judgment.

That all travelers are not of the type attributed to them by the many wiseacres was proved by Harry McCall, of Grand Rapids, last week. Harry took his wife with him on his regular trip and Mrs. Mac says she had a very pleasant trip and no one seemed surprised that Harry was a married man.

J. H. Lee waxed real eloquent last week in describing the trip of the Niagara to Muskegon and through his burst of eloquent prose we were glad to learn that Perry captured a schooner. It is a much tougher job to capture a schooner now than it was then—especially on the Pentwater branch.

R. W. Woodruff, representative for the Columbus Pharmacal Co., of Columbus, Ohio, has again started out on the road, after being at his home in Howell for several weeks, on account of the illness of his wife. We are pleased to write that Mrs. Woodruff is improving very rapidly.

Only one more month before the big October meeting of Council No. 9. The committees are all working along smoothly. Members are bringing in roseate reports of the number of new applications that will be brought in. We notice that other councils about the State are following the example of Council No. 9 and are going to have a great big booster meeting in the rear future. With the proper amount of enthusiasm shown, it is wonderful what can be accomplished in any line of endeavor.

Sam Goldfarb, the boy merchant of Elk Rapids, had occasion to pay Grand Rapids a visit last week and, after being in the city a few hours, was able to go about unaccompanied, the street cars and automobiles ceasing to disturb his equilibrium. Sam was dressed just like a city chap and if it weren't for the fact that he ate two average meals at one sitting, it would indeed be hard to tell he lived in Elk Rapids.

Sometime ago the writer took occasion to make disparaging remarks regarding the management of the Hotel Phelps, at Greenville. In justice to Mr. Green, we wish to say what we wrote at that time was all hearsay—possibly from (the too prevalent) disgruntled travelers. This week we had the opportunity of finding out for ourselves just how "bad" the management was. The hotel proper has been remodeled until it is now one of the prettiest hotels in Michigan, size of city considered. The management (including Clerk Albertson) deserve great praise for their affable and accommodating manners, they leaving nothing undone to make their guests as comfortable as possible. If the different hotels about the State were the equal to the Phelps, traveling would be a pleasure.

Fred Kirchner, city salesman for A. Krolik & Co. and champion Ford driver of Detroit, says that it is hard to teach a quitter to quit quitting.

We wish to congratulate Guy Pfander on the following, clipped from his column of last and which, to our mind, is worth reprinting: "Every man, woman and child should be proud to live in a city like Battle Creek. We of 253 are doubly proud because we not only live here, but we belong to the liveliest council of the United Commercial Travelers of America there is in the State of Michigan and we can and will prove it by growth, good cheer and loyalty." Why the different correspondents—Ura Donald Laird excepted—overlook the opportunity of boosting their home town through the medium of a paper that goes all over the State is more than we can understand. We have never yet seen the town, no matter how small, that didn't have some advantages—Detroit included.

Detroit hasn't "some" advantages. It has "all" of the advantages.

Big noise in Grand Rapids this week. West Michigan State Fair.

Abram Shook, former representative of Moncalm county and general merchant of Coral, is the proud possessor of a Hudson car. "No matter how fast the car goes," says Abram, "the money goes faster."

H. D. Bullen: You had three guesses and all were wrong. I was broke.

Jake Netzorg, Crowley Brothers' veteran salesman, the man "with nothing to say," manages to get by very nicely, notwithstanding that fact. No one ever accused "Uncle" Jake of saying, "I have nothing to eat."

J. Russell Waddell, the merchant-traveling man, representing G. H. Gates & Co., is making preparations for his trip exhibiting his spring line of hats and caps. "Rube" says charity begins at home, but gets spoiled staying there too long.

Why do they go to Europe to buy antiques? Why not buy a G. R. & I. passenger coach?

Speaking of antiques, there is "By Gee Cripe" Jennings up the Rapids way also. James Goldstein.

Chirpings From the Crickets.

Battle Creek, Sept. 2—S. A. McGee, father of Brother Ed. McGee, who has been confined to his home so many weeks, was on the street Saturday in a wheel chair, shaking hands with his many friends.

Clarence Van Lieu and wife have spent a pleasant two weeks at Coldwater Lake, with Mr. and Mrs. John Hach, Jr., of Coldwater. Bro. Van Lieu went to Chicago Monday afternoon to be in the house during September. Van is one of Marshall Field & Co.'s good men and has just closed a successful season's business.

A disastrous fire wiped out the stock of the Helmer-Goodale Drug Co., wholesale and retail druggists on East Main street, at 4:30 a. m. Monday. The blaze started in the basement and quickly spread out throughout the building. The big shoe stock of H. A. Preston also suffered a loss from water. Origin of fire unknown at this writing. The local department did wonderful work and kept the fire confined to the one building. Battle Creek's fire department is second to none in the State and our citizens can be justly proud of their work on this treacherous drug store fire.

Chas. W. Moore left Monday for Milwaukee, where he has accepted a road position. We all wish you success, Charles, and know your methods will surely win out.

The State Convention of the K. of P. will be held in Kalamazoo this week. Battle Creek will attend and have a long line of men in line Thursday night. We are going over with the prize-winning Elk band.

Geo. Alexander and son, Ernie, were transferred by card from 131 to 253 at our last regular meeting.

John Hamilton, a local boy who has been selling plumber's supplies out of Holland, has made a change to an Eastern house. We want to see a U. C. T. button in your coat lapel pretty soon, John.

Assessment No. 118 was called Aug. 25 and is payable on or before Sept. 24. This is the fourth assessment this year. Mail your Secretary your check now while it is fresh in your mind. The ice, telephone, gas, rent or coal man may want it to-morrow. The others of the fifty-seven I will not mention.

Bro. R. S. Hopkins and his auto kept Clarence Whipple out of our U. C. T. float a week ago Saturday.

Oh! Hop! How I wish you drove a Buick.

That good-looking, portly blonde, Elmer E. Mills, will soon be making his home here. Hurry up, old boy.

Polk & Co. are now taking the census and we want you and your family listed here.

Oh, you booster.

Read the Tradesman.

Guy Pfander.

Good Cause for Indignation.

Susquehanna is near the line between New York and Pennsylvania. A man who kept a "blind pig" in that perennially dry town was indicted and put on trial after many years of immunity. One of the State's witnesses was a life-long friend and patron. To him, on the stand, the District Attorney said:

"Mr. Jones, how long have you known this defendant?"

"I've known Mr. Robinson, man and boy, for nigh onto seventy years."

"Have you ever been in his place?"

"Yes, sir, anywhere from two to ten times a day for fifty years or more."

"Why did you go there?"

"Went to get a drink."

"And you always got the drink?"

"Always, sir."

"What did you generally get?"

"I asked for goat's milk."

"Did you get goat's milk?"

"What I got was always satisfactory to me, sir."

"Now, Mr. Jones, tell me, on your oath—when you went into Mr. Robinson's place, two or five or ten times a day for fifty years or more, as you have testified, and asked for 'goat's milk'—as a matter of fact, didn't he give you whiskey?"

The old man combed his long white whiskers with his fingers as he leaned forward, indignation, dismay, and other emotions struggling for mastery, as he replied:

"Mr. District Attorney! As I tell you, I have known Mr. Robinson, man and boy, for a lifetime. His wife and my wife is like sisters; they have nursed each other in sickness and been good friends in health. I trust Mr. Robinson like a brother. And if I went into his place and asked him for goat's milk, and he give me whiskey!—all I've got to say, sir, is that he done very wrong!"

Sounded Very Alarming.

Simmons had returned from his vacation.

"I certainly enjoyed the husking-bees," he said to a young woman. "Were you ever in the country during the season of husking-bees?"

"Husking-bees!" exclaimed the girl; "why, of course not! How do you husk a bee, anyway, Mr. Simmons?"

BANKRUPTCY MATTERS.**Proceedings in Western District of Michigan.**

Grand Rapids, Aug. 27—A voluntary petition was filed by Frank Hines, of Grand Rapids, employed by the Pere Marquette R. R. as a fireman, and he was adjudged bankrupt by Judge Sessions and the matter referred to Referee Wicks. The bankrupt's schedules show no assets excepting household goods, claimed as exempt. The following creditors are listed:

G. A. Easton, Grand Rapids,	\$112.00
St. Mary's Hospital,	50.00
T. M. Clark,	39.00
F. A. France,	25.00
J. F. Carter,	65.00
A. Boss,	12.35
D. Stonehouse,	10.80
C. G. Chappin,	6.00
Houseman & Jones,	3.00
C. T. Wolford,	24.00
Peter J. DePress,	5.00
I. Goldman,	3.00
Henry Abair, Bay City,	5.25
Dr. Smith, Huron, S. D., ..	27.00
A. J. Holbrook, Huron,	15.00
T. J. Curry,	12.50
Theo. Audel Co., New York,	21.00
Burlington Watch Co., Chicago,	10.00
Michigan State Telephone Co., Grand Rapids,	4.00

Total \$449.90

The calling of the first meeting of creditors has been delayed until monies are advanced for payment of necessary expenses.

August 28—In the matter of Vincent P. Nash, bankrupt, of Grand Rapids, formerly of Holland, an order was entered calling the first meeting of creditors to be held at the office of the referee on Sept. 23, for the purpose of electing a trustee, proving claims, examination of the bankrupt, etc.

In the matter of George DeWeerd, bankrupt, of Holland, an order was entered calling the first meeting of creditors to be held at the office of the referee on Sept. 23, for the purpose of electing a trustee, proving claims, examination on the bankrupt, etc.

In the matter of Lucas Brothers, bankrupt, formerly merchants at Maple Grove, Missaukee county, the supplemental final report of Walter R. Ardis, trustee, was filed, and an order entered closing the estate and discharging the trustee. No cause to the contrary having been shown by creditors, a certificate favorable to the bankrupts' discharge was made by the referee.

In the matter of Harry R. Pickett, bankrupt, of Grand Rapids, it appearing that there were no assets not exempt and no further proceedings being requested by creditors, an order was made closing the estate. No cause to the contrary having been shown by creditors a certificate was made by the referee recommending the bankrupt's discharge.

In the matter of Martin Rose, bankrupt, of Muskegon, it appearing that there were no assets not exempt and no further proceedings being requested

by creditors, an order was entered closing the estate. No cause to the contrary having been shown by creditors, a certificate was made by the referee recommending the bankrupt's discharge.

In the matter of William F. Baker, bankrupt, formerly merchant at Grand Rapids, it appearing from the report of the trustee, Leo Gould, that all the assets were turned over to William E. Slater, who held a valid mortgage on same, an order was entered closing the estate and discharging the trustee. No cause to the contrary having been shown by creditors, a certificate was made by the referee recommending the bankrupt's discharge.

In the matter of Edward M. Andrews, bankrupt, formerly in the implement business at Clarksville, the final report and account of Ernest Nash, trustee, was filed, showing balance on hand for distribution of \$298.48. An order was entered calling a final meeting of creditors to be held at the office of the referee on Sept. 22, to consider such report and declaration of a final dividend for creditors. Creditors are also directed to show cause, if any they have, why a certificate recommending the bankrupt's discharge should not be made by the referee.

In the matter of Thomas E. Price, bankrupt, formerly merchant at Grand Rapids, the final report of Jos. R. Gillard, trustee, was filed showing balance on hand for distribution of \$245.08. Order was entered calling final meeting of creditors on Sept. 24, for consideration of such report and

declaration of final dividend for creditors. Creditors are also directed to show at such time why a certificate recommending the bankrupt's discharge should not be made by the referee.

In the matter of Samuel R. Clarke, bankrupt, merchant at Grand Rapids, the final report of Dorr Kuizema, trustee, was filed showing total receipts of \$43.65, and an order was entered calling a final meeting of creditors to be held on Sept. 18 to consider such report and for declaration of final dividend, if any, for creditors. Creditors are also directed to show cause at such time why a certificate recommending the bankrupt's discharge should not be made by the referee.

In the matter of Thomas W. McFadden, bankrupt, formerly merchant at Muskegon, the final report and account of Harry F. Johnson, trustee, was filed showing cash balance on hand of \$156.78 and reporting offer for balance of assets of \$125.00. An order was entered calling final meeting of creditors for Sept. 18 for consideration of such report and offer for balance of assets, and declaration of final dividend for creditors. Creditors are also directed to show cause at such time why a certificate recommending the bankrupt's discharge should not be made by the referee.

The poor writers we have always with us—if we take the daily paper.

You can't get away from yourself by going to a booze-bazaar.

Going Out of the Jobbing Business

SALE NOW ON

Here, Mr. Dealer, is the chance of a life-time. Our entire \$50,000 stock to be sacrificed, that we may give our entire attention to the Publishing branch of the business. This sales includes all the new Holiday Goods, both foreign and domestic, and all the staple lines.

Here will be your opportunity of buying new, fresh, up-to-date goods at **Special Prices**. Remember this includes all lines. Come at your earliest convenience before stock is depleted—it is our treat, and we urge you to get in while going is good. Your profits are going to depend largely on your ability to **buy right**.

COME ONE, COME ALL!

Ample Salesmen will be on hand to give you prompt Attention

Grand Rapids Stationery Co.

42-44 FULTON STREET

GRAND RAPIDS, MICHIGAN

RICHARD CARTER.

Some Peculiarities of an Old-Time Merchant.

Perhaps one of the reasons why Mr. Carter's clerks were so loyal to him during the noon hour when he was not present was on account of his treatment of old clerks. He had in his employe an old man who had been in the store for many years—and incidentally was fairly well along in years when he joined the force.

This old fellow was inclined to be quick tempered, and somewhat "set in his ways," and was not as spry as he once was. He could not make as many sales in a day as some of the younger clerks and he failed to grasp new ideas. Any change in the way of doing business seemed to him to be a change for the worse. He had done things a certain way for years and he thought that he ought to keep on doing them in that way.

As the Carter methods of store keeping were up-to-date of course this old man, Rob Kerr by name, had to learn many new things and unlearn many old ones.

These then were old Rob's faults; his slowness, adverseness to change, and his lack of grasp of the changing methods of modern business.

But although Mr. Carter recognized these faults in his old clerk he did not discharge him nor did he reduce his salary.

Now the problem of the old clerk is not an easy one to solve. At first blush the philanthropist will laud Mr. Carter's system of keeping an old clerk on at full salary. If the mere question of money were the only one involved we would decide the question offhand once for all. One store keeper would make up his mind that he could not afford to keep his old clerk because he was not earning his pay. On the other hand a number of merchants and I think this number would be surprisingly large—would feel that even if the old clerk did not earn his pay he ought to be kept on the salary list because of the good work that he had one in years before.

This is not a question that can be settled by sentiment alone. To keep a clerk after he has passed his usefulness is not good business, to keep him on at a larger salary than he can earn also is not good business, unless there are other factors that make the man valuable for the storekeeper.

The mere question of the salary and whether or not the old clerk is earning what he is getting or whether or not he can be replaced by a cheaper man who will do the same amount of work, or a man who will do more work for the same salary, is not the only point involved.

There are other points. For one thing, there must be considered the moral effect. Suppose one of the young fellows who was drawing a small salary should find out that the old clerk was getting more than he was, although the younger man could see for himself that he did far more work in a day than the old clerk did; wouldn't the young fellow be likely to slow up, saying to himself: "What's the use of my working hard when

old Bob gets more than I do, although he doesn't make half the sales in a day?"

For another thing, young clerks are apt to pattern after an employe who has been with the concern for a long time. If then, they have an old man like Rob Kerr, as a pattern, wouldn't they be apt to get a wrong start and use wrong methods so that one must go to great trouble to get them started right?

The old clerk who is "set in his ways," and most of them have this failing, is likely to prove a bad example for the younger men.

But on the other hand, there is the object lesson of the old clerk who still is kept on by the man for whom he had worked for many years. That shows the young fellows that when they get old they may expect to keep right on working with the same concern; there will be no danger of discharge simply because they have grown old and slow moving.

Now in considering the question of the old clerk Mr. Carter took into consideration still another question, for I have heard him give it as one of his reasons for keeping the old clerk. He declared that old Rob had a certain clientele that could not be alienated from him. There were a number of old people in the town who wouldn't buy hardware from anyone else. They bought of Rob because it had been their custom to do so for many years, and the custom of years is not changed easily; they bought of him because he knew what they wanted, knew their idiosyncrasies and because—notice this point—he did business in the old way.

Rob, Mr. Carter considered, was worth a certain amount as a business asset no matter how much work he did in a day. The customers that he would bring to a store probably could be secured in no other way. They were not a class that reads the advertisements. You couldn't reach them no matter how much money you spent in that way. In many cases they were not the people that were looking for bargains. Some of the fine old ladies that never bought hardware of anyone else than old Rob thought it was rather undignified to mingle with the mob that was likely to be in a store when there were special bargains to be had.

With old Rob Mr. Carter was always patient, whether he thought that he was getting his money's worth from the old fellow or not, and because of his treatment of a superannuated, crabbed old man probably he got far better service out of his young fellows.

When one starts to enumerate the good points of a man one likes, one is apt to exaggerate. The listener, on the other hand, is likely to go to the other extreme, to believe that the subject of the story is less perfect than he is pictured, or than he really is. In telling you about Dick Carter and the way he did business I have tried to tell you facts only, and facts as I have observed them.

I admit I admire Dick Carter greatly. I think he is a friend of mine. I hope he is. And perhaps I have

allowed my enthusiasm to run away with me. I don't think that I have been picturing a saint—the real Dick Carter is not a saint by any means—but in looking over the details I have written thus far, I am struck with the fact that I have been invariably telling of Dick's good qualities and of the failings of others; of how Dick Carter succeeded and how he solved difficult problems.

Now a recital of a man's good points may give the impression that the man is a "goody, goody," even though he is far from being such. The story is true; one is telling the facts as they are, but a totally wrong impression is given. The writer of such a description has been naming the good qualities of a man, but of course all the time he realized that the subject of his sketch had all the failings of a red-blooded man. The reader, however, must take the printed page as his guide—he has nothing besides the printed facts to influence his judgment. Being told simply of the good side of the man and nothing about his failings, naturally he decides "that man is too good to be true."

Therefore, lest you arrive at the conclusion that Dick Carter was a saintly person with mineral water in his veins, let me inform you that he was very human. He drank, chewed, smoked and swore.

He did all this and still he was a good business man—which is not a paradox by any means. He had these failings, still he was liked by almost everyone he met. Unless these failings or indulgences—as one looks at them—are carried to excess one can be both a good business man and well liked, though guilty of such lapses.

Mr. Carter was decidedly human. He had the failings of a full-blooded man. All that I have been trying to say of him was that he was "square" and a good business man. In the opinion of many people—and the number is growing every day, I am afraid—being "square" and tending to business is all that is required of a man. What the old-fashioned, narrow-minded spinster called sins to-day are merely small lapses. No longer are people horrified at smoking, as were the Dickensian heroines.

This condition is merely a case of morality running in cycles. We are

returning to the board moral viewpoint of the eighteenth century, when being called a "four-bottle man" was considered an honor. If a man is "square," both with himself and with the world, that is all that we ask of him to-day. We do not enquire about his morals.

Naturally a man who is "square with himself" as well as with the world is a sufficiently moral man. Like Mr. Carter, he may drink his glass or two of beer in the evening while he is playing "seven up," but he does not drink to excess—that would not be acting squarely with himself.

Such a man is honest, dependable, truthful. He has many other such—more or less public, as contrasted with private—virtues because those are the qualities that are possessed by a man who is "square with the world."

Let's take Mr. Carter's sins in order. He drank beer, but never too much. We must cross that off the list of sins. He chewed "Old Hickory Plug Cut," but he never offended others by this habit. He smoked—cigars and a pipe with the strength of a 90-horsepower engine—but his smoking did not interfere with his business, with the pleasures of others, or with his health. The Sandow-like pipe generally was brought out when he had some work to do in the cellar.

And Dick swore. Once I saw him whack his fingers—it was a painful injury—and immediately afterwards I heard what might be called "classical" line of cussing. It was fluent and from the heart. Like true poetry, it showed the inward feelings of the man—the inward feeling coming out rapidly. But, in all seriousness, it takes a certain amount of brains and originality to swear interestingly.

Mr. Carter was "square," honest, capable, pleasant, courteous, a faithful friend and a good business man, but he was no saint—far from it.—Alvyn Allen in American Artisan.

Good for a Base Hit.

"Father," said an enquiring youth, "when a hen sits on an egg for three weeks and it don't hatch, is the egg spoiled?"

"As an article of diet, my son, it is henceforth a failure, but for political purposes it has its uses."

MACAULEY SAID

Those inventions which have abridged distance have done the most for civilization.

USE THE BELL

And patronize the service that has done most to abridge distance.

AT ONCE

Your personality is miles away.

Every Bell Telephone is
a long distance station.



The Value of Labels

Did you ever stop to consider the value of the labels on the goods you sell?

The value to you! It is tremendous!

Suppose that to-morrow morning you should find all the labels in your store changed—not a familiar color, not a familiar picture, not a familiar phrase. You would consider yourself almost ruined. You would know that no amount of talking would sell these strange-looking goods.

Why? Because the public has been educated to recognize the goods by the package. It is the old story of building confidence. With this confidence gone your best asset is gone.

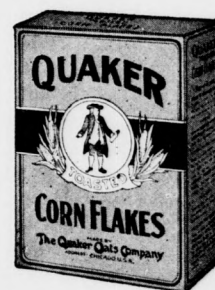
Where the goods have “made good” the wrapper or package is like the signature on a good check. It is the mark of identification.

The public has learned and thoroughly believes that the picture of the well-known Quaker on a package of cereal food is a certain guarantee that the contents of that package are pure, clean and wholesome; the best possible.

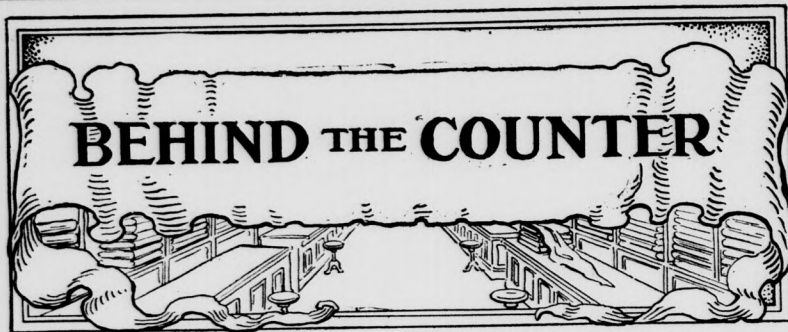
It requires no talking to sell **QUAKER OATS QUALITY GOODS**. The talking has been done by years of persistent advertising, and the goods have “made good.” You know by experience that a buyer of Quaker Oats quality goods is always a satisfied customer.

Display plenty of Quaker Oats products in a conspicuous place in your store. It will be a reminder to the public that will mean sales for you

***Don't forget the value of the Quaker Label
Make it help you to sell goods***



The Quaker Oats Company
CHICAGO



Making Capital of the Personality of Sales People.

The average merchant is inclined to forget that when he employs sales people, he acquires not only their services in selling work, but also the "good will," if the term may be permitted, which applies to them personally.

To put it a little differently, there is a lot of possible business represented in the personal connections of each member of the staff; and the question which every merchant should ask himself is, Am I getting as much of this business as possible?

It is true, of course, that the ideal store creates an individuality of its own and draws people thither through the attractions which have been created entirely apart from the individuals connected with the institution. But this does not detract from the fact that bringing customers to the store is a necessary preliminary to winning them through the goods and the service which it has to offer: a fact which points out once more the advantages of using the personalities of the sales people for this important purpose.

It may be suggested by the proprietor of the store in the small town that everybody knows who his sales people are and can patronize them if he so desires; but this is at best a negative condition. It would be equivalent to handling a widely advertised line of merchandise without making the fact that it is on sale known to the public in some definite and positive way. The point is that the merchant should make a "selling point," so to speak, of his various employees, and feature them in every possible legitimate way in order to get business.

The proprietor of a small department store in one of the Middle Western cities recently adopted an innovation that worked out so well that he has decided to use it permanently hereafter. In his advertisement he placed the name of the sales people at the head of each section of the store advertised. In this way the public was given exact information as to the people who would serve them in case they came to his house to buy.

It turned out that while friends of the employees knew in a general way of their employment, they did not realize just what part of the store their acquaintances were in; consequently, the presence there of friends who could be relied upon to assist them in the selection of goods was not made sufficiently definite, until the appearance of the advertisement,

to prove much of a lodestone. After this directory of sales people had appeared, however, members of the staff began to receive calls which indicated that the announcement had proved of real information and that it had resulted in some business being developed which otherwise would not have been handled.

Other merchants carry out the idea by having the names of the clerks placed on small strips of cardboard and posted in the department where they are at work. When one of them leaves the store, the card is taken down. The result is that the record constantly shows just who are on hand ready to take care of the business. In addition to being a ready guide for the public, and enabling friends of the sales people to ask for their favorites, it is also of value to the store manager and enables him to see at a glance just who are supposed to be at work and whom he can call on for any purpose.

Some houses discourage the development of individuality among their clerks, and it has been known that managers have positively forbidden the salesmen to pass out cards to customers. While there is something to be said on the other side, it is certainly true that the man who has a speaking acquaintance with a clerk knows his name and likes the way he has been waited on would prefer to go back to that store and call for the efficient salesman by name, rather than risk getting indifferent service from whomever happened to be on the floor.

The objection, of course, is that it permits the salesman to build up a "following," which he can carry around with him wherever he goes, thus minimizing the service and prestige of the store itself. The merchant who thinks that his goods and his methods are not sufficiently strong to stand by themselves and hold his customers may have reason to adopt this somewhat weak attitude; but others ought to be glad that their sales people have influence enough personally to attract trade. It means just that many more dollars' worth of business and ought to mean just that much more money in the pay envelope for the clerk with the individual prestige and trade.

Another popular plan of capitalizing the personal value of the sales force is that of having sales in which the employees have a share in the profits. In fact, "profit-sharing days" have been among the most popular features of a good many department and specialty stores. This sort of sale takes in both the large town

and the small, because the fact that the sales people will have a share in the money that comes in, in addition to their regular salaries, attracts many customers of their own accord, while the clerks naturally do all in their power to bring out their friends and thus swell the total of the sales.

Just what percentage should be set aside for the selling staff is a matter of policy. Some stores give 2 per cent. of the gross sales for the day; others 10 per cent. of the net. It ought to be sufficiently large, of course, to make a worth-while attraction to the clerks, and at the same time not so large as to reduce the profits of the business handled excessively.

Stores which have the p. m. system in effect have found that this results in the clerks using their personality in getting business. In many stores where lackadaisical methods prevail and the salespeople spend most of the time yawning and looking at the clock, there is obviously little done by them to attract business to the store. If it comes in, they will take care of it, in a sort of way; but so far as assisting in stimulating trade on a dull day—nothing doing! That is one advantage of the p. m. proposition. It has its disadvantages, of course, which need not be discussed now, but it is certainly true that making the force more aggressive is not one of them.

Where sales of women's garments are going on, for instance, the clerk who is working for the extra money represented by the p. m., takes occa-

sion to telephone her friends of the attractive goods that are being offered, the result of this personal appeal being the visit of many women who were not sufficiently impressed by the newspaper announcements or otherwise. There is something in the friendly urging of an acquaintance, even though it may be regarded as interested, that is lacking in merely a printed announcement; and the telephone message will frequently result in sales when the biggest and blackest "Bargain Offering" type would not cause more than a ripple of interest.

Increasing sales efficiency consists largely of increasing the individual power of the sales person; in other words, of making the members of the selling force realize that they possess personality and that they ought to exercise it. To attempt to draw out the latent possibilities of sales people, on the one hand, and then repress them on the other, is an anomaly that can have only poor results; and the wise merchant will be consistent, at least, in not only aiding in developing, but also in using to the full extent, the personal attractions and individual sales influences possessed by his employees.

G. D. Crain, Jr.

Every effort you put forth comes back to you in added confidence, increased ability and greater earnings.

The man who is anxious to be thought rich will pay more for the privilege that he can afford.



Formacone Sanitary Products

**EVERY GROCER
SHOULD
SELL THEM**

Get them from your jobber

NOTE THE LIST

Formacone Liquid
Formacone Sanitary Dust-Layer
Formacone Roach Powder
Formacone Insect Exterminator
Sanoc—The General Cleaner

FREE coupons entitling your customer to a Famous
Formacone Air Purifier with every package.

BOIS BLANC ISLAND

Veritable Wonderland of Wild Flowers and Trees.

Written for the Tradesman.

Bois Blanc Island, popularly known in the North as Bob Lo, second in size to the Beaver among the islands in the lower lakes, situated in the northern end of Lake Huron and at the entrance to the Straits of Mackinaw, is a veritable wonderland in the matter of wild flowers and trees. It is a question if any similar area in the country contains such a variety of floral growth or in such profusion. From the earliest spring until late winter comes there is an endless succession of bloom and nearly everything that grows from the Gulf to the Arctic circle will be found there, not as single specimens, but in quantity. The island contains about 22,000 acres and all sorts of soil, sandy, clay, gravel, peat, muck and rock will be found there. The island has been free from fires and the lumbering operations have been conducted with a view to conserving rather than to destroying the forests. This has been favorable to the preservation of a deep and rich forest cover. The winters in this zone are severe, the temperature often dropping to 40 and 50 below zero, but the snow fall is so heavy that the ground hardly freezes. These are conditions favorable to the growth of wild flowers. The island is a way station for the migrating birds and here for ages they have been dropping the seeds brought up from the Far South in the spring and from the Far North in the fall, and this in a manner explains the wide variety.

A Grand Rapids tourist recently visited Bois Blanc and in two days tramping in the woods at one end of the island identified seventy-four different species of wild flowers. If the different varieties of the same species were counted, the list would show more than 100. The list did not include the common weeds to be found everywhere, nor the early spring flowers which have disappeared with the advance of the season, nor were those flowers which were not recognized included in the count. Eight different varieties of orchis, including the moccasin flower, the lady slipper and the fringed, were found in those two days in the woods, not as single specimens, but in clumps and clusters, and almost everywhere. Bois Blanc is almost as much the home of the orchis as the deep forests of the Amazon and practically all the kinds that grow in the North are to be found there. Two varieties of wild lilies, two of amaryllis, several varieties of wild rose, many of violets, and asters and golden rod of all kinds are there. The trailing arbutus in places covers the ground, the bunch berry with its brilliant red fruit is everywhere and so is the wintergreen and the partridge berry. The curious pitcher plant, the dainty little twin flower, the brilliant cardinal flower, the yellow eyed grass, the fringed polygala, wild coreopsis, anemone in variety, the gaudy Indian paint brush, the bellflower, the turtle head, the blue gentian, the star flower—these are some of the flowers that were found

in profusion. One field was found fairly tinted with the dainty little blue eyed grass flecked with the white grass of parnassus. All along the beach and growing back into the woods is a dwarf iris which in spring is said to be profuse in its bloom. The dainty harebell grows everywhere and with them the wild daisy. In the woods and wet places will be found two or three varieties of trillium, the Jack-in-the-pulpit, the marsh marigold, the skunk cabbage and other bog plants. In fact, there is scarcely a wild flower known to the Northern woods and fields that will not be found. Among the wild fruits are the strawberry, the raspberry, the blackberry, high and low bush cranberry, the sand and choke cherry and the June bud and all these grow in profusion, bearing the choicest kinds of wild fruit. The tree and shrubbery growth is almost as remarkable as the flowers. The evergreens include cedar, pine, hemlock and spruce, and balsams are everywhere in evidence and where the forests have not been cut over the trees are of splendid size. Among the hardwoods the most abundant are maple, birch, beech and elm, but nearly all the Northern hardwoods are to be found.

Les Cheneaux Islands, lying to the north of Bois Blanc and near the Upper Peninsula mainland, contain the same variety and profusion of flowers, but these islands are comparatively small and it is necessary to visit all of them and the adjacent main land to find what Bois Blanc Island contains within its border. Some of the islands are sandy, some rocky, some contain bogs while Bois Blanc has all these soil conditions and those who go in search of flowers will meet with everything the other islands contain and much besides.

Mackinac Island has many flowers, but not in the wonderful variety and profusion of Bois Blanc. It has several varieties of the common orchis, blue gentian, grass of parnassus, blue eyed grass, wild daisy, bunch berry, wintergreen, an occasional clump of arbutus, the trillium and various other flowers, but Mackinac lacks Bois Blanc's soil condition, and, besides, resorters have for many years been tramping the woods and picking the flowers and this has, no doubt, checked their growth. Mackinac has a great profusion of the wild snap dragon and these flowers in August cover the banks of the old fort and the fields with a sheet of gold. The wild snap dragon, no doubt, is an escape from an old garden. It is similar to our familiar garden flower, but smaller. This flower is found also on the mainland at Mackinac to which no doubt it has spread.

Beaver Island, located in the north end of Lake Michigan, off from Charlevoix, is larger than Bois Blanc, but for some reason has nothing like Bois Blanc's profusion of flowers. The island has been settled for a half century or more, has many farms and pastures and at various times has had its forest fires. The Beaver is not without its interest, however, for those who are fond of the ways of nature. Here can be observed the processes

of reforestation in pine, hemlock, spruce, balsam and other evergreens and also of the hardwoods. In the waste places the juniper grows in clumps twenty feet or more in diameter, and along the beach these clumps are often bordered with a ground cedar which clings to the sand and acts as a binder. On the beach at St. James is a large Balm of Gilead tree, probably the only one of the kind in the North and, which is said to have been planted by the Mormons in the days of their ascendancy.

Mackinac Island has some wonderful old lilac trees, planted probably in the days of the Rev. Wm. M. Ferry when he was located there as a missionary in the first quarter of the last century. There are three or four of these trees and they are ten to twelve inches in diameter at the base and the seed pods, still in evidence, indicate that they are profuse bloomers.

Feelings Cheaper Than Partitions.

One of the great problems the future will have to solve is how to lessen the noise. Silence is one of the rarest things in the world. It is a sublime thing, but we are so blunted by harsh noises that a moment of real silence would be hard to endure. Noise is discord and should not seem necessary to us. It must, by its very

nature, cause the loss of some of the essence of life. It must be considered as something which progress will destroy.

I once visited an establishment where iron-wheeled trucks, typewriters and the shouts of men mingled with other noises to form a general clatter and confusion.

"How can you stand this noise?" I asked a man.

"Oh, we get used to it," he said. "I don't notice it very much. When I came back from my vacation it annoyed me a great deal, but I got used to it again. But a good deal of noise is unnecessary. They could put rubber tires on those trucks and put a partition around those typewriters and stop this loud calling across the building, and it wouldn't be so bad. But the men in authority aren't around here much and don't seem to care. Perhaps they think our feelings are cheaper than partitions and rubber tires."

Why not take a few reasonable measures to lessen unnecessary noise, instead of blunting the sensibilities and getting used to it? It would add much to the efficiency of the workers.

John T. Brown.

It's a poor road that can't acquire a gasoline odor.

Sales Advice to Grocers and Grocers' Clerks

KEEP your eyes open for the advertising of goods sold in your store—for the advertising of goods that *should* be sold in your store.

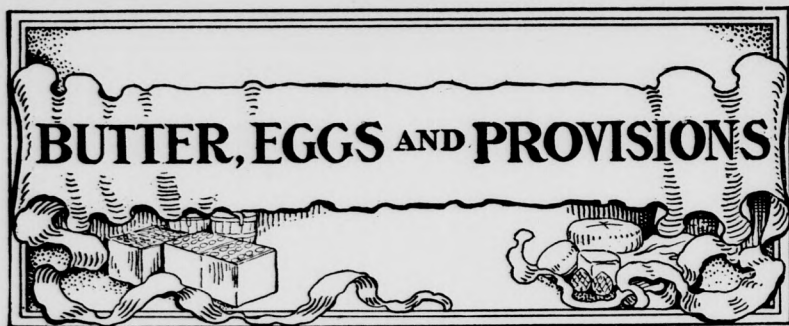
Read carefully—memorize the selling arguments, make the advertising part of your own stock of sales-talk.

Grocers and clerks who line up with the national advertising of goods sold by them will multiply their volume of sales.

The man who sticks to non-advertised goods, and wastes time in tiresome arguments needed to sell them, has not a chance against the man who smilingly says, "Oh, yes, it's one of the N. B. C. products; here it is, thank you"—and the sale has been made. And this is the case all along the line. Advertised goods are winning all the time.

Now is your time to start in with N. B. C. products. The In-er-seal Trade-Mark packages and familiar glass-front cans are the best kind of sales boosters.

NATIONAL BISCUIT COMPANY



Michigan Poultry, Butter and Egg Association.

President—B. L. Howes, Detroit.
Vice-President—H. L. Williams, Howell.
Secretary and Treasurer—J. E. Waggoner, Mason.
Executive Committee—F. A. Johnson, Detroit; E. J. Lee, Midland; D. A. Bentley, Saginaw.

Fat and Water Standard for Butter.

Butter is universally regarded as a highly fatty food of pronounced agreeable flavor; not useful, like meats, cereals, and even fruits, for consumption as the main article of diet, but rather as a highly valuable accompaniment of cereal foods, and a choice ingredient in many articles of cookery. Many who are interested in its production prefer that, for control purposes at least, it should be regarded purely as a condiment or flavoring agent; but its concentration and its fatty composition make its nutritious values even more prominent than its flavoring values; and this is well recognized by the general public.

It will, therefore, not do to regard butter merely as a well flavored lubricant, whose value depends, flavoring quality being equal, upon the superficial area a unit weight of it can conveniently be made to spread. All the physical qualities usually recognized in the commercial grading of fresh butter must be accorded high value for their specific purpose; but there are variations in butter composition of which they take no account, but which are, nevertheless, too important to disregard.

As respects quantity, two components of butter stand pre-eminently, namely, butterfat and water. If butter contained no other substances requiring consideration, then either of these two substances might be chosen as the basis of reference for standardizing purposes; since a water-maximum would be the direct complement of a fat-minimum. If this were the case, undoubtedly the water percentage would be the more convenient reference point, because, with the analytical methods now ready for factory use, the water determination is the simple and more accurate.

We are confronted, however, with the fact that butter contains other components, curd, ash and salt, some of which exercise important influences upon the composition and keeping quality of the product, although their quantities, several and collective, are much less than those of the butterfat and water. In consequence of the presence of these less abundant, but yet important components, the butter fat and water are not strictly complementary in their quantities. Hence, if a water maximum standard alone be adopted, the complementary should consist of fat, curd, ash and salt;

while if a fat maximum standard be chosen, the remainder consists of curd, ash, salt and water.

The abuses found in commercial fresh butters are, in the order of their importance, an over-abundance of water, excessive curd.

Butter producers take pride in the physical qualities of their product and scarcely less in their over-run, or the excess of butter-product over the weight of butterfat in the cream used. With the former point of pride, the consumer has no fault to find; by the latter, the milk producer is gladdened. But an overrun that represents not so much the saving of butterfat, as a skilful incorporation into the butter of excessive amounts of components other than butter-fat, is a just cause of complaint from the consumer, who properly objects to paying butter-price for churnwater and like wise objects to paying similar prices for needlessly large quantities of curd and salt.

In my judgment, the interests of the consumer require at least a dual standard of butterfat and water; and, in view of the large development in recent years of the trade in unsalted butter, I incline to the belief that the time may be ripe for a distinction in the standards for salted and unsalted butters, respectively, by the addition of distinctive salt limits for these two trade products.

The butter standard proclaimed in 1903 by the Secretary of Agriculture is a dual—butterfat and water—standard, based upon the data for salted butter. The analyses of creamery butter available to the committee, indicated that creamery butter might have an 85 per cent. butterfat minimum, if the butter was always examined under the conditions governing the compiled analyses, conditions that offered opportunity for the evaporation of some (1 to 2 per cent.) of the incorporated water before the analysis was undertaken. It was not judged that the samples analyzed would represent the material fresh from the worker, but butter packed in tubs or cases, therein held and transported for some time, and then exposed in sampling and delivery to the analyst. The committee felt obliged, however, to take into account not only the creamery product, but also the domestic product, made often under conditions not only less rigidly controlled, but probably incapable of such control; and made by producers who were not in such position as were the creamerymen, to ascertain the standard quality of the product before marketing the same. The need for regarding the conditions and large

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Western Michigan's Leading Fruit House

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FRUITS AND PRODUCE

Grand Rapids, Mich.



No order too large for our capacity or too small for our careful attention. *W W*

WORDEN GROCER COMPANY

Grand Rapids—Kalamazoo

The Prompt Shippers

volume of domestic butter production, compiled with the fact that, in the then existing stage of the butter-maker's art, the creameryman could not always regulate with entire certainty, the composition of his output, led to the adoption of the 82.5 per cent. for minimum. The committee did not fix the water limit. It found that by a joint regulation of the Secretaries of the Treasury and of Agriculture, a maximum limit for this component had already been fixed, and the limits of authority fixed by the language of the congressional act providing for the committee's work, were such as to preclude the committee from proposing, or indeed considering a change in this limit.

Consideration was, however, given to the question whether the margin between the water maximum fixed by the regulation just mentioned, and the fat minimum of the standard, was sufficient to allow for the curd, ash and salt. The judgment was that this margin did not require widening to provide for a combined water-maximum and salt-maximum, since the tendency of the salt increase was normally to secure a water decrease.

It is undoubtedly true that the creameryman can at present more conveniently ascertain the standard quality of his butter with respect to water, than with regard to any other component or to several components. This point is admittedly of weight in favor of the superior creameryman to trim off the water standard. The objection that the demand of justice for the consumer is superior, and that the difficulties of ascertaining the quality of butter in respect of components other than water, are not insuperable, unite in my judgment, to outweigh the point just admitted in favor of the single water standard.

Finally, I concede that well conducted creameries do sometimes, without intent so to do, turn out batches of butter physically dry, but still overloaded with water. This unusual occurrence is paralleled by the happenings in other industries, and demands no more latitude than these other industries receive in like case. Indeed butter can be worked over or incorporated with other batches of the same product with the result of attaining a standard composition, more readily than many other products, at first abnormally can be standardized. At all events, this kind of abnormality is our argument as valid against all standard limitations, as it is against any particular limit. Wm. C. Frear.

To Manufacture Dried Beef.

An American company contemplates establishing a meat-packing house at Corralite, near the city of Salto, Uruguay, where also tasajo (jerked beef) would be made. The capital will be \$4,000,000, a portion of which the company desires local breeders to supply. A meeting has been called among the breeders to attempt to raise \$100,000. It is estimated that there will be 100,000 head of cattle in the neighborhood next year suitable for freezing purposes.

If you can't pay as you go you will find the going poor.

Oyster Easily Digested.

The nutritive value of shellfish, as of other fish, depends to a considerable extent upon its digestibility. While there are people with whom such foods do not always agree, yet oysters belong to the more easily digestible class of foods. In the recently published study of the composition of the oyster and other problems connected with their food value, the statement is made that the nutrients occur largely in forms in which they are readily assimilated, as is shown by the fact that one-half of the crushed oyster and one-fourth of the whole oyster is soluble in water. So far as can be learned no experiments have been made which show how thoroughly clams, crabs, and other crustacea, turtle, and terrapin, and frogs' legs are digested.

The Food of Oysters.

Various investigations have shown that about 95 per cent of the food of the oyster consists of diatoms and that most of the remainder is composed of other equally minute plants or organisms on the more or less debatable borderland between plants and animals. The oyster obtains these microscopic organisms by drawing feeble currents of water between the open shells, straining them through the exceedingly minute orifices in its gills, and passing the filtrate by ciliary action into its mouth, which lies ensconced between two pairs of fleshy palps close to the hinge of the valves. Though the currents induced are feeble they are constant, and during the course of twenty-four hours the water thus minutely strained is many times the volume of the oyster.

Argentine Meat in Washington.

An experimental shipment consisting of 900 Argentine steers has been received in Washington, D. C. The price on the retail market ran about 1 cent per pound lower than domestic product. The meat was shipped from Buenos Ayres to London and then trans-shipped to this country, owing to the lack of direct shipping facilities. The time required was thirty-five days, though this can later be cut to twenty-three.

They Sold Advertised Goods.

Written for the Tradesman.

For years the store of Christopher Dean the joke of the village of Brayton had been. The goods they were old and what little he sold went out among people who didn't mind mold. But Christopher Dean had salted away money to burn, in an earlier day when folks didn't care just how or just where they bought so long as the value was there. Young Christopher Dean had been sent to school and then to a college. Folks thought him a fool because, college o'er he entered the store and went back to work as he'd worked there before.

"There's young Chris' Dean," they said, "been to college and gathered together some four years of knowledge, and now what's he done, the son of a gun, but gone back to work where his old man begun! There have been times when storekeeping

paid, when profits on sugar and raisins were made, but now that's all past. This young Dean won't last. What his father has left yet will go twice as fast."

But the folks didn't know all the young fellow knew. He had picked up at college some more than a few good ways to have fun, but before he was done, the college co-operative store he had run. His head was as full of live business schemes as some other heads were of nothing but dreams. He saw in advance there offered a chance to pull the old man and his store from their trance.

And how did he do it? He did it this way. The dead stock he handed around without pay. He studied each ad, some good and some bad, about all sorts of goods whether staple or fad, the big manufacturers were pushing ahead. To advertised goods his business he wed. Young Christopher Dean in each magazine studied closely the pages where the good ads were seen. He wrote to the people who made all those goods; pure shoes, pure drugs, pure clothes and pure foods. He got them to aid in the efforts he made to show buying goods that were advertised paid.

Now Christopher Dean and his father as well have developed a trade in the lines that they sell that opens the eyes of competitors wise who thought the old store was a rare booby prize. The goods that are pushed and sold by the Deans are the kinds you find mentioned in all magazines. They find folks will buy, not just sample and try, the kind they are sure are of quality high.

Frank Farrington.

HART BRAND CANNED GOODS

Packed by

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

Michigan People Want Michigan Products

Watson-Higgins Milling Co.

Merchant Millers

Grand Rapids :: Michigan

BUY SEEDS NOW FOR FALL SEEDING

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Want to Buy Winter Apples

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M. O. BAKER & CO. :: TOLEDO, OHIO

Potato Bags

New and second-hand, also bean bags, flour bags, etc.

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104-106 West Market St.
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Established 1873

Liberal shipments of Live Poultry wanted, and good prices are being obtained. Fresh eggs more plenty and selling well at quotation.

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.

Satisfy and Multiply

Flour Trade with

"Purity Patent" Flour

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

We want Butter, Eggs, Veal and Poultry

STROUP & WIERSUM

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

H. WEIDEN & SONS

Dealers in Hides, Pelts, Furs, Wool, Tallow
Cracklings, Etc.

108 Michigan St. W. Grand Rapids, Mich.

Established 1862

Fifty-one year's record of Fair Dealing

All Kinds of

Feeds in Carlots

Mixed Cars a Specialty

Wykes & Co.,

Grand Rapids
Mich.

State Agents Hammond Dairy Feed

LOYAL TO THE JOBBER

But Don't Like to Be Reminded of It.

Written for the Tradesman.

To tell the truth, it riled me a little to get that letter from Feeder & Dresser about standing by the old house. It's true enough. They did help me out when I was in trouble and they gave me credit the year of the crop failure when they could have closed me up. I don't propose to forget it, but I would just as soon they hadn't reminded me of it. I'd go a little out of my way to deal with them just on that account because they have been good people to trade with, but when you come right down to cases, they have had my trade because they made it worth my while—and that is the only way they are going to keep it.

That's as far as loyalty goes and this talk about obligations doesn't set very well.

Between you and me I won't buy a nickel's worth anywhere else if I can get it from them, but it isn't necessary to tell them so. With the best of friends, it doesn't hurt to have them think they've got to keep hustling for my trade.

Fact is, I did switch one bill to Upward & Co. I had no particular reason. I guess their man talked me into it. Maybe I had it in the back of my head that it would be a good scheme to compare notes and see if the old house was giving me all I was entitled to. Well, I found out. The shipment got balled up and I was six weeks getting it straightened out. Now with Feeder & Dresser, I know them and they know me, and if there is any mistake we can set it right in a jiffy. One letter does it. Then again I had to make a small re-order for one size that I ran out of and it took two weeks to get that. And finally I had a broken lot for a long time whereas when a fellow sticks to one line he can keep it always full and not have any hangovers. About all the satisfaction I got out of it was every time Sam Tenny came round—he travels for Feeder & Dresser, you know—I told him what an elegant line Upward's was. But after a while he caught on too, and remarked that I seemed to have the same three sets of Smith's patent on my selves all the time, and he used to josh me about that and offer to take them off my hands, till I naturally dropped the subject.

Upward & Co. is a good house, and if I was trading with them regularly I don't doubt I would get as good service as I do from Feeder & Dresser, but take it by and large, I can get more satisfaction doing the heft of my trading with one house. If that's what you call loyalty, then I'm with you.

In fact, the jobbers are pretty good people, anyhow. Some of the boys who have had the cost of living talk ground into them are saying a good deal about cutting out the middlemen. I wouldn't encourage that line of argument. I'm a middleman myself and I'm here to say that my customers save time and money and trouble

by trading with me. They'd have a fine time sending to the refinery for half a dollar's worth of sugar or writing to the steel trust for ten pounds of nails. Half the time they wouldn't even know where to look for what they wanted. The jobber does the same thing for me that I do for my customers and I'm willing to believe he saves me time and trouble and money in the long run.

There's the traveling men. They come fast enough as it is. There are days when it seems as if I didn't do anything but hold a reception for commercial travelers. I often wish they would leave me alone and not bother. But I do know that I can't afford to pass them up. They give me the dope on the markets better than any other source of information I have, and when Sam Tenny tells me that he worked six cases of this in Emporia or twelve dozen of the other thing in Dollarville, he tells me more about trade among my competitors than he knows. I make it a point to keep on good terms with the traveling men and I give time to lots of them where I don't expect to buy anything for the information I can get out of them. But think what it would be if I had to buy every item direct from the manufacturers. Giving them ten minutes each and working eighteen hours a day, I would just have time to see the agents and nothing else.

Sometimes it seems if we were just working for the wholesale houses, taking what they want to sell us and collecting the money for them, and following up their instructions like good little boys. When I go up to the city and see what big buildings they have put up out of their trade and the easy way they have of spending money for automobiles and theaters out of the profits they get from us, I can't help thinking they have the best of it.

But when the traveling man comes into my store I know better. Do you know who's boss. It's the one who can make the other fellow stand round. Anybody who comes into my store to buy anything is my boss for that minute. I have to drop anything I'm doing to tend to him. But between me and the drummer, which is it does the standing round? He may be working up a deal that runs into a lot of money, but I have to leave him while I wait on a little girl who wants to spend five cents. And he has to wait till I tend to the little girl and answer the telephone and maybe read my mail and fix up a fishing date with Lester. He may represent a million dollar house all right, but he's got to wait on me. And the same way with his house. Waiting on us is the only way they make a living. They have got to make good with the trade and keep in with the trade or the sheriffs get them.

You never heard a retail man urge the wholesale house to be loyal, did you? We don't have to talk loyalty to them; they have to cultivate us. There isn't a wholesale house in the United States but fifty or a hundred little fellows like me could bring it to time by telling it to be good or we'd give it the go-by. They needn't

put on airs and talk to me about loyalty. I control my own trade and I discount my bills, and as long as my money looks good to the jobbers they are going to come round looking for it.

All the same I got a hunch from that letter. We've been carrying on a campaign for "Buying in Buffalo Hump." We're going to keep it up, too. I believe in it. But never again a word from Dexter Wright to the folks in Buffalo Hump about the duty they owe to trade at home. If it doesn't set any better on them than Feeder & Dresser's loyalty talk did with me, it isn't good dope. After this I urge them to stay with me for just one reason—because I can give them better service for the same money or the same service for less money than any house five hundred miles away. There is just one thing they owe me and that is the chance to prove it. Whether it's Sam Tenny offering to show me the goods from Feeder & Dresser or whether I'm trying to show the folks in Buffalo Hump what I can do for them, I guess we all come from the same grand old State that produced the mule.

John S. Pardee.

Doings in the Hoosier State.

Written for the Tradesman.

The new station of the Pennsylvania Railroad, at Fort Wayne, will be ready for use in December.

Fort Wayne is discussing plans for getting possession of the banks of the St. Mary's, St. Joseph and Maumee rivers as a sanitary measure and to prevent further encroachment and losses from floods.

Evansville will have five new factories in operation early this fall, bringing about 400 families to the city. The new industries are the Graham Glass Co., Heller Piano Co., Evansville Wire Fence Co., Hercules Engine Co. and the Faultless Caster Co. The building inspector estimates that 1,000 new cottages will be occupied within two months.

The Fort Wayne & Northern Indiana Traction Co. has started the work of installing block signals, as required under the new public utilities law.

A bureau of vocational guidance will be established in connection with the Evansville public schools.

A Government inspector of railroad track scales has been making tests at Evansville, Terre Haute and other places and says that the general condition of scales throughout the country is bad. Government supervision of railroad scales is being considered.

The question whether interurban lines of the State can charge more than 2 cents a mile is to be tested in the courts, a grand jury of Porter county having indicted officials of the Gary & Interurban Railway for charging 10 cents for a three-mile ride to Flint Lake. The case will be tried probably in Valparaiso in September and will be watched with interest throughout the State.

The Miller Storage Co. has been formed at Columbia City, with \$20,000 capital, to handle onions.

The sum of \$25,000 has been raised for building dry docks and repair

yards on the water front of Evansville.

Shipping rates from Evansville to local points in Arkansas, which were withdrawn five years ago, will be restored Oct. 7 and Evansville shippers will be able to compete with St. Louis manufacturers, and will have shipping advantages over Indianapolis and vicinity.

The watermelons and cantaloupe crops in Vigo county are large and shipments from Terre Haute are heavy. Fruit is small, but is bringing a better price than usual.

A survey made of Terre Haute shows less than 800 vacant houses at the present time, as compared with 1,600 two years ago. Every factory building in the city is occupied and in operation.

Receiver Quinn offered the Fort Wayne & Springfield Railway for sale at Decatur, but did not receive a single bid and a new order of the court regarding disposal of the property is now awaited.

The county fair and races will open at Terre Haute Sept. 1.

Almond Griffen.

Transportation, Marketing and Distribution.

If the United States had adequate transportation, marketing and distribution facilities the farmer would get more for his produce and the consumer pay less for living. This seems like a contradiction, but it is not. The problem is never an over production, but an under consumption, always has been, always will be, until we have better transportation, marketing and distribution facilities. How can we have over-production while there are millions in our cities under fed? Last fall we were in a bright, prosperous county-seat town, where potatoes and apples were selling for 25 cents a bushel; at the same time potatoes were selling at ten cents a pound in New York City, apples at five cents a piece. In this city tens of thousands of people never have all the potatoes and apples they want to eat once a year. The solution of this problem contains the elements of transportation, marketing and distribution.

A fat year of crops on the farm means a lean pocket-book to the farmer, because of inadequate transportation and distribution. Fat or lean crop years signify nothing to the consumer because of inadequate distribution, impossible transportation, marketing agencies. Given adequate distribution, transportation, marketing facilities the production of the farm could reach consumers at reduced prices to them and a larger share of the cost of production to producers.

The problem is not so much how to increase production as to increase distribution and consumption. We must get away from under-consumption which will solve the problem of overproduction. D. E. McClure.

Did you ever stop to consider how much better it is to look ahead and prepare than to look back and regret?

Even if a man doesn't hesitate he may be lost anyway.

TWO PLAIN PARENTS.

Success is Child of Punctuality and Accuracy.

There is nothing more aggravating than to be at the railroad station at the appointed time for the arrival of a train and find it behind its schedule. We fume and fret, we pace up and down the platform thinking thoughts, which if put into words would be unfit to print. At such a time we cannot severely enough condemn the management of the railroad and its employes for permitting us to have our own schedule so disarranged by their procrastination. We expect the railroad train to be on time. We are not inclined to make allowances for any uncontrollable circumstances which may have detained the train for which we are waiting. The only thought we have is, that we have been delayed and are losing valuable time.

Preaching and Practicing.

In our high and mighty consciousness of our own dignity and our prerogative to instruct the young we often preach to those who have lived fewer years upon the earth than ourselves the necessity for always being on time. We quote to them many anecdotes of great men who have accomplished wonderful things by that precision which always brought them to the point of action at the exact moment. This is good philosophy and we are perfectly right in endeavoring to impress upon all those whom it is our province to instruct the danger of procrastination. The only trouble is, we are occasionally guilty of not practicing what we preach. Very many business men have lost out in their undertakings for no other reason than because they failed to observe the working of this very important law of promptness.

What About Yourself?

The merchant feels deeply aggrieved and considers himself an ill-used mortal if those to whom he has extended credit fail to pay their bills promptly when due. Especially if he needs the money he is inclined to be very severe in his condemnation of his debtors. It goes without saying that he has a perfect right to expect due consideration from those whom he has thus accommodated, but let him examine his own life very carefully for the purpose of discovering whether or not he is himself impeccable. Does he always pay the jobber with promptness? It is not enough that he is dealing with someone who is easy and does not push him but is willing to continue extending credit even when he is dilatory. He may not be pushed nor harassed for payment of his overdue account, but, nevertheless, his creditor may be doing a wonderful amount of thinking which is not complimentary.

Bank Accommodations.

A doctor one time said, that, although he would not refuse to answer a call at the house of a man who owed him an account, if he had two calls at the same time, one from a prompt paying patient and one from a slow payer, it was not hard to answer the question as to which one

would receive the quickest attention. A merchant may be placed in like circumstances by the wholesaler. If the retailer is accustomed to neglect the payment of his account he may suffer some lack of accommodation at a time when a more business-like competitor gets in his way by asking for shipment of goods when the jobber's stock is low and only one of the two may be accommodated.

In like manner when money is borrowed from a bank, it is very necessary that the obligation be promptly met. The bank may not push the borrower because it believes that by so doing it will force him to extremes, and make the collection of the note very much more difficult than if they gave him the time he demanded. This may seem to indicate to the borrower that he is in such excellent standing that they are glad to accommodate him; but when he has paid off that obligation and attempts to secure another loan, he may find that he has made a mistake, inasmuch as he has been set down as not a desirable risk. It is very unfortunate for any business man when his banker commences to regard him with suspicion.

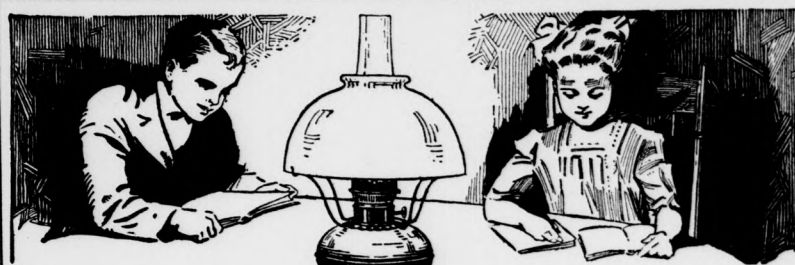
Putting Things Off.

There is an eternal law of compensation which controls life and habits. In no place is its working more apparent than in the matter of promptness. It is not only that this thing of being on time enables us to accomplish much more in a given number of hours, but the re-action in the way that other people regard us is the important feature. It has been said by a noted writer that success is the child of two very plain parents—punctuality and accuracy. There are critical moments in every successful life when if the mind hesitates or a nerve finches, all will be lost.

The habit of putting things off is the first chapter in the book of not doing it. This means very often disappointment for somebody who is depending upon you to keep a promise of fulfillment. His disappointment not only inconveniences him, but, at the same time causes him to lose confidence in you in the future where it is important that punctuality be observed.

Do Not Live Forever.

"The fact is," says Rev. Sydney Smith, "that in order to do anything in this world worth doing, we must not stand shivering on the bank and thinking of the cold and the danger, but jump in and scramble through as well as we can. It will not do to be perpetually calculating risks and adjusting nice chances. It did very well before the flood, when a man could consult his friends upon an intended publication for one hundred and fifty years, and then live to see its success for six or seven centuries afterwards; but at present a man waits, and doubts, and hesitates, and consults his brother, and his uncle, and his cousin, and his particular friends, until, one fine day, he finds that he is sixty-five years of age,—that he has lost so much time in consulting his cousins and particular friends, that he has no more time left to follow their advice."



Mother!

Protect Their Eyes
With Good Light

A poor light strains their eyes, and the injurious effects may last for life. A good oil lamp gives an ideal light—brilliant, yet soft and restful. The Rayo is the best of Oil Lamps—a fact proven by its long life of usefulness and its adoption in over 3,000,000 homes. Scientifically constructed, it sheds a clear, mellow light, without glare or flicker. No smoke or odor.

Made of solid brass, nickel-plated. Dealers everywhere.
Send for booklet.

Rayo
Lamps

For best results use Perfection Oil
Standard Oil Company, Chicago
(AN INDIANA CORPORATION)

A Half Million
for You

A half million dollars a year! That's the sum we are spending to make customers of

Shredded Wheat Biscuit

and that makes business for you. Nearly half of this goes into sampling, the rest into magazines, newspapers, street cars and other forms of advertising. Shredded Wheat is the one universal staple breakfast cereal—always clean, always pure, always the same.



Shredded Wheat is packed in neat, substantial wooden cases. The empty cases are sold by enterprising grocers for 10 or 15 cents each, thereby adding to their profits on Shredded Wheat.

MADE ONLY BY
The Shredded Wheat Company
NIAGARA FALLS, N. Y.



Rug Sale That Didn't Go Astray.

In a prosperous and growing Michigan town of about 4,000 people there is a dry goods store which in five years has lost half of the business it had when the then owner sold out. It was a well conducted store five years ago, had a good name, a good quality of goods were sold, and the owner stood well in the community.

You would think that with such a foundation almost any man ought to be able to at least keep the trade if not add to it.

And yet—it has passed through two owners and the man who runs it now is looking for some one to take it off his hands.

Why should one man be making friends, customers and profit out of the same people, in the same store and another man losing customers and money?

It happens every day—in every town—and yet, we wonder why?

But after all—the reasons are easy enough to find, or rather “the” reason, for there is only one reason.

Confidence made the success of the first owner. Confidence in himself, in his goods, in his ability to serve his people as they wanted to be served. This confidence found expression in his speech and actions while he was waiting on customers and—as like begets like—his confidence in the customer's mind—confidence in the retailer's honesty, confidence in his goods and confidence in his ability to serve him, the customer, to the best possible advantage.

Just to give you an idea of what I mean I am going to tell you of an occurrence which I witnessed in his store:

The retailer—Williams we will call him—carried an unusually large stock of rugs, but occasionally people would come in who after looking would say that they were going to the “Cities” and that they would most likely find what they wanted there—that he didn't have just what they had in mind. Two women were in the store when I called to see Williams. He had shown them the best he had, but they were looking for something better, and one of the rugs was an extra size which would have to be ordered.

Williams didn't give up. He knew what he was up against, and so he got out his colored catalogues, with exact facsimiles of the kind of rugs they wanted. The two women were set upon seeing the big stock in the city before they decided.

“All right,” said Williams, “that

is of course, your privilege, but let me give you a pointer and please keep it in mind. When you come into the rug department of one of these big stores you will be met by a very clever salesman and possibly he may persuade you that a certain pattern which he shows you is just what you want and he will quote you a price on it.

“This price I know is so much higher than I would ask, and when I say ‘I know it’ it is with the full knowledge of all facts and also with a realization that you may not believe me. But anyway, please remember that I can get you any kind of a rug you want, in any design, in any color you desire—and this is my price for the small size and this is my price for the large one.”

Confidence? Of course he had confidence. He knew that these large city stores must have bigger profits than he—that in fact their prices were larger than his. He had taken the trouble to get posted.

The two women left and after I had finished my business with him I asked him if he really felt that they would come back and order the rugs from him.

“Sure thing,” said he, “they'll be back, and I'll sell them the rugs.”

Some time later I was in his town and called on Williams again, although I had no business with him this time, but I was interested in finding how the transaction had turned out. He had a smile on his face when he answered my question: “Yes, I did sell them, and I don't believe they will ever go to the cities again for anything in my line. Their trip certainly was an eye opener for them—and to me. They found that what I had said was true—that the clever salesman would try to convince them that the pattern on which they finally decided was an exclusive one. They also found that the price he asked was even bigger than I had suggested they might have to pay. So they came back and had me order the rugs.

“After I had taken the order I said to them: ‘I am really selling you this extra size at a price which is much less than I ought to charge you, but you can do me a lot of good if you will tell your friends of just how you came to buy these rugs from me and not in the city.’

“This they promised to do and I know of several good sales I have made through these two women.”

As I said, this man retired from the retail business about five years ago. His people liked him, they knew that what he said about his

Our Fall Lines

In Men's Wear are now complete and we are showing the Largest Assortment in our history of

Men's Flannel Shirts from \$4.50 to \$24.00 per doz.

Boys' Flannel Shirts from 4.00 to 8.00 per doz.

Men's Dress Shirts from 4.50 to 16.00 per doz.

Boys' Dress Shirts 4.25 per doz.

Men's and Boys' Neckwear at \$2.15 and \$4.25 per doz.

Men's and Boys' Suspenders at all Prices.

We carry a full line of the

Celebrated Hallmark Shirts and Slidewell Collars

always in stock.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan

OUR FIFTH FLOOR

The space on this floor will be devoted to an immense line of BEDDING.

Blankets from the cheapest cotton to the finest wool. Comfortables of all kinds and prices. Mattresses, Pillows, Cotton Batts, Wadding, Etc.

We invite your inspection before placing orders elsewhere.

PAUL STEKETEE & SONS

Wholesale Dry Goods

GRAND RAPIDS, MICHIGAN

Ha-Ka-Rac

The Standard Line of Gloves and Mittens which you will want to see before you buy.

WRITE FOR SAMPLES

WE WILL SEND THEM BY PREPAID EXPRESS

The Perry Glove and Mitten Co. Perry, Mich.

goods and price could be depended on. The business was built on a solid foundation. In less than two years one man found that he was losing ground, so he sold out to another man who has also found that "the business isn't what Williams cracked it up to be."

Now, Williams didn't do any "cracking." His books showed what amount of business he was doing and the kind of goods he sold. There certainly couldn't be any argument about that.

But the two men who followed him were lacking in one particular. They had seen the prosperous business Williams was doing, and they had not stopped to reason out how he did this prosperous business. They were men who could make a sale only when their prices were lower than their competitors'. So they bought goods with this view. Naturally the quality was poorer and when customers found out that the article was not what they had expected they were naturally dissatisfied—and a dissatisfied customer is not a very good advertisement for a store.

These two men lacked in the very characteristic which was the strong feature about Williams' business. They had little or no confidence in their ability to sell on a quality basis.

They had no confidence in people's willingness to give them a fair show and even chance.

And their lack of confidence—in themselves and their people—naturally fostered a corresponding lack of confidence on the part of those whose business they sought.

So after all—the present condition is only what could be expected.

You must first have confidence in yourself and your goods.

Then you must have confidence in your people.

These two will give you the confidence of your people.

And then you will get their trade.

A. George Pederson.

Satisfaction should go with every sale. The customer who walks out of your store feeling that he has not received value for value is the poorest kind of advertisement. The man with the grouch is always the man who is anxious to tell his troubles. Of course, it is not always the merchant's fault, nor his salesman's fault when there is not complete satisfaction. There are hesitating buyers who do not really understand their own needs, and they are liable to ask for something not just suited to their taste and requirement because they have not the wisdom and judgment to make a choice which will be satisfactory, and take something which is not pleasing rather than go out without buying. It is far better under such circumstances to lose a sale. If the clerk sees that the customer is not thoroughly pleased, it is the art of good salesmanship to try to direct the attention to something which will gratify the taste of the purchaser or, if this is impossible, to influence the buyer to return at some other time rather than go out with some thing he does not want.

Vary the Work of the Boy.

Some lines of work do not afford much room for growth. It is customary to group such work together and assign certain persons to do that exclusively. The work has to be done, the firms are willing to pay for it, men are willing to do it and so the work continues. But such work should not be assigned to ambitious boys—especially for any great length of time. Many boys come to work in the hope of gaining general experience and should not be put into a blind rut when they are under the mistaken impression that they can grow out of it into something better. It would be a good plan, in many instances, to portion out such work so that no one has to become warped by doing it.

In a manufacturing establishment I saw a boy feeding cards into a machine. His work was nothing but a constant repetition of the same motion ten thousand times a day, a million times in four months. There was absolutely no variation in the work.

"What does that boy know to-day that he didn't know a month ago?" I asked.

"Not very much," said the man. "He may become expert in feeding that machine, but that is about all."

"How long do you keep a boy at such work?" I asked.

"Oh, not very long. We let him work at it a while and then pass him along to something else and then put a new boy at the machine. It wouldn't do to keep one boy at such work for a very long time. We need him higher up."

Frank Stowell.

Doing More Than You Can.

Necessity is the discoverer of hidden capacity, no less than the "mother of invention." The superintendent of a hosiery mill recently informed me that he was turning out 8,000 dozen a month of an article with the same force and the same equipment that he used to turn out 3,000 with.

"You must not have been working up to your full capacity before," I said.

"Evidently not," he said. "But we thought we were. I thought so, and the men thought so, and the members of the firm thought so. If anybody had told me we were not doing our very best I should have been offended. But the business began to increase, and the orders kept pouring in, and we got behind, and simply had to do more. With the work crowding in on us, we simply had to organize the work some way to get it done. There was room to put on but a few more men—none to speak of. But we put more speed on the machines and laid out the work more systematically so as to utilize any waste energy, and the first thing we knew we were actually producing more goods than we had thought it possible to make. It does seem now that we are running at the highest possible capacity. But I suppose if we had to do it we would find some way to increase our present output."

Jason T. Clark.

Lowest

Our catalogue is "the world's lowest market" because we are the largest buyers of general merchandise in America.

And because our comparatively inexpensive method of selling, through a catalogue, reduces costs.

We sell to merchants only.

Ask for current catalogue.

Butler Brothers

New York Chicago
St. Louis Minneapolis
Dallas

We are manufacturers of Trimmed and Untrimmed Hats

For Ladies, Misses and Children

Corl, Knott & Co., Ltd.
Corner Commerce Ave. and Island St.
Grand Rapids, Mich.

A. T. KNOWLSON COMPANY

Wholesale Gas and Electric
Supplies

99-103 Congress St. East, Detroit
Telephone, Main 5846
Catalogue or quotations on request

Established in 1873

BEST EQUIPPED FIRM IN THE STATE
Steam and Water Heating
Iron Pipe
Fittings and Brass Goods
Electrical and Gas Fixtures
Galvanized Iron Work

THE WEATHERLY CO.
218 Pearl Street Grand Rapids, Mich.

Made In Grand Rapids



Favorable Impressions Count

TO get the greatest good out of your equipment your store must create a favorable impression. It must appear up-to-date and prosperous. It must be conveniently arranged and your goods must be well displayed. Every part must be in harmony with both merchandise and patrons. All those matters are considered when you buy from—

THE Wilmarth LINE

The real value of display cases is in their "sales promoting" qualities. We give you those qualities in Wilmarth Cases as a result of our long experience from "coast to coast." You get an equipment that will produce the best results in your individual store. We pick up the best ideas all over the country—and likewise see the mistakes made. Let us show what we can do for you.

WILMARTH SHOW CASE CO. 1542 Jefferson Ave. GRAND RAPIDS, MICHIGAN

Chicago—233 W. Jackson Blvd.
St. Louis—1118 Washington Ave.
Tampa—215 Tampa Street
San Francisco—515 Market St.

New York—732 Broadway
Boston—21 Columbia St.
Pittsburg—House Bldg.

Minneapolis—Kasota Bldg.
Helena—Horsky Bldg.
Des Moines—I. L. & T. Bldg.
Salt Lake City—257 S. Main St.

Made In Grand Rapids

CO-OPERATIVE DISTRIBUTION.

Why It Has Not Succeeded in This Country.

"We regret that we cannot declare the dividend that we promised."

Such are the words of a statement issued to stockholders of a co-operative meat market and grocery that is struggling along, and embodied therein is the history of ninety-nine out of every 100 enterprises of this character. When this statement came into the writer's hands he could not help compare it with the glowing word pictures which the promoters of the enterprise painted in their prospectus to persuade the present stockholders to band together in order to reduce the cost of living. No different result was expected by those who are familiar with retail conditions in this country and no different conditions can be expected until they undergo radical changes and standards of living are reversed.

Co-operation is the panacea of all the consumers' ills, according to those altruistic reformers who have set themselves the task of solving the problem of the high cost of living. Their stock argument in support of their statements is the success of the co-operative movement in England and certain parts of Continental Europe and, disregarding the obstacles of training and temperament existing, they would transplant this entire movement bodily to spring and flower among us as it had never sprung and flowered before. Allowing their enthusiasm to run away with them, and rushing blindly forward with their heads in the clouds has ever been the fault of those who attempt to make the world over according to their own measurements.

Undoubtedly co-operation in retail distribution has been a success in England far surpassing the hopes of those who first founded the movement. But with all that, English co-operation is a peculiar product. It is primarily a by-product of trades unionism and requires for its best success a large body of population united by the bonds of organization and by one industry which they all engage in. Combined with this the population must be constant, one that lives its life and dies within the same four walls that saw its birth. It needs a population where class lines are sharply and distinctly defined, one where the son follows in the footsteps of his father. Where in the United States does such a body of people exist?

It is idle for those who advocate the establishment of co-operative stores in this country to claim that while the surface conditions appear to be so radically divergent, fundamentally conditions are the same. This is absolutely wrong. Where in this country can there be found a homogeneous population? Let us take a section of this country that has many characteristics of the communities in England where co-operation has had its greatest success, to wit, the mining section of Pennsylvania. Here we have a population all en-

gaged in the same industry and one which is, apparently, strongly organized. Yet what do we really find? A population split into different groups by the nationalities represented kept together by the greatest efforts within the lines of the trade organization which holds before its eyes the tangible bait of better wages and better working conditions. How, then, could an organization which has really nothing to offer except a small saving at the end of an extended period hold them, and how would it attract from them an initial investment?

To make co-operation a success in the United States is not a question of changing conditions; it is a question of changing temperaments. The savings effected by the movement loom large in the eyes of the English, but would they appear of the same importance in the eyes of Americans when effected by the loss of the service which the average retailer in this country gives? Service is the greatest demand which the consuming public makes upon the retailers with whom they deal. Inaugurated by the department stores, it as now become thoroughly ingrained in the National character by a long course of education in convenient merchandising and is looked upon as a matter of course. It is an essential. This demand has caused the cost of doing business to mount upwards in leaps and bounds during the past ten years. Naturally the price of the commodities in which he deals has advanced at the same ratio, for in dealing with the subject of co-operative stores costs of distribution can alone be reckoned with. The American consumer to-day is the best served consumer in the world and intends to remain so, even though she knows she has to pay the price.

Service, taking all that the word implies in this country into consideration, is unknown to the co-operative stores in England and lacking to a great degree on the part of the retailers. Furthermore, the people of that country place price before convenience. They do not expect the same amount of service that the American consumer expects and hardly feel the lack when joining a co-operative enterprise of what they have never had very much of. This accounts, to some extent, for the success of these enterprises.

Eliminate the service, and consequently this extra charge for it, and you eliminate the co-operative store as a competitive factor in the retail distributing field at the same time. Prices in each of them will be the same, for there is no economy in the way the co-operative store is run outside of the elimination of the service given by the retailer. The advocate of the co-operative store, however, will claim that the customer gets in the shape of dividends what the retailer puts in his pocket in the shape of profits. This will not be found to be true, for economies of management are greater with the retailer than with the co-operative manager. The former works for himself, the latter is working for someone else, even when he is a stockholder in the concern himself.

Reducing the cost of retail distribution is not a question of co-operation among consumers, or the elimination of the retailer. It is all a question of service. So long as there is a demand for this, the retailer must give it and charge it on the customer, just as he must keep beef in hand so long as there is a demand. Eliminate the service charges and the cost of living will no longer be a National question. Place them on a reasonable basis and our friends, the reformers, will have to find another occupation.—Butchers' Advocate.

What Some Michigan Cities are Doing.

Written for the Tradesman.

Survivors of Custer's brigade will gather in Ann Arbor Sept. 3 and 4 for the annual re-union. About 300 veterans are expected to attend.

Saginaw is face to face with the garbage disposal problem. For years rubbish has been dumped at various places around the city, but these places are filled now and the authorities are beset every day with citizens and carters demanding what shall be done with the refuse.

The Michigan Central will build a new passenger station at Kalamazoo. It will be located on the east side, near the Botsford yards.

Kalamazoo householders complain that their garbage cans stand unemployed for days, the three private garbage companies being unable to take care of the collections properly. Garbage disposal and sewer extensions are two of the urgent problems at Kalamazoo.

The Muskegon County Horticultural Society will meet next Saturday at Lake Michigan Park and an effort will be made at that time to form a county historical society.

The Muskegon Chamber of Commerce, acting in behalf of Western avenue merchants, has taken up the matter of better service with the Pere Marquette Railroad. Mails from the south were on time only six days during the first fifteen days of the present month.

New machines will be added and a fireproof warehouse erected, doubling the capacity of the paper mill at Waukegan.

C. M. Hunt has been elected general manager of the Island City Pickle and Kraut Manufacturing Co., at Eaton Rapids, succeeding the late Geo. P. Honeywell.

Marquette will extend its cluster lights on Washington street to Seventh street and on Baraga avenue to Fifth street. Traffic regulations have been adopted and similar ordinances will be passed in Negaunee and Ishpeming, so that traffic rules will be alike in the county.

The township of Tecumseh will vote Sept. 3 on the question of granting a franchise to the Tecumseh Electric Co. for a light and power line to Ridgeway and Britton.

Prof. Tealdi, of the University of Michigan, spoke to members of the Owosso Improvement Association recently and suggested plans for a more beautiful city. He favored 24 foot streets in the residence districts, with the remainder given over to parking

and also urged that a park be established along the river.

Alpena will vote Sept. 17 on the question of adopting the commission form of government. A proposition to bond for \$50,000 for a sanitary sewer system will also be submitted.

Marquette is showing growth, 125 houses having been built there in the past two years.

Business men of Paw Paw have organized a fishing club, with H. Emery Ball as President.

Big Rapids is showing increased activity along building lines.

Work has begun on the new \$20,000 Pere Marquette station at St. Joseph.

Seven police telephone stations will be established at Ludington.

Ludington has a new million dollar concern, H. M. Hallett & Co., and a factory costing \$100,000 will be built for the manufacture of polishes for automobiles, furniture, etc. J. S. Stearns is associated with Mr. Hallett in the enterprise.

Smoke Inspector Gilman, of Kalamazoo, reports only three complaints regarding smoke nuisances since his appointment to office last spring and he regards Kazoo as the "smokeless city."

C. C. Johnson & Son, of Whitehall, are erecting a plant at Muskegon for the manufacture and sale of flour and feed.

All second-hand stores in Benton Harbor must hereafter pay an annual license fee of \$15.

Benton Harbor has adopted an ordinance barring women from saloons.

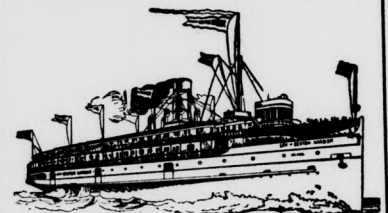
White Cloud is preparing for the old soldiers' reunion, to be held Sept. 8 to 10.

Saginaw's new Y. W. C. A. building will be opened in September.

Battle Creek is having trouble in shutting out public bathing at Lake Gogouac, despite the injunction.

Almond Griffen.

Cheap help means cheap customers, and even the cheap ones are not likely to be satisfied and want to come back.



CHICAGO BOATS

Graham & Morton Line

Every Night



Light, Home Baking

Needs flour especially adapted to the purpose.

Heavy, strong, glutinous flour is all right for public bakeries, but not so well adapted to home use.

Our appeal is to the home baker exclusively.

Lily White is a soft winter wheat flour with proportions of gluten, starch and protein which we have found best for home baking.

A trial will convince you that we are right.

LILY WHITE

"The Flour the Best Cooks Use"

Has been made for thirty years by this company and has been loyally supported by the public even during those periods when a shortage of our kind of wheat has forced the price up.

We appreciate this support, and our contention that the discriminating public wants quality first, last and all the time has been upheld.

Those who buy Lily White can absolutely depend on the quality being always the same.

It is carefully packed in clean, sanitary sewed sacks.

VALLEY CITY MILLING COMPANY
GRAND RAPIDS, MICH.



Special Features of the Hat and Cap Trade.

A number of the leading manufacturers of men's hats, will show in their fall samples an innovation in hat bands in the form of velvet ribbons in place of the accepted gros grain ribbons used for so many years. The orders already placed by the most prominent manufacturer of men's hats for velvet ribbons, it was stated by importers of ribbons, indicated that a serious effort was being made to introduce a new style effect of this kind.

The orders of this kind placed have been for colored velvet ribbons such as green, grays and navy, as well as black, widths from 12s to 16s. These will be shown in the felt hats for fall. One important house stated that it was looking up the possibilities for a similar use of velvet ribbons in men's straw hats for next spring.

Members of the ribbon trade were not quite sure whether the demand was to be explained by the scarcity of staple gros grain ribbon resulting from the strike or whether it was merely a style idea. There was some ground, it was said, for believing that the latter was the case, since Europe already had seen the innovation.

Winding up the straw hat season of 1913 in the sense of preparing for its termination, and winding up the 1914 season in the sense of preparing for renewed action for next year, is the story of the day for retailers.

So far as the current season is concerned, good, bad, or indifferent—it is a matter of history; let it rest in peace. Wakeful merchants have reaped their usual harvest, others have had a fairly good season and others have not made any money, and that's the whole story unless we care to mention the manifold excuses of the "dead ones."

Next year, however—that's an altogether different story, and in planning now for 1914 lies the only value of the 1913 season in the lessons which it may have taught.

The prospective vogue for next season can be more clearly discussed now than at this time in any former year, because the style tendency is very well defined.

One feature of the story is fancy effects throughout—fancy sennit braids, fancy trims, fancy tips and linings, fancy color combinations, wide leathers, lace insertions, etc.

There is a decided tendency toward split braids in some sections, but this is a purely local condition that in no way effects the general style evolution. It is true that sennits are universally popular, but it is still possible

to produce in fine grade sennit braid effects that are distinctive, and that distinguish them from the cheaper product. Fancy sennits and medium rough braids will be the fashionable straw trade.

For the popular-price trade it is assured that Yeddo hats will be a strong factor. This year they were in a measure exclusive, and early in the season found ready sale in high class stores, but for 1914 they will be more common. These hats are produced in the body in Switzerland and Italy, most of them being imported in the rough and trimmed in this country. The entire production of bodies for the coming year has been contracted for, and probably more orders have been placed than it is possible to produce. Already substantial advances have been made in prices, in accordance with the prevailing practice with many European manufacturers who govern their prices by the volume of demand.

Regarding the straw hat dimensions for 1914, crowns will be decidedly higher and brims a trifle narrower, for the nobby styles. After a season's popularity the $3\frac{1}{4}$ crowns no longer appear high, and for the next season $3\frac{3}{4} \times 1\frac{1}{2}$ will be proportions for the stylish dresser. For extreme trade crowns will be even as high as four inches.

For these high crown hats bands will be of varying widths to meet individual tastes, and will be as narrow as fourteen line.

Retailers may be prone to order bows in the back on straw hats, but this detail should be given careful consideration. There has already been one felt hat season and a straw hat season, with bows on the back, and two more felt hat seasons intervene before next year's straw hat time; it may be that the fad will have worn itself out by that date.

There is little to say about Panamas. This popular summer hat will sell as readily as ever next year. On account of the nature of its material and the manner of its reproduction the range of styles is very limited. One or two distinctive novelties were introduced this year on which those who bought made a real killing. One in particular, a large crown with a full, slightly-rounded top, will have a more widespread sale for 1914, and will be quite a general favorite. The dimensions were three-inch crown and two and three-fourths inch brim, having a mighty "swagger" flange, trimmed with twenty-seven-line band, bow in the back.

Laziness grows fast and sticks tight.

Advantage of Good Stationery.

A prosperous man of affairs one time made the remark that a business house is known by the correspondence it sends out. What he meant to convey was that great care must be taken not only in the composition of the letters, but also as to the character of the stationery used. This is as true to-day as it was then. And yet how many merchants there are who seem to think that any kind of paper will do for carrying on their correspondence. This is one of the apparently little things which indicate the kind of an establishment from which the letter goes out. People are more critical to-day than ever, and anything of this kind does not pass unnoticed. It pays to invest a little money in stationery. It also pays to exercise care and judgment as to the kind of letter heads used. If the type matter is carelessly and inartistically arranged, and if the printing is poor, all these things will be taken as representing the character of the store from which the stationery is sent. You should no more have correspondence of this kind going out among your customers than you should have unkempt solicitors going from house to house to secure business. Of course there are merchants who will say they attend to that part which refers to getting the proper kind of printing, but when it comes to the composition of a letter they do not profess to be literary scholars and therefore cannot produce that which is up to requirements. Admitting that this is true, such men should see to it that they get somebody to write their letters for them who can do it in an acceptable manner. If you cannot drive a horse you will learn how or get somebody to do it for you. You may not be able to paint the building in which your store is located, but you are particular to get somebody who is skilled in this particular kind of labor to do the painting. Such matters as correspondence, which are far more important, are too often neglected, simply because the merchant does not appreciate the good of having every branch of his business present a good appearance. It costs very little more to have good stationery than bad, and surely there is somebody in your employ or in your family who can help out when it comes to writing the proper kind of letter.

THE IDEAL CLOTHING CO.
TWO FACTORIES.
GRAND RAPIDS, MICH

FOR FINE WEDDING PARTY AND
FUNERAL WORK TRY
Crabb & Hunter Floral Co.
114 E. FULTON ST.
Citizens 5570 Opposite Park Bell M 570

G. J. Johnson Cigar Co.
S. C. W. El Portana
Evening Press Exemplar
These Be Our Leaders

Match Price List

NON-POISONOUS

Strike Anywhere Safety Matches

	Price for 5 cases and over per case	Price for less than 5 cases per case
SAFE HOME		
No. 5 size—5 boxes to package, 20 packages, (100 boxes) to case	\$3.35	\$3.50
BIRD'S-EYE		
No. 5 size—packed 5 boxes in package, 20 packages (100 boxes) in case	3.35	3.50
BLACK DIAMOND		
No. 5 size—packed 5 boxes in package, 20 packages (100 boxes) in case	3.00	3.15
MARGUERITE		
No. 5 size—packed 12 boxes in package, 12 packages (144 boxes) in case	4.25	4.50
SEARCH LIGHT		
No. 5 size—packed 12 boxes in package, 12 packages (144 boxes) in case	4.25	4.50
BLUE BIRD		
No. 5 size—packed 1 doz. boxes in package, 12 packages (144 boxes) in case	4.00	4.25
CRESCENT		
No. 5 size—packed 12 boxes in package, 12 packages (144 boxes) in case	3.75	4.00
SWIFT & COURTNEY		
No. 5 size—packed 12 boxes in package, 12 packages (144 boxes) in case	3.75	4.00
BLACK SWAN		
No. 5 size—packed 12 boxes in package, 12 packages (144 boxes) in case	3.60	3.75
BEST AND CHEAPEST		
No. 2 size—packed 12 boxes in package, 12 packages (144 boxes) in case	1.60	1.70
RED DIAMOND		
No. 2 size—packed 12 boxes in package, 12 packages (144 boxes) in case	1.60	1.70
ANCHOR		
No. 2 size—packed 1 doz. boxes in package, 12 packages (144 boxes) in case	1.40	1.50
GLOBE		
No. 1 size—packed 12 boxes in package, 36 packages (432 boxes) in case	2.70	2.85
STRIKE ON BOX MATCHES		
RED TOP		
B Size—12 boxes to package, 60 packages (720 boxes) to case	\$2.50	\$2.75
ALUMINUM		
No. AL Size box—12 boxes in package, 60 packages (720 boxes) in case. Per case	1.90	2.00

When a Customer
inquires for a flavor,
suggest

Mapleine

It's pure and good—when
once tried it is always
used.

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

Crescent Mfg. Co., Seattle, Wash.

OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

THE Tisch-Hine Co.

237-239 Pearl St. (near the bridge), Grand Rapids, Mich.

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

Some Ways Not to Solicit Higher Wages.

A salesman traveling for a large Western wholesale grocery concern had asked to be given a larger, more productive territory in recognition for his long service. The change meant an increase in salary as well as a larger volume of business upon which to compute his commission.

The president and manager of the concern were considering the proposition as the salesman returned to his territory. He had received information that the biggest buyer in his territory would likely be on the same train, westward bound, but not seeing him at the station he went with a number of companions to the smoking car, where they smoked and played poker. Along toward the end of the journey the traveling man sauntered back through the day coaches and Pullmans and found his old customer seated alone and reading a magazine.

When the traveling man broached the subject of spring and summer stock, the big buyer said he was sorry, but Jones had been with him all the way out from the city and he had given him an order.

"You know I don't smoke," added the big buyer significantly.

The traveling salesman is still traveling over the same territory and probably will continue as long as he is employed by that firm.

A representative of a brick manufacturing concern had been given assurances of a raise in salary, with

prospects of being taken in as a member of the firm. The realization of these prospects depended largely upon sales in the immediate future.

He was sent to appear before a city council meeting one night to make an effort to close a contract for sufficient brick to pave a number of miles of street. Instead of going directly to the city where the sale was to be made, however, he planned to stop off during the afternoon at a small station ten miles from his real destination to see a young woman friend.

The result of this scheme was that he missed the last interurban car that would get him to his destination, found the only train of the evening was more than an hour late, forgot all his samples in his hurry to drive by horse and buggy, and arrived in the council chamber fifteen minutes after the contract had been closed with another company.

He is an estimable fellow in some ways, but his superior officers have since been afraid to trust him with important transactions for fear that there may be another girl case. He did not win his salary raise nor was he made a member of the firm.

There is rather an amusing instance told of a mining engineer who was running the hoist one day after having asked for an increase in salary of \$10 a week. His superintendent was at the bottom of the shaft with a miner for a good part of the afternoon.

When they finished their work and

signaled to the engine operator to hoist them to the top there was no response. The superintendent stormed and fumed and fussed, pulling incessantly at the cord attached to the bell just over the engineer's dial. But there was no response. All the superintendent and his helper could do was to wait until the engineer returned to his post, which might not be until morning.

After two hours' wait, however, the bell at the head of the sump at the bottom of the mine summoned them to get on the car, and they were hoisted out of the thousand foot hole, sore and disgusted. The engineer had gone to his supper and had completely forgotten his boss. But despite his profuse explanations and promises never to do it again he failed to get the salary increase. His memory was regarded as too uncertain to be relied upon.

A young man lost an increase in salary because he refused to allow the time of his two weeks' vacation to be changed from July to August to accommodate an employe who had had no vacation in three years.

A similar fate happened to an engineer who absentmindedly left his transit standing in the center of a cornfield, though it would almost seem that he deserved an increase in having to wade through mud and water up to his shoulders in order to find it again.

Trivial things can keep men from rising. The little things more often than the big ones prevent raises in

the pay envelope. Even one little slip and the chance may be gone forever.

For it is one thing to ask for a raise and quite another thing to earn it. Every man or woman likes to think that he or she is worth more than the stipend then received, but unless one is extremely alive and careful there will be some sort of a slip-up to mar the chances of acquiring that extra money. It is necessary to be constantly efficient if one is to impress one's employer with the value and worth of one's work.

Therefore when ready to ask for a raise in salary look yourself over pretty thoroughly and take an invoice of your efficiency and your worth to your employer. Be sure that there is no "come back." The boss may have noticed the little thing that has escaped your attention, and it is the little thing in asking for a salary increase that is the difference between standing still and going ahead.

Monroe Autrey.

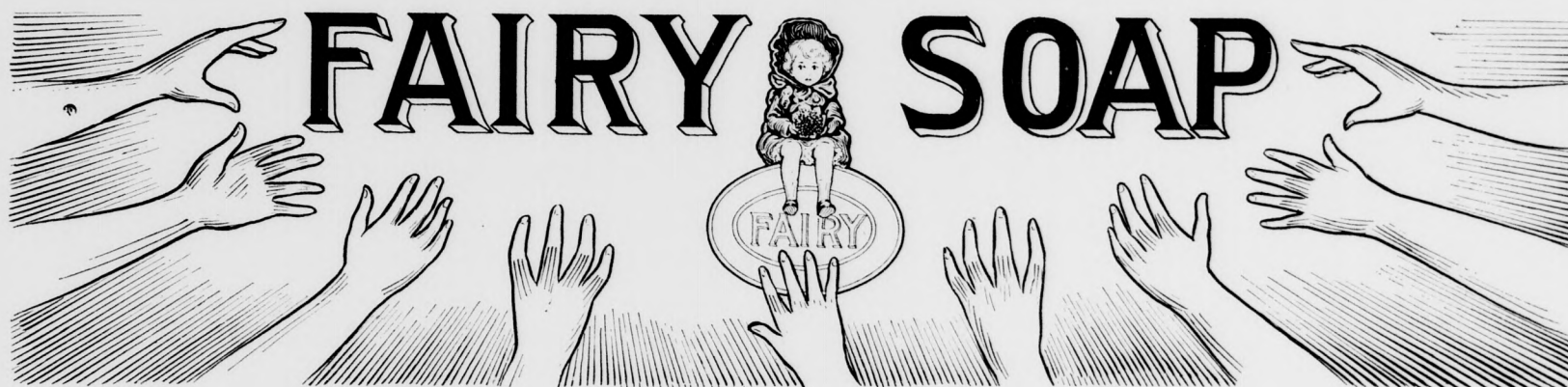
Not the Language of the Tribe.

A young college graduate, out bicycling one day lost control of his machine on a steep hill and was tumbled off. Two men found him lying in the road.

"What's the matter?" they said.

"Well," replied the college man, "I came down that decline with greatest velocity and lost my centre of gravity, and was precipitated on the hard macadamized road."

"G'wan, leave him alone," said one of the men, "he's a foreigner."



Our extensive advertising has made everybody *know* FAIRY SOAP and it's easy for you to *sell* what everybody *knows* about.

The big, white, floating, oval cake of FAIRY is the BEST soap a nickel can buy and the easiest a grocer can sell.





Michigan Retail Hardware Association.
President—F. A. Rechlin, Bay City.
Vice-President—C. E. Dickinson, St Joseph.
Secretary—Arthur J. Scott, Marine City.
Treasurer—William Moore, Detroit.

Smaller Merchants Cannot Exist Under Present Methods.

When we see in so many stores of hardware men such lax methods of business we cannot help but think that many evils in the trade that we think exists are only imaginary or trivial things made big by taking plenty of time to brood over them.

Yet with these conditions existing, there are reasons for the retail merchants feeling discouraged when the producer deliberately and with intent, after soliciting the orders of the retail merchant at one price, creates another channel of distribution to the consumer at another price, which, in the opinion of the latter, places the retail merchant in either the position of a robber, or so ignorant that he is unable to buy his goods at a price that will meet the competition.

I don't believe this intent was one of business treason, far from it. It was eagerness to sell goods, to market overproduction. Profit at this time overshadowed judgment as to the future policy and when the manufacturer finally realized the mistake, this channel of distribution was so thoroughly anchored to his organization it was impossible to pull away from it.

Must Be Feeling of Loyalty.

Efforts have been put forward and partially successful in adjusting these difficulties on many standard lines. But there is work ahead of you, gentlemen, and in this work there must exist with you a feeling of loyalty on the part of all distributors of your wares until they arrive in the hands of the consumer, providing we all still agree that the present method of distribution through the jobber or broker and retail merchant is the logical and most practical way to market your products. If this method is not admitted to be the correct one, then all affiliation, conferences and resolutions are of little benefit in trade advancement.

Classify your buyers: A jobber jobs. A retailer retails. In other words, a retailer enjoying the same close prices of the jobber is in a position to undersell the retailer supplied by the jobber. This is one of the present trade problems, and what has it developed? The concealed broker. The imaginary go-between in the billing of merchandise, and the "mushroom jobber." Many a producer that does not sell direct uses as a go-

between one of the distributors just mentioned.

Conditions Create Special Brands.

These conditions have created with the legitimate jobber the special brand. He claims he is forced to this position as the profit on standard lines have been so terribly slashed by direct-to-consumer competition that it is a losing game in selling them. In many cases these special brands have been wonderfully successful, and profitable to both jobber and retailer. As against this competition, the producers of the standard lines effected are going direct to the retail trade to maintain the market for their output. Competition sharpens the intellect, and to offset this, in addition to low attractive values on factory brands, comes the special brand of the mail-order house whose advertising and convincing argument, complete catalogue, lowest printed price of the smallest size made attractive by the size of the picture, and a broad and liberal distribution of their silent salesman, has convinced many minds that these articles are far superior to the standard productions sold by the manufacturers to-day.

Think of it, men that have made it a life study in producing and creating an article of merit. Goods that have stood the test of years of service, being side-tracked in certain channels of distribution by the visionary advertising of brands that in many cases were produced in the same factory. To any live dealer it is difficult to convince him that a manufacturer will deliberately produce a better quality of goods branded for the price than he would produce backed up by his own personal guarantee of service and quality.

Says It Is the Price.

Do you men who design and produce trade commodities realize what a problem it will be to continue these selective trade conditions with one channel choked up with inflated values—expensive over head charges and excessive credits? We cannot call it anything else. If another channel can take the same line of goods and develop a profit annually by their methods of distribution, you cannot say that it is service, quality, personality and display. It's the big book and the price. Assure the merchant that his interests will be protected as far as your output is concerned. See that he is not handicapped with a prohibitive price. It will be an incentive for him to put snap and ginger into his business. You say the trade has lost confidence in the retailer. This may be so. But is the retailer entirely to blame for these

Stock up on Guns and Ammunition

Be prepared for
Hunting Season

We carry

Remington and U. M. C.
Fire Arms and Ammunition
Winchester
Fire Arms and Ammunition
Stevens' Guns

Michigan Hardware Company

Exclusively Wholesale

Cor. Oakes and Ellsworth

GRAND RAPIDS, MICH.

Foster, Stevens & Co. Wholesale Hardware



157-159 Monroe Ave. :: 151 to 161 Louis N. W.

Grand Rapids, Mich.

H. Eikenhout & Sons Jobbers of Roofing Material

GRAND RAPIDS, MICH.

ROOFING PITCH AND
PAVING PITCH

Use Tradesman Coupons

conditions? Standard goods have been made leaders by this direct-to-consumer competition to a point where the buyer's attention was immediately arrested. This was the entering wedge in this competition, wherein price was the commencement of all our trade problems, and the belief is firmly fixed in the minds of I may say millions of consumers that the entire line is cheaper than any goods sold by the local dealer.

Now, bringing all these historic happenings down to the present day, we have the commercial reports to rely on, which state that a little over 3 per cent. of our merchants make a profit out of their business to-day. Of the balance, some make a living, but the majority find rest in the financial graveyard of experience, and in many cases, why?

Dealer Is Adopting Price Slogan.

Before direct-to-the-consumer competition ever entered the field, and it is a creation of the present period, the market for your products was the local retail store, and had you extended him the same favors there would be no cry to-day for price comparison. The price has been their slogan in their advancement without competition, and the retailer, to protect his business, is simply adopting the same tactics which you manufacturers look upon with doubt and suspicion. For if you are not willing that your goods should be valued at their printed retail prices the position you maintain is correctly understood.

A continuation of these conditions will develop but one thing: A complete evolution in the production and distribution of merchandise.

The merchant that cannot be elevated by your encouragement, advice, and fair values is beyond the assistance of anyone.

Says Makers Should Tote Fair.

A manufacturer that fails to see the justice of comparative values in the selling end of his products (if he has faith in our methods of distribution) belongs in the same school of experience. A certain manufacturer told me once in our talks on present trade conditions in substance as follows:

A dealer that studies his business, alive to the welfare of his community, and posts himself as to values, has no time to cry mail-order competition. What a curious phase there is in human nature. This manufacturer was selling mail-order houses, and these retailers were advertising his goods to the consumer within 10 per cent. of my cost from the jobbers. Tote fair. It's no sin to sell the mail-order house, but it is a sin and a crime if you sell them cheaper than you do the retail trade. I cannot help but feel that the present "jumble" in price and distribution is as much, if not more so, your responsibility than ours.

The producer is responsible for its creation. He controls the policy, regulates the price and outlines the channels of distribution, and when his products become entrenched in a certain channel of trade it is a difficult problem to remove it, and I doubt the wisdom in attempting it.

Should Study Out Equitable Plan.

But when said article is a household necessity, or a standard tool for the mechanic, and is a leader by one distributor because he is favored in the purchase price, it is but natural for the other channel of distribution to come out and take a stand, and demand the same concessions enjoyed by his competitor. This is but natural, and when the conditions are so serious as to demand an organized body of men to take such action as the resolution that the Chicago conference adopted, it is well for us all to look well ahead and study out some plan equitable for all merchants. It is poor policy to scold and blame the other fellow for our loss of business. This competition is here to stay, don't overlook it, and quality improving every day, and as to price, why with their buying powers they haven't scratched the price yet.

The present method of local retailing, which is largely from the jobber, is historic. It dates back generations, and it is logical when you cover the entire field. The wants of 75 per cent. of the retailers in quantity are so small and assortment so varied that direct buying is impracticable. To attempt it would mean financial suicide, caused by the inactivity of his capital, regardless of his ability, and the less ability the more important the necessity of the price. For without ability—personality, service and salesmanship could never go into partnership with price.

L. C. Abbott.

(Continued next week.)

Sea Food a Net Gain to the Land.

The widespread and growing fear that the oyster is a cause of disease and not a safe food is undoubtedly a cause of the high cost of living. Because in very rare cases oysters from a bad bed have caused sickness, and because in many cases local authorities have sought to escape responsibility for polluted water or milk supply by placing the blame upon the wholly innocent and silent oysters, the people are more and more shunning this really valuable food.

As general proposition, it is safe to state that people run less risk of contracting typhoid fever from oysters than they do from drinking raw milk, or the water supplied in many communities. The great bulk of oysters sold are wholesome. The number of oyster beds where pollution is even possible is relatively small. I could wish that the number of dangerous sources of milk supply were as small, and that the percentage of pure, wholesome milk was a great, as the proportion of pure, wholesome oysters that reach our tables. Although I cannot give the oyster an absolutely clean bill of health, I can say that the prejudice against them is all out of proportion.

Whether the owners of the polluted sources market their product in ignorance of their criminality or with a criminal indifference matters little. The result is the same—they have put under suspicion all oysters. As a result, our oyster production has not

developed as much as the increase in our population warrants.

Possibly you may think off hand that the Department of Agriculture has little to do with oysters, but its concern with oysters is almost as direct as with the oyster plant. While the exploitation of our waters as a source of food is mainly a function of the Bureau of Fisheries, sea food—as soon as it passes into inter-state commerce—comes directly under the control of the Department of Agriculture.

There is a further economic reason for the interest in this department. Every pound taken from the sea relieves the land and releases so many acres for the production of grain and fruit. Every pound of food produced on land uses up some of our soil fertility. Sea food is a net gain to the land and, moreover, furnishes fertilizer to the land and directly enriches the soil. It is but natural that the Department of Agriculture wants to stimulate the production of sea food and especially oysters. Thousands of acres of shallow waters are available for oyster beds, and the oyster-growing possibilities of the Gulf States have scarcely been touched. The oyster grower of the shallow reaches of the sea is as

much a producer of wealth as the breaker of the prairie. Need for developing these new beds will come when, and only when, the present distrust of the oyster is overcome and it is restored to the confidence that its food value warrants. To regain this confidence it will avail you nothing to say that the raw oyster is not as bad as raw milk. Health is not a comparative matter to the individual—nor a matter of percentage. He drinks milk because there is no substitute, but he gives up oysters on the first breath of suspicion. You will never whitewash oysters by painting milk black, and you certainly won't make milk stew more popular.

The one way to restore oysters to favor is to make every oyster that is sold as it should be. Don't wait for the oyster to live down its reputation. Act and begin to act at once to make it impossible for any owner of a polluted supply to market his oysters. An take action to see that between the oyster bed and dish of the housewife nothing happens to oysters to lessen their wholesomeness.

Carl L. Alsberg.

If you believe in luck in business, spend your money for four-leafed clovers and rabbit's feet instead of for advertising.

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

Reynolds Flexible Asphalt Shingles

HAVE ENDORSEMENT OF LEADING ARCHITECTS



Reynolds Slate Shingles After Five Years Wear



Wood Shingles After Five Years Wear

Beware of Imitations. Ask for Sample and Booklet.
Write us for Agency Proposition. Distributing Agents at

Detroit
Saginaw
Lansing
Jackson

Kalamazoo
Battle Creek
Flint
Toledo

Columbus
Cleveland
Cincinnati
Dayton

Youngstown
Buffalo
Rochester
Syracuse

Utica
Scranton
Boston
Worcester

Milwaukee
St. Paul
Lincoln, Neb.
Chicago

And NEW YORK CITY

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

An Important Announcement to the Grocers of the United States

IN OVER six million copies of the leading magazines issued in September will appear the most important announcement in pure food progress made in recent years.

After three years study of grocery conditions The Yours Truly Company believes that the success of the pure food movement will depend on the good faith of manufacturers and *on the degree of desire the consumer and the grocer has for real pure food.*

The United States Government can only make laws which in a general way protect the public. It cannot establish the highest standard for all. It can only establish a standard which is not too high for the average manufacturer to comply with.

The Yours Truly Company in its public announcements pledges itself to the *highest* standards. It not only pledges—but will blaze the way to establish them generally.

This is the Yours Truly Way to secure Absolute Purity in Foods.

The present food law can only specify requirements; and then, so far as possible, the officials see that these requirements are carried out. Great good has been accomplished, but even the Chief of the Bureau of Chemistry has publicly acknowledged its limitations.

The Yours Truly Company has succeeded in doing absolutely what the law was planned to do. It protects all food bearing the name of Yours Truly with a certificate which positively guarantees not only purity, quality and delicious flavor, but also assures the purchaser of the same cleanliness in the factory in which the foods are prepared as would be demanded in the purchaser's own home.

A great central scientific institution, the Miner Laboratories of Chicago, has been employed to carry out this object, but in every factory where Yours Truly food products are made the Miner Laboratories send a thoroughly qualified chemist to watch every particle of food that enters a Yours Truly package.

These chemists are *not* employed by the manufacturers—they are not even friendly with them—they are there to protect *you*—to serve *you*—and *you* alone.

This supervision over the food supply of a nation is the most advanced in the history of the world.

It assures the consumer of the purity of every product bearing the name Yours Truly.

In addition—

It assures the grocer that every product bearing the name of Yours Truly is the best that money can buy for his customers.

And this is the real purpose for this announcement. It enables the grocer to offer to his customers not only the highest standard of excellence, but a guarantee of satisfaction.

The grocers of the United States can take this announcement as their authority to immediately return the purchase price to any buyer of Yours Truly food products who for any cause whatever expresses dissatisfaction and returns the label of the package purchased.

Can there be any greater evidence of our desire to carry out the real purpose of the pure food law? Can there be any clearer way indicated by which the consumer can secure guaranteed pure foods? Can there be any sound reason why grocers of the United States should not earnestly advocate Yours Truly food products?

The following certified and guaranteed Yours Truly food products are now on sale by leading grocers in all parts of the United States:

Rolled Oats	Pork and Beans	Spices
Macaroni	Teas	Flavoring Extracts
Spaghetti	Coffee	Breakfast Cocoa
Tomato Catsup	Peanut Butter	Salad Dressing
Condensed Soups		Prepared Mustard
Sugar Corn and other quality products.		

Any further information in regard to the Yours Truly pure food movement can be obtained on request.

The Yours Truly Company, Chicago, Illinois



**CERTIFIED
FOOD PRODUCTS**



Window Displays Appropriate for Early September.

Nowadays people travel who never traveled before. Formerly there were those who never left the limits of the township. To be a stay-at-home was natural, usual. Now, however, the individual who does not take a trip somewhere, some time, is rare. It may be long or short, across the state, into the mountains or over the seas; it may be but a "nature hike" of a few congenial spirits on a common quest, but whatever it is the scene is different.

Modern conditions have changed entirely the old order of things. Therefore the window displays, items of which tell the fascinating story of travel, and suggest the agreeable preparations for journeys to be made, is quite in the movement. September is an excellent month in which to travel, for those who have not yet started. Sometimes oppressively hot, and at other times surprisingly cool, still it promises delightful relaxations in change of scene.

The travel idea may be featured in the window of a general store in a variety of ways. As indicated in the sketch the story may be well told by an open suitcase out of which in careless disarray struggle the various articles used in packing. A man's shirts, ties, collars, raincoat may be seen peeping forth with some of them sprawled suggestively across the edge of the suitcase. This used as a centerpiece will serve excellently to give point to an array of traveling bags suitcases, hat boxes, or even trunks, according to the merchant's stock. Anything even remotely connected with journeyings may be used. Then there may be featured articles of clothing suitable for traveling—either of men or of women. Steamer rugs, traveling caps, capes, gloves and coats, are always natty items. Then there are all the varieties of toilette cases, soap boxes, brush holders, medicine chests, collapsible cups, and in fact,

cases and holders for almost everything under the sun that is really useful, as well as picturesque. Some of them may well be found in the stock of the general store, although the silver-mounted luxuries may be absent. However, the meaning of each and every one is emphasized by the open suit case and its half-packed articles. It tells the story without a word.

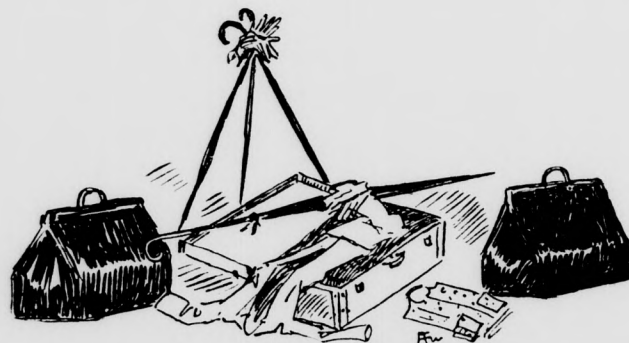
Another kind of a travel window contains a more abstract meaning, although it has its uses, too. It suggests a moral lesson, the duty of citizens to help progress, not to hinder it. This may appeal in certain neighborhoods where the labor of advancing the growth of the community is upon the shoulders of a few individuals. There are always a few people who do the work while others are passive, even if not actively hindering. Progress may be indicted by a car on an up-grade. This may be any kind of a car—coach or carriage. It may be a little model of a modern touring car, passenger coach, or the ancient Conestoga wagon, constructed on a simple framework which is concealed either by being wound with goods, handkerchiefs, postcards, cards of buttons, hooks and eyes, lace, anything handy in stock. This may be used as a centerpiece in the midst of some especially new and interesting features. The merchant should place, here and there suitable mottoes to drive the moral home. As for instance, "The Car of Progress." "We are helping it along, are you?" "We believe in going forward and upward." "Our stock is improving all the time." "Progress is more than money." "Don't be a knocker; get on the Car of Progress." "The workers are busy, are you?" and so on.

The merchant, of course, may use other mottoes that point more directly to the special features of the display, or he may add a few that have reference to some mooted improvements in the town, borough or neigh-

borhood. The application is all the better if there has been a hotly contested struggle. This, of course, fits special conditions, yet these conditions are arising all the time in young and striving municipalities. The merchant must know, also, how to be progressive without antagonizing conservative spirits opposed to change.

Another September window equally suitable, is a complete contrast, inasmuch as it has to do with the idea of warmth and comfort. The September sales of blankets and comforters are decorative and full of color. Often a surprising lowering of the September temperature may make the appeal of fresh, creamy blankets and gorgeous, flowering silk and silkoline comforts, strong and pleasing.

In the illustration is featured a



Suggestions for the Traveler.

brass bed. Some show windows are big enough to hold it, and many general stores have extensive stocks of furniture. Across the new and natty mattress is flung a beautiful blanket, in careless but graceful folds that serve to display the texture as well as to make lines of composition in the arrangement. At one side is a blanket of another pattern thrown over a chair. In front is a pile of blankets and on the other side is a thick heap of comforts. Above, a little at one side, one or more comforts and blankets may be tossed over horizontal supports. This arrangement may be made very beautiful from the combination of color, as well as the direction of the lines, and the variety in the articles.

The September idea was seen carried out recently in clever fashion. This, too, was in a very small window of a very small store. So small it was that most merchants would have despaired of being able to produce any effect, and so would have done nothing, or next to nothing. But the window in question was so arranged that its size, or lack in size, was made a factor. It was simple, too. Nothing but oat straw spread all over the floor, fastened to the sides of the walls of the window space, and gathered into two or three picturesque little stacks. The individual straws were slanted in such fashion that they formed an undulating curve around the stack. And here and there cleverly peeping out of the straw was the article featured. In this case it was an article of food that had no relation to the scheme of window dressing, yet it was effective, since it was prettily arranged and pleasing

to the eye. However a striking appeal to the mind might have been added by using something made of oats. Oat cakes, oat meal, or oat flakes would have completed the circle of psychologic appeal, and the effect on the mind would have been lasting. Thought produces thought. By giving attention to an arrangement, the arrangement arrests the attention of others. Nothing comes from nothing. The law of cause and effect teaches that no one can get more out of anything than he brings to it. Therefore it is worth while to devote care to the plan, of the mental effect, even as much as to the purely picturesque arrangement? Goods do sell themselves—sometimes—not always. But, other things being

equal, the right goods, carefully displayed are half sold.

A. F. Williams.

To Use Pre-cancelled Stamps.

Washington, Sept. 2—Albert Burleson, Postmaster-General, to-day signed an order which provides that pre-cancelled postage stamps may be sold to the public on and after Sept. 16. Pre-cancelled stamps have printed upon them the name of the post office before they are sold. Such stamps will be valid for postage on second, third, and fourth class mail—news-papers and magazines mailed by the public, books, and other printed matter. The stamps will be recognized only at the office named on them.

By the use of pre-cancelled stamps, the transportation and delivery of mail bearing them will be expedited greatly, and it is estimated that the Government will save on expense of labor in cancellation \$250,000 a year.

"I have weighed carefully," said the Postmaster-General, "the question as to whether the extension of the use of pre-cancelled stamps would result in loss to the postal revenues through the re-use or fraudulent use of such stamps. I am convinced that the loss would be negligible, as compared with the great saving in expense and the increase in efficiency to be effected by the use of stamps."

Pre-cancelled stamps, however, may not be used on letters or other sealed mail matter, which, under the law, must bear the date of mailing.

Things are often different in reality from appearance. What you take for pure gold in a man's character may be only a streak of yellow.



In Time of Heat Prepare for Cold.

JACK STEARNS' DILEMMA.

Young Merchant's Experience With the Indians.

Written for the Tradesman.

Jack Stearns was a handsome young fellow of six-and-twenty when he entered the lumber country to try out his luck selling goods to the Indians and such a smattering of whites as might by chance be squatted among the pines.

He had a few hundred dollars he had earned working in an Indiana plow factory. He was not making money fast enough, however, to satisfy his wants, which would not have been many had he not decided that he wanted to marry. No one blamed him, either, for that when once they looked upon the comely face and sparkling vivacious countenance of Athena Dardinwell.

Athena was a Hoosier school ma'am, as neat as wax, just the companion for a man of Jack Stearns' tastes and ideas. So it was settled. Jack would go for himself in the North Michigan woods, where among the loggers and Indians money was plenty and profits of the pioneer merchant something handsome.

Once he found himself making good he was to send for Athena or go for her himself, as the case might be.

Jack selected his ground on one of the richly timbered districts in a considerable settlement which sprouted its newness on the bank of a large river.

From the first the young merchant prospered. At the end of the first year he found upon inventory that he had about doubled his stock, with very few outstanding debts. A good showing all right, yet not quite what he wished before entering the matrimonial state. Letters, of course, passed regularly between the young people, Jack keeping Athena informed as to his prospects, while she detailed the gossip of the older neighborhood in which she lived and still taught the village school.

The young merchant made no mention of the pretty Toshwa, Indian squaw, who often came to his store in company with her red kin.

Jack sold goods to the Indians, receiving in payment furs and skins, for which he found a ready market in Grand Rapids and Detroit. At the end of the first year the young man made a trip South and East, making the acquaintance of several wholesale dealers. He did not find time, however to run down to Indiana and visit Miss Dardinwell.

It may be that the rather engaging smiles of Toshwa were sufficient to keep his mind occupied. Naturally, Jack was very polite and sociable with the reds, who, by the way, are naturally very taciturn. The pretty Toshwa, however, learned to chat with the easy grace of her white sisters and spent more and more of her time at the settlement store.

Sometimes the girl came alone.

She had to cross the river, having a natty ashen canoe of her own, made for her especial use by one of the Ottawa braves. One afternoon Tosh-

wa entered the store on some errand and while she was there a terrific thunderstorm came up. This raged so fiercely the Indian girl dared not venture her return until it was over and then it was dark.

"Toshwa afraid of dark."

No doubt of it, thought Jack, when it came time to close his store with not one of the girl's red friends in evidence. He promised to see her safely across the river after closing his store, which he did, being somewhat startled at the end of the journey when the little Indian threw both dusky arms about his neck and gave him a resounding smack.

"Toshwa very grateful," was her comment. He tore himself away, blushing in the dark over this little incident proclaiming the niceties of Indian gratitude.

Jack fought shy of Toshwa after that, remembering Athena and wondering what might come of it did she know of his indiscretion. The young man anathematised thunder showers and dark nights, even going so far as to remark that he wished squaws knew enough to go in when it rained.

There was no discounting the fact, however, that Toshwa was attractive. Of course, however much he would like to have the Indian girl keep her distance, as a merchant he could not drive her out of his store. She continued to come and she also continued to smile on the proprietor.

An old chief with many feathers in his headdress and a savage glitter of the eye tried to make it still more pleasant for Jack by announcing that he thought the merchant needed a wife and suggested Toshwa, his very estimable daughter, as about the proper person to fill the bill.

"No, no," cried Jack, laughing, "I am not a marrying man. Better go it alone for a while anyhow."

The big chief grunted. "Mebbe bumby, eh?"

"No, no, I never mean to marry—not this year, anyhow," protested the alarmed young merchant.

Meantime the reds patronized the store more than ever. It was from them Jack was coining money, making splendid profits which brought nearer the time when he should be able to take Miss Dardinwell for a life partner. The continued interest manifested by Toshwa in himself began to worry Jack. He actually lost appetite and flesh. He could see what was in the minds of all the reds. Some of them, the most hideous old duffers of the lot, even tried to joke him about his supposed love for pretty Toshwa.

"It's all a mistake; I don't want the girl," protested Jack.

His protests amounted to nothing, however. The Indians, particularly the old chief and his daughter, had set their minds on seeing a wedding with Toshwa and Jack in the leading roles.

"By gracious!" growled the young man, "this is getting too nauseating to be endured."

"Why don't you cut the red devils out entirely, Jack?" asked his friend, Tom Preston. "I'd not let a lot of

gibbering redskins make a fool of me—that is, unless—"

"Unless what, Tom?"

"Why, unless you really mean something—mean to marry the little redskin, you know."

"Botheration!" roared Jack. Nevertheless he felt annoyed.

At length the young merchant found that something desperate must be done, that something was a sudden resolution to take the bit in his teeth and put it beyond the pestering redmen, or even Toshwa, to do him harm.

He packed his satchel, suddenly resolved on a visit to Indiana and Athena. He would become a benedict at once, thus shutting off all danger from Toshwa. He decided to walk to the nearest town twenty miles away from where he would take the stage for Grand Rapids. Unlucky Jack!

A delegation of Indians met him at the bridge, taking him in hand. Everything was in readiness, the chief told him, for a big fandango—Indian dance—and he was the especially invited guest.

No protestations on his part would avail; he must come else forever offend his best customers. Jack decided to humor the redmen, accompanying them to the Indian village. Once here he was confronted with a startling announcement.

"A little joke," Halfbreed Pete told the white man. "Toshwa already, Jack he already; priest here, have big wedding—uh!"

Then the young merchant discovered that he had been led into a trap. Down the stream eighty rods was the big house where dwelt Toshwa and the chief. Toward this Jack was led, more a prisoner than a free man. His thoughts were very much jumbled, only he had in mind Athena and his meditated trip. The cold sweat moistened his whole body as the Indians, shouting and singing an unearthly jargon, jostled and pushed him toward the scene of sacrifice.

Even Halfbreed Pete, who pretended friendship for Jack, was one of the

wildest of the lot. There seemed no escape. The redmen had, undoubtedly, been drinking some of the white man's firewater, which served to make matters worse.

Poor Jack nearly swallowed his Adam's apple when, arrived at the chief's cabin, the door opened and the pretty Toshwa was disclosed, leaning on the arm of a stalwart young brave. The couple marched out and across the green to a spot beneath a huge maple. Here the priest proceeded to perform a marriage ceremony with the warriors ranged about in a circle.

"Joke on white man, eh?" chuckled Halfbreed Pete, grinning into the face of the astonished and very much relieved young merchant. "Here a lady to see you, Mister Jack." With that the speaker grasped the young man's arm, turning his friend sharply about, when lo, there stood an elderly gentleman with a young and smiling white girl leaning on his arm. "Athena!" gasped Jack.

The next moment he was holding both the girl's hands in a tight clasp.

An explanation was quickly made, her father meditated a trip to the North woods, so the little school ma'am accompanied him. Pete drove with them from the nearest station to the woods and here they were. Pete was the joker after all. Old Timer.

It is all very nice to have a good time as you go along if you don't care about going very far along.

Success does not consist in showing how bad your competitor is.

FOR SALE

To close an estate we have for sale a flouring mill located in western part of Michigan with railroad siding to door of mill. Has six rolls, steam power and electric lights, all in good condition; capacity 20 to 25 bbls. per day. For information as to price and terms, write

The Michigan Trust Co.,
Grand Rapids, Mich.

THIS WEEK AT

RAMONA

Guaranteed one of the Best Vaudeville Shows of the Season, The EIGHT FILIPINOS

Then, too, Paul McCarthy and Mabel Lewis, Adair and Hickey, Charles and Madeline Dunbar, Bruce Richardson & Co., Granta and Maude, and Frivoli are all very entertaining.

Matinees at 3:00—10c and 20c. Evenings at 8:30—10c, 25c, 35c and 50c. Seats on sale at Peck's drug store.

FAIR VISITORS DON'T FAIL TO SEE THE JAPANESE DECORATIONS AND 10,000 COLORED LIGHTS. "A VERITABLE FAIRYLAND."

RAMONA PONY GIVEN AWAY NEXT SATURDAY MATINEE

IT'S THE LAST WEEK!



Demonstrated His Value to His Father's Business.

"Jimmy, you're absolutely worthless as a shoe merchant. I wouldn't trust my business in your hands if I had a positive guarantee of forfeiture for all loss!"

"But, father—"

"No buts, my son. I know you too well to risk an experiment. Furthermore, the business has declined rapidly during my illness and needs strengthening—building up. To stimulate trade and put us on our feet, I have engaged an advertisement and efficiency expert. During my absence, he will be in full charge. All I ask is that you keep an eye on him and see that he does the square thing."

"Oh, I'll attend to that all right. What's his name, father?"

"Ol Man" Webb smoothed his bristling iron-grey mustache with a thin, gloved hand.

"Don't know myself, Jimmy," he confessed. "I left the matter with Fred Byron, over at the Agency. Why?"

"Mere curiosity, dad."

"Well, I must be going or I'll miss the eleven-two. Good bye, son. Write often. And," winking slyly, "don't annoy Ethel while I'm away. She may quit her job—and we really couldn't afford to lose her."

As the tall, attenuated figure passed through the door, "Jimmy" Webb dropped on a stool and shook with inward mirth.

"Time will tell," he chuckled. "Time will tell."

"Jimmy"—no one ever thought of calling him James, and he would have been insulted if you had—was a clear-skinned, husky young man with a mass of yellow hair brushed straight back into the resemblance of a floor mop. He had graduated from college just a year before and drifted from one job to another with very few successes and a great many disappointments. He wanted to enter his father's store and apply scientific methods to the development of his retail shoe business, but "Old Man" Webb had no confidence in his business ability and did not hesitate in saying so.

A spell of sickness confined the senior Webb to his bed for some time, and during this inactivity business languished and trade dropped off rapidly. Then came the doctor's orders for a three months' visit to the mountains. "Jimmy" thought he perceived an excellent opportunity to prove his worth and suggested the same to his father. He was flatly turned down and advised to hunt around for something in direct accord with his talents—if he had any.

The young man reviewed all this as he chuckled to himself. Then, jumping up, he hurried back to the office. Sitting there in his father's chair, he glimpsed the store through half-closed eyelids. It was a fairly large, well-arranged store—like hundreds of others all over the country. The salespeople went about their business quietly and courteously; the stock was systematically arranged and easily accessible; everything appeared neat and clean. What, then, was the trouble?

"Jimmy" closed his eyes. He sat thus fully fifteen minutes. What was the trouble? It was a man's problem that harassed him—big, elusive.

He sighed and turned to the record of each day's business. In a pigeon-hole of the desk, glaring at him in bold face type, lay a life insurance policy. In a flash, "Jimmy" caught the answer to his question—Policy. A clear, well-defined, rigidly-adhered-to policy. Something to distinguish Webb's store from the other common-place stores—something to make it different.

But what?

A few prominent ideas and a hundred and one minor details go to make up the policy of a big department store. Why not apply the same methods to the working out of the original ideas for a smaller store, pruning, changing, adapting to their particular needs?

The basis of all reliable trading, "Jimmy" knew to be good merchandise. He also knew that his father often satisfied himself with smaller profits in order to gratify this rule. On the contrary, young Webb did not believe in small profits. He held that a fair margin of gain enabled a store to offer better service—and service of the right kind is greatly to be desired.

Then the foundation of "Jimmy's" policy would be Quality; and the cornerstone—Service. As to the hundred and one minor details, he would work them out later.

The young fellow arose and went in search of Ethel Martin, the brightest little blonde that ever managed a ladies' department. She was rearranging some stock in the rear of the store. He told her his plans.

"They are fine," she enthused. "And

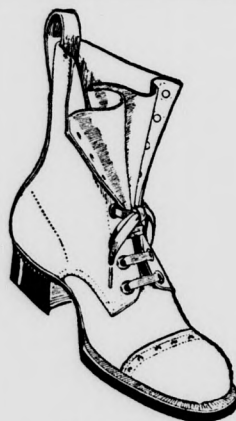
will you let me help to work them out?"

"Nothing would suit me better," declared Webb. "And as a sort of celebration, Ethel—there is a dandy show at the Metropolitan to-night. How about it?"

"This once, 'Jimmy'; but please do not ask again until we can celebrate a real victory."

Ethel and "Jimmy" were great friends. They had known each other from childhood, had gone to school together, played together, and were now working together. To the young man, her very presence brightened and stimulated him at times when he most needed it.

Next morning, he attacked the problem before him with tremendous



Stock Up Now For Fall on the H. B. Hard Pan

The Sturdy, Strong Shoe for Men Designed to Withstand the Hardest Kind of Service.

We make line in Blucher or Bal cut, lace or congress, plain toe or with tip, single, double or three sole, high or low cut. When it comes to a "big line" this one is surely a winner. There is a shoe for every purpose and they DO wear.

Order now, or if you are not now selling the H. B. Hard Pan, drop us a card and we will send our salesman with his samples to show you the line.

"They Wear Like Iron"

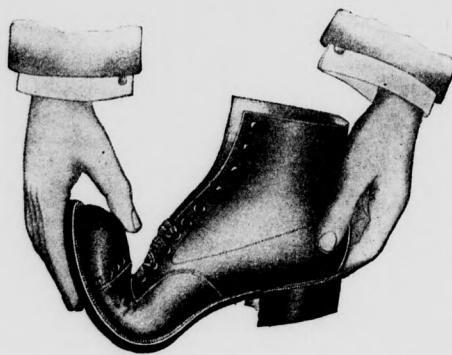
HEROLD-BERTSCH SHOE CO.

Makers of Shoes

Grand Rapids, Mich.

The WONDERFUL Shoe for Men

Try This Flexible Goodyear Welt



Made with a special tannage oak sole leather sole, which gives extreme flexibility.

The upper stock is fine vici kid.

There is a persistent and steady demand for this sterling shoe.

Stock No. 150, C and D wide @ \$3.00

Less 10% in 10 days.

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids



vim. One by one, numerous items were added to the notebook that was to contain the written policy of Webb's store, until it overflowed with ideas.

One of the first things coming to "Jimmy's" attention was the manner in which the name Webb was printed. The show windows bore it in script, the sign above the door bore it in German text, while the advertisements in various local newspapers printed it in any type face that happened to suit the compositor. This was a mistake—wasted effort, one might term it. To concentrate on one style was to become known by it—forcing the public to mentally connect the name Webb with that style. "Jimmy" sketched roughly in tall, thin letters:

Webb
Quality Footwear
1011 Main Street

and sat back to regard his handiwork with a smile. He was progressing—and knew it.

In the days that followed, the young fellow outlined the type of advertising that was to be tenaciously adhered to, the method of selling, delivery, and service that was to be maintained, and the styles to be featured. "Jimmy" had studied his market and realized that quality, rather than price, was the main consideration. Yet his competitors persisted in their cheap bargain offerings. Therefore, he observed it time to make a change, and in so doing, knew that he, as pacemaker, would get the business.

That night, Ethel and "Jimmy" collaborated in the revision of that wonderful policy. Not a flaw remained. Curiously enough, "Old Man" Webb's efficiency expert did not report for duty, and "Jimmy" did not trouble himself to send over to the agency for that worthy gentleman.

Three weeks later the effect of the policy became apparent. The type of customers changed from bargain hunters to rich shoppers. From five hundred dollars a week, the volume of business increased to seven hundred. Slowly but surely it mounted to eight hundred, and two months later reached the thousand dollar mark!

"Jimmy" was in the seventh heaven of bliss.

That night the girl and young fellow celebrated at the Metropolitan. Father Webb would be home on the morrow, and "Jimmy" wanted to make the most of his last few hours as boss.

They wended their way from the theater to a nearby restaurant. Over a delicious supper, the young man proceeded to devour Ethel with adoring eyes. To him, she appeared as God's most wonderful creation. It was an auspicious night—and "Jimmy" made the most of it!

Next morning, precisely upon the hour of ten, "Old Man" Webb breezed into the store—healthy, ruddy, lively, happy.

"Back at last, son!" They clasped hands.

"Now bring on that efficiency expert," chuckled the old fellow. "If your reports were correct, my boy, I must take my hat off to him. He's a wonder! Where is he?"

"Right here!" And "Jimmy" smote himself on the chest.

"What!"

"Positively, dad."

"You?"

"Yes, me—your worthless son, 'Jimmy!' I bribed Fred Byron of the Agency to hold open any job you would offer. He did—and I made good! What are you going to do about it, father?"

The light in "Old Man" Webb's eyes was a study—pride, joy, and confusion mingled until tears dimmed the vision.

"There's a partnership in this business open to a young man about your build," he said quietly. "How about it?"

"I've been waiting for those words, dad. And now I am proud to accept. In fact, there is no other alternative—I have contracted for another partnership that demands it. Last night—Ethel—said—Yes!"—W. H. Kofoed in Shoe Retailer.

Buchanan Merchants Join Forces.

Buchanan, Sept. 2.—The merchants of this place have organized the Buchanan Merchant's Association by the election of E. S. Roe as President and Chas. A. Sabin as Secretary. The following have already been enrolled: John Portz, baker; S. J. Smith, cigar-maker; C. D. Kent, grocer; B. R. Desenberg & Bro., dry goods and clothing; H. A. Jauch, jeweler; D. E. Ellsworth, drugs; R. F. Hickok, harness; Jno. Ream, racket; W. N. Brodrick, drugs; M. Gross, dry goods; Carmer & Carmer, boots and shoes; M. J. Kelling, tobacco; Richards & Emerson, furniture; Buchanan Cash Grocery; Dan Merson, meats; E. A. Stauffer, drugs; H. R. Adams, hardware; Chas. A. Simonds, men's furnishings; C. B. Treat, grocer; D. D. Pangborn, grocer; F. L. Raymond, meats; D. L. Boardman, dry goods; E. W. Sanders, implements; C. H. Baker.

If the closed shop should be established, no man can earn wages without a union license, and the union is under no necessity to grant the license. The right to live includes the right to earn a living. Work for the unemployed is one of the first demands of the unions upon the society which they condemn and propose to improve by their own methods. And yet the unions would deny that right to any except their own members. That is to say, the right to live would depend not upon universal law, but upon compliance with union standards and bearing of union burdens. The man unable or unwilling to comply with the union requirement would be a social pariah, possessing only the right to starve.

Postponed on Account of Detroit Fair.

Buchanan, Sept. 2.—On account of the Detroit fair, it has been deemed advisable to change the date of the meeting of the Michigan Federation of Retail Merchants to Sept. 24, at Lansing. I would thank you to kindly note this change in your paper.

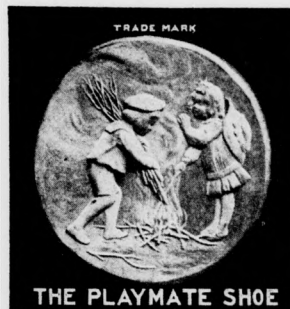
E. S. Roe, Pres.

If worst comes to worst it's best to make the best of it.

School Days Are Near at Hand

How is your stock of

School Shoes



THE PLAYMATE SHOE



No. 2315—Gun metal calf, button, welt.

"Playmate" Shoes for Misses and Children fit the foot, and please in comfort and service.

Let us send you samples of No. 2315.

HIRTH-KRAUSE CO.

Tanners and Shoe Manufacturers

Grand Rapids, Mich.



All
Satisfying
High Cuts

Built throughout for hard service, shoe wear, satisfaction.

Pleases the wearer to-day, to-morrow and each succeeding to-morrow. All styles.

Our stock is large and we do our best to meet your every urgent requirements.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.



The annual report of the Citizens Telephone Company, printed in pamphlet form for distribution to the stockholders, is not as satisfying as it should be. The company is a four million dollar concern. Its stockholders number between 4,000 and 5,000 and a large proportion of them live here. The report should go into details and give comparisons with former years. In this report the earnings are given as follows: Grand Rapids rentals, \$304,377.68; other exchange rentals, \$320,606.68; toll line earnings, \$149,910; other income, \$28,437.48, a total of \$803,331.58. The "other exchange rentals" should be itemized and, further, comparison with former years should be given.

Those who have preserved former reports will find that last year the rentals, not divided into city and outside, were \$600,018.23, which compares with \$624,980.01 for the current year, a gain of about \$24,000. The toll line earnings last year were \$149,263.78 or about \$800 less than this year, and the other income was \$18,086.05, or a gain for the current year of about \$10,000. The total last year was \$767,368.04, giving the current year a gain of about \$36,000, or about 4½ per cent.

In the matter of disbursements, operating maintenance, reconstruction, depreciation and depreciation reserve are all lumped at \$436,623.05, which compare with \$441,757.57 last year, a decrease of about \$5,000; the general expense, interest and taxes are \$60,937.31 compared with \$30,022.30 last year. The dividends paid amount to \$286,743.72, compared with \$295,588.17 last year. This year \$19,027.50 is added to surplus, while last year no such addition was made. On the face of the returns this report, so far as the disbursements in lump sums is concerned, ought to be satisfactory, but why are not the items given in detail instead of lumped, and why are not the comparisons given instead of compelling stockholders to look up the old reports? Instead of being lumped, the items of operating, maintenance, reconstruction, depreciation and depreciation reserve should have been given separately. The general expense, interest and taxes should have been itemized.

The balance sheet is equally lacking in those details and comparisons which the stockholders are entitled to. The total resources are shown to be \$4,403,689.51, distributed \$3,848,674.19 in the local plant, \$452,558.87 in stocks and bonds of subsidiary companies, \$78,113.77 in bills and ac-

counts receivable and \$24,342.68 cash. The last previous report showed a surplus of \$113,000, while now the surplus is given at \$70,523.69, with no explanation as to what has become of the \$63,000 difference. The miscellaneous liabilities this year total \$473,430.82 and last year they were only \$305,797.68, and no explanation is offered for the increase of \$166,633.14. No doubt there is a satisfactory explanation for this, but this explanation should appear in the report for the information of the stockholders.

In earlier years it was more or less necessary—or, at least, seemed so—to make the annual report a summary rather than detailed affair. In those days competition was keen and there was always the fear that an unscrupulous competitor would make use of the detailed information for the company's harm. All this precaution now is unnecessary. The company is compelled to make detailed statements, both to the State and to the Federal authorities, and these reports are accessible to the public and to competitors alike. There are no longer any secrets in the business, but everything is open for inspection. This takes away any necessity that may have existed for a lack of that interesting detail to which the stockholders are entitled.

Better sentiment and easier money prevails here, and the commercial paper market, aided by the offer of Government deposits, rains in the corn belt and a business revival, has been fairly active under the beneficial influence of a strong feeling in business. Commercial paper brokers have done more business within the last two days than in the previous fortnight. With the local enquiry for prime names active and the supply very limited some recession from the

A Word of Advice

Fundamental Business Conditions are sound.

Prices of good securities are on rock bottom, but they will not stay there.

It would be wise to take advantage of the opportunity and buy NOW.

The 6% Preferred Stock of the

**American
Public Utilities Co.**

will yield 8%

Send for Earning Statements and Maps.

Kelsey, Brewer & Co.

Bankers, Engineers and Operators
Mich. Trust Bldg. Grand Rapids, Mich.

Fourth National Bank

Savings
Deposits

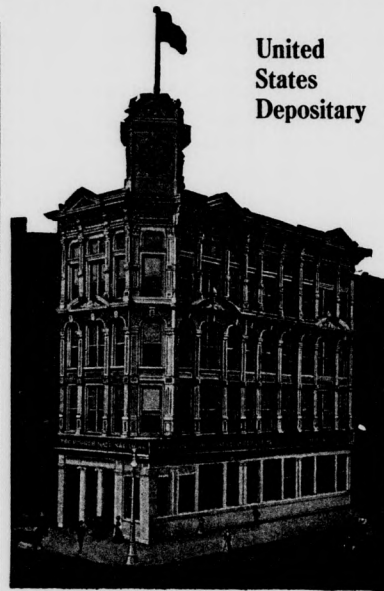
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Per Cent
Interest Paid
on
Savings
Deposits

Compounded
Semi-Annually

Wm. H. Anderson,
President
John W. Blodgett,
Vice President
L. Z. Caution,
Cashier
J. C. Bishop,
Assistant Cashier

United
States
Depository



Commercial
Deposits

3½

Per Cent
Interest Paid
on
Certificates of
Deposit
Left
One Year

Capital Stock
and Surplus
\$580,000

The Old National Bank

GRAND RAPIDS, MICH.

Our Savings Certificates of Deposit form an exceedingly convenient and safe method of investing your surplus. They are readily negotiable, being transferable by endorsement and earn interest at the rate of 3½ % if left a year.

GRAND RAPIDS NATIONAL CITY BANK

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.

CORRESPONDENCE PROMPTLY REPLIED TO

6 per cent. level is quite possible. While it was reported yesterday that money running to the last day of the year loaned at $5\frac{3}{4}$ per cent., one important trust company loaned \$200,000 for six months at 6 per cent., on mixed high-class collateral. There is more borrowing and lending of money at the banks with no appreciable change in rates, which remain generally above 6 per cent.

Recent developments in the bond market have gone far toward sustaining a more optimistic attitude among leading houses. There has been no let-up in the investment demand and the feature of the situation is the enlarged call from investors and institutions for high-grade long-term railroad bonds. The bad corn crop reports have in no wise lessened the demand for bonds of the granger roads. The general argument is that the farming districts are so little dependent on one crop that a shortage in one does not lessen the general value of merchandise which the railroads will carry and that, moreover, other crops aside from corn and oats have been good this year, or at least up to the average. This is the basis for the demand for the railroad issues. Industrial bonds and public utilities, while firm, are not active. Municipals have shared moderately in the general improvement. The bond market would be more active than it is, it is believed, if some institutions were not inclined to resent the rise and still insist on holders selling their holdings at figures close to the bid prices. A feature of the bond market at this time is the enlarged enquiry from small investors for \$100 and \$500 bonds and prompt purchases are equally made. A number of houses report this gratifying state of improvement and the better sentiment has disclosed that there has been large accumulation of funds for such investments. One difficulty now is to meet the demand for bonds of the smaller denominations, which are scarce.

Although many of the advocates of the Administration currency measure have hailed it as a "blow to Wall Street," it turns out that the big investment firms of Wall street and La Salle street, dealing in bonds, are likely to do a larger business than ever, if the bill becomes a law. In all the public discussion evoked by the new banking act, nothing has been said about the aid which it will give indirectly and perhaps unintentionally to the bond market. Nevertheless, the new bill will make it easier to sell bonds.

Undeserving.

Three Germans were engaged in a confidential talk while dining together in a Broadway cafe a few days ago.

Their conversation drifted from politics to the second marriage of a mutual friend, when one of them remarked:

"I'll tell you what. A man who marries a second time don't deserve to have lost his first wife."

In the District Court of the United States for the Western District of Michigan—Southern Division.

In the matter of C. C. Rice and Oscar S. Rice, individually and as co-partners, trading as C. C. Rice & Son, bankrupts—In Bankruptcy No. 1189.

Notice is hereby given that in accordance with the order of this court, the undersigned, trustee, will sell at public auction to the highest bidder, on Tuesday, the 16th day of September, A. D. 1913, at 2 o'clock p. m. at the store formerly occupied by said bankrupts, at Portland, Ionia county, Michigan, the stock of merchandise and store furniture and fixtures and accounts receivable of said bankrupts; said stock consists of a general line of groceries, candies, cigars, tobaccos, etc., and is inventoried at cost price, \$2,089.04 and appraised at \$1,879.84; furniture, fixtures, etc., are inventoried at \$1,271.80 and appraised at \$511.50; the accounts receivable are inventoried at \$1,931.53 and appraised at \$394.69, making a total at inventory price, \$5,292.37, at appraised value, \$2,785.03. The stock is well selected and proportioned, in excellent condition and is well located in the center of the business district of Portland.

An itemized inventory of said assets may be seen at the office of the undersigned, Portland, Michigan, or at the office of Kirk E. Wicks, Referee in Bankruptcy, Houseman Bldg., Grand Rapids, Michigan, or at the office of W. J. Carbaugh, Lansing, Michigan, or Henry J. Horrigan, Ionia, Michigan, and will be on hand for examination before the opening of said sale.

Said sale will be for cash and subject to the confirmation of said court, and notice is hereby given that if an adequate bid is obtained said sale will be confirmed unless cause to the contrary be shown within five days from date thereof.

Dated August 27, 1913.

Glenn S. Benjamin, Trustee.
W. J. Carbaugh, Lansing, Mich.
H. J. Horrigan, Ionia, Mich.
Attorneys for Trustee.

Among the greatest fools on earth are the miser who saves all his money, and the spendthrift who doesn't save any.

INVEST YOUR MONEY IN STOCK OF

The National Automatic Music Company

42-50 Market Ave. N. W.
Grand Rapids, Mich.

C. F. Sweet, President
J. D. Farr, Sec'y-Treas.

Monthly dividends never less than 1%

SEND FOR LITERATURE

The Compensation of an Executor or Administrator is Fixed by Law

The services of this company, through its skilled, competent and experienced officers, costs no more than the services of one without experience or familiarity in the handling of estates.

GRAND RAPIDS TRUST COMPANY

OFFICERS AND DIRECTORS.

William E. Elliott, President.
Adolph H. Brandt, Treasurer.
Hugh E. Wilson, Secretary.
Melville R. Bissell, Jr.
Harold C. Cornelius.
Robert D. Graham, Vice President.
Lee M. Hutchins, Vice President.
Joseph H. Brewer, Vice President.
Joseph S. Hart.
Alexander W. Hompe.
Charles R. Sligh.

MONEY TO LOAN ON IMPROVED REAL ESTATE.

NO CHARGE FOR EXAMINING TITLE.

NO BONUS.

123 Ottawa Ave. N. W. (Just North of Monroe Ave.)

Both Phones 4391.

Michigan Trust Co.

Resources \$2,000,000.00.

OFFICERS.

Lewis H. Withey, President.
Willard Barnhart, Vice President.
Henry Idema, Second Vice President.
F. A. Gorham, Third Vice President.
George Hefferan, Secretary.
Claude Hamilton, Assistant Secretary.

DIRECTORS.

Willard Barnhart.
Darwin D. Cody.
E. Golden Filer.
Filer City, Mich.
Wm. H. Gay.
F. A. Gorham.
Thomas Hefferan.
Thomas Hume.
Muskegon, Mich.
Henry Idema.
Wm. Judson.
James D. Lacey.
Chicago.
Edward Lowe.
W. W. Mitchell.
Cadillac, Mich.
R. E. Olds.
Lansing, Mich.
J. Boyd Pantlind.
William Savidge.
Spring Lake, Mich.
Wm. Alden Smith.
Dudley E. Waters.
T. Stewart White.
Lewis H. Withey.
James R. Wylie.

3% Every Six Months

Is what we pay at our office on the Bonds we sell.

\$100.00 BONDS--6% A YEAR

50 per cent. of all widows in this country are compelled to work

WILL YOURS?

For an average cost of 30 cents a day we will guarantee to keep your widow from being compelled to earn her living.

The Preferred Life Insurance Company of America,

Grand Rapids, Mich.

Ask for our Coupon Certificates of Deposit
Assets Over Three and One-half
Million

GRAND RAPIDS SAVINGS BANK

Kent State Bank

Main Office Fountain St.
Facing Monroe
Grand Rapids, Mich.

Capital - - - \$500,000
Surplus and Profits - \$300,000

Deposits

7 Million Dollars

3 $\frac{1}{2}$ Per Cent.

Paid on Certificates

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

Idle Money is Like an Idle Workman

It is a charge on the working portion of the community.

Make Your Money Work For You

An investment in the First Preferred Stock of

United Light & Railways Company

At present market prices yields the investor

More Than 7 $\frac{1}{2}$ Per Cent

We should be pleased to send earnings statements showing the steady growth of this Company in the past year.

Howe, Corrigan & Company
Investments

Mich. Trust Bldg. Grand Rapids, Mich.



Grand Council of Michigan U. C. T.

Grand Counselor—E. A. Welch, Kalamazoo.
 Past Grand Counselor—John Q. Adams, Battle Creek.
 Grand Junior Counselor—M. S. Brown, Saginaw.
 Grand Secretary—Fred C. Richter, Traverse City.
 Grand Treasurer—Henry E. Perry, Detroit.
 Grand Conductor—W. S. Lawton, Grand Rapids.
 Grand Page—F. J. Moutier, Detroit.
 Grand Sentinel—John A. Hach, Jr., Coldwater.
 Grand Chaplain—T. J. Hanlon, Jackson.
 Grand Executive Committee—John D. Martin, Grand Rapids; Angus G. McEachron, Detroit; James E. Burtless, Marquette; L. P. Thompson, Jackson.

Michigan Knights of the Grip.

President—Frank L. Day, Jackson.
 Secretary and Treasurer—Wm. J. Devereaux, Port Huron.
 Directors—H. P. Goppelt, Saginaw; J. Q. Adams, Battle Creek; John D. Martin, Grand Rapids.

Michigan Division, T. P. A.

President—Fred H. Locke.
 First Vice-President—C. M. Emerson.
 Second Vice-President—H. C. Cornelius.
 Secretary and Treasurer—Clyde E. Brown.
 Board of Directors—Chas. E. York, E. C. Leavenworth, W. E. Crowell, L. P. Hadden, A. B. Allport, D. G. McLaren, J. W. Putnam.

Drummer Waits for Delayed Train.

Written for the Tradesman.

As the commercial traveler entered the waiting room at the railway station in the village of Dunn the agent was revising the announcements on the bulletin board. No sign of anger, vexation or disappointment appeared on the face of the traveler as he read: "Train 5, 1 hour 40 minutes late at J—."

No sooner were his grips deposited on a convenient bench than he held out his hand toward the station agent with the remark: "Please lend me the chalk a few minutes."

"Small boys with chalk are not allowed on these premises," was the nonchalant reply of the agent with barely a glance at the other.

"Well, if I can't have the chalk to figure it out, you will have to tell me how long I'll have to wait for that train."

The agent simply pointed at the "1 hour 40 minutes." on the bulletin board.

"But how far is it to J—, and how long does it take to make the run?" asked the traveler.

"Figure it out yourself" said the agent with a tired look, as he held out the chalk, "but remember, the board is reserved for railroad business and walls must not be defaced."

"How about the stove for a black-board?"

"The stove," said the agent "needs no further decoration; however, there's a lad about here always ready for a job of polishing."

"Produce the boy," said the drummer.

"Here, Jim," called the station agent, and directly a boy appeared in the open doorway.

"Want to earn a dime?"

"Sure, Bill."

"There's your man," pointing to the traveler.

"A conspiracy, a hold-up," exclaimed the drummer, holding up both hands.

"Come on, now," said the boy, glancing dubiously at the two big grips. "What's the job?"

"My son," said the traveler "here is a dime. For the same thereof, really and truly to be paid, do you by these presents contract and agree, so soon as the next eastbound passenger train shall have left this station, or so soon thereafter as your ordinary duties will permit, to clean, blacken and polish this individual and singular stove to the best of your knowledge and belief, and in the performances of this duty solemnly pledge your lives your fortunes and your sacred honor? Signed, sealed and delivered in the presence of 'Bill' the station agent, together with all the emoluments of the office thereunto pertaining. Gentlemen, are you ready for the question? Will you do it, my son?"

"Is that all?" asked the boy, with an appreciative grin. "Do you think I can do it?"

"Do it, my son? Of course you can. A simple performance. Only nineteen numbers on the programme and limited encores. Leave out the non-essentials."

"Why not begin now? I'm ready."

"The odor might be unpleasant to me; and, further, I wish to add some decorations to this already exquisite and at times necessary article of furniture."

"How do I get my pay? Will you leave it with Bill?"

"If that is your wish, my son; but will he pay you when the job is done?"

"You bet; or he will get no more favors from me."

"Really! my son what are you? Division superintendent, auditor or president?"

"Oh, go on! I'm the only one around here Bill can depend on for errands, and he knows better than to hold up my pay. I must go and—I'll be back to attend to the job."

"Hold on, my son. Don't tear yourself away. I may need your help in some calculations. Now with this chalk write on the stove there, one-forty, no, 100—that's minutes. Now, 30 miles an hour means two miles a minute, and—"

"I guess not," broke in Jim.

"What then? Oh yes, two minutes a mile, and its 100 minutes of 50 miles behind time; then its 48 miles from J— to this station. Let me see—How long will we have to wait?"

"If the train don't lose any more time she'll get here one hour and forty minutes late, same as she was there. But she was due here 15 minutes ago; that leaves one hour and twenty-five minutes."

"She'll make up that twenty minutes between J— and here," spoke up a brakeman who was lounging on a bench. "That leaves one hour only. Say, Bill haven't got any orders for us yet?"

"Coming now," says Bill without turning from his key.

"Only an hour," said the commercial traveler. How easily solved! Here's your dime, my son."

"But I haven't blackened the stove."

"No, but you solved the problem. That was the matter of importance, you performed the necessary service, even more pronounced than previously."

You saved your hands and considerable time by using your brains. The gain is all yours—not mine."

"I've earned it then?"

"To be sure you have. Now let me give you a little advice. Perhaps you may have heard someone say that free advice is not worth anything. Don't you ever believe that. Isn't free air and free sunshine and free water worth anything? You know they are—and other free things too. Now the advice: When you make a contract: when you promise, agree, engage or bind yourself to do a certain thing, be sure that the other party is equally bound. An agreement to do a certain work, to perform a service should also contain an agreement to pay for the service when completed. And here's another thing: The value of work done, of service rendered does not depend upon the time it takes to do it. We have just had an illustration of this. Learn to estimate the value of a job by what it is worth to the other fellow—not by so much of your time or strength. For instance, again, what is the value of rubbing off a few chalk marks and polishing up a stove compared with the pleasure I am getting out of this expedient to pass away an hour without fretting about a delayed train?"

"Maybe that is worth a dime—or more. I see. That is the way to make a bargain is it?"

"That is the to get full pay for your services. Make a note of it. And here's something else to chew on: It is very hard for anyone to keep from fretting over delays and disappointments if they have nothing else to do. See that freight engine under a full head of steam, standing still. How uneasy it is. It needs a load to balance it. Just so with people. The conductor has now got his orders to go on. The engine is getting hold of its load; the agony is over. Trouble with people is they do not plan for emergencies. They have nothing whatever to occupy themselves with in case of delay. The traveling man must be prepared; he must have some-

thing to do. If he cannot carry any work he must find some diversion in some way. He must find it at once before disappointment, vexation or worry begins to creep into his mind. If he gave way to every disappointment; if he let the delays and unexpected events fret or worry him, he would soon lose his nerve; he would be ditched; he would lose his job.

"And now, my son, I will not detain you longer. I hope you will be auditor some day instead of audience. I must now look over my route and see what changes I must make on account of this belated train. It would never do to skip even one appointment. No matter for an extra drive, loss of sleep or a late supper, I must do the work I am paid to do. No one shall have a chance to tell me how I might have managed to make up for delayed trains, missing connections, accidents and so forth. When I come again there'll be a job helping me tote this grips about town. Remember—three weeks. Good bye."

E. E. Whitney.

The Little Thing Called Tact.

"Children," said Mr. Timkins, who had been suddenly moved to deliver a little sermon, as he swallowed his second egg at breakfast, "whenever you hear anybody say anything mean or unpleasant, act as though you hadn't heard it. Talk about something else and pretend you didn't hear. That's what we call tact."

Then Mr. Timkins took the 8:13 train to the city. When he got back in the latter part of the afternoon, he observed that somebody had strewn his favorite golf-clubs and all his golf-balls over the front yard. Summoning his six-year-old daughter Glory, he said strenuously:

"Glory, did you get dad's golf-things out and put them out here where anybody could steal them?"

"Dad," replied Glory with perfect composure, "isn't it too bad our ice-cream freezer's out of order—'cause Mary can't make any ice-cream? But Mary's gone to the store to get some strawberries—"

"Glory, did you dig up all this turf knocking those balls around?"

"And Uncle Randolph came and took mother for a ride in his auto," continued the six-year-old. "When are we going to have an auto, dad?"

"But, Glory," said Mr. Timkins, "I want to know about these golf-clubs. Did you strew them around here? Why don't you answer?"

"Well, yes, I did," said the young person, "but I was trying to change the subject, 'cause I didn't want you to know that I heard something mean and unpleasant."

Many a man fails to forge ahead because he has the looking backward habit.

The man who can smile at his defeat has won.

HOTEL CODY
 EUROPEAN
 GRAND RAPIDS, MICH.
 Best Beds That Money Can Buy

CLOVERLAND.

Zephyrs From the Upper Peninsula of Michigan.

Marquette, Sept. 1—At the August meeting of U. P. Council, No. 186, it was decided to postpone our annual meeting and banquet on the occasion of the visit of the officers of the Grand Council, as we have had assurance from below the Straits of the presence of only one Grand Council officer, and, as in the past, we have been favored with the presence of several members of the Grand Council, we, in turn, have taken great pains and gone to considerable expense to make this annual event of quite pretentious proportions. We are very naturally somewhat disappointed that we are compelled to alter our plans and have, therefore, as stated, deferred the matter until sometime later, when we hope our plans will meet with a more successful outcome. It was, indeed, a regretful duty to withdraw the invitations.

We have prima facie evidence before us that Sunny Jim is a tightwad. His offer of a reward of 20 cents to reveal the whereabouts of our dear friend, Will Pohlman, is one item of proof. Only enough for one little drink of "straight" for Bill and I and "nuthin doin" for our mutual friend and boon companion who has been endowed by an all kind Providence with an ample capacity for lemon sour! "Nothin doin" for Charlie Wheeler? Not on your life, Sunny, not on your life. Why, how could we repress our tears if we should hear his plaintive wail, "How dry I am, how dry I am, noboddy know, how dry I am," while Will and I enjoy our two little straights at 10 cents per? Alas, poor Charlie! Make it a quarter, Sunny, so we can buy three, by driving a hard bargain with the barkeep.

Will Pohlman has just returned from an extended vacation in the jungle, where he has spent several weeks living as close to nature as his heart could desire, his only associates being his pet dog, his Indian guide and here and there a friendly homesteader. He returned with his usual stock of interesting anecdotes and colossal prevarications on the subject of fish and a crop of dirty looking whiskers which belied his usually faultless brand of gentility. His present address is care Hotel Marquette, this city, where a letter addressed to him will be promptly answered. Sunny Jim, please take notice.

The writer's daughter, Anna, is busily engaged at the present time accumulating data for the purpose of presenting a story for publication in the Michigan Tradesman to be entitled Marquette the Beautiful. The story may not appear for some weeks, but, judging from the copy that we stole a reading of, we believe it will be good.

John E. Krafft, veteran traveling man of this city, at present representing the Stern Bros. Co., Milwaukee, appeared at the union depot at Negaunee as the first harbinger of winter, being nattily attired in a genuine old winter mackinaw of the latest design. We suspect that if any-

body came along and whispered in his ear, "Send me a dozen," John would book.

Gee, that was a warm one! Al Jacobs, representing Franklin McVeagh & Co., Chicago, when the strike in the copper country was five weeks old, had already lost \$40,000 worth of business in copperdom. Two or three ciphers don't make much difference anyway. They are only ciphers!

E. O. Stafford, our most prominent druggist, is now afraid of us and runs around the corner when he sees us. We have been "teasing at him" for the last six months for a photo of himself and for some data, with a view to writing him up under Upper Peninsula Men of Mark, but he is so extremely modest that he now hides behind the prescription case when we come in to the store. I will get him yet.

We soon hope to so shape ourselves that we will have a biography once a month of some distinguished Upper Peninsula business man.

Ura Donald Laird.

News Items From Various Upper Peninsula Points.

Gladstone — R. T. Looney, of Houghton, referee in bankruptcy for the United States court in the Upper Peninsula, has issued notices to the depositors of the defunct Bank of Hamel & Son, of Gladstone, calling a meeting at his office in Houghton on Sept. 9. At that time he will declare a dividend of 10 per cent. on the total deposits, the disbursement amounting to \$14,800. The dividend will be divided among 450 depositors pro rata on the amount of their deposits. Mr. Looney says that there will probably be another dividend of larger amount than the present one, within a short time. The Hamel Bank at Gladstone was conducted by David and W. F. Hamel, better known throughout the Upper Peninsula and Wisconsin as horse dealers. David Hamel formerly was mayor of Appleton, Wis., and W. F. Hamel, his son, formerly was mayor of Gladstone. They were looked upon as wealthy men and the Gladstone public had confidence in their Bank. Though bad investments they went to the wall and the depositors suffered. Criminal proceedings against the Hamels, father and son, are pending. Referee Looney says that the dividend probably is larger than the depositors have expected. He pays trustee Isaac N. Bushong, of Gladstone, a high tribute for his able handling of the business of the Bank since its failure, which has resulted in realizing more from the assets than was expected.

Iron Mountain—The Variety store owned by John Clash was badly damaged by fire of unknown origin last Wednesday. Both companies were called to fight the flames, which for a time threatened the whole block. Most of the furniture upstairs, where John Clash lives, was ruined. The stock in the store was damaged by water.

Chassell—W. H. Funk has purchased the general stock of David Eisenberg, at Greenland, and has removed it to this place and consolidated it with his own.

Kreetan—Harold C. Johnson of Pellston, for a number of years a member of the Drummond Lumber Co., has associated himself with Benjamin P. Merrick and David A. Warner, of Grand Rapids, and organized the Johnson Company, which will deal in lumber products, with headquarters at this place. The corporation is capitalized at \$200,000.

Stephenson—Plans and specifications for the new bank block at Stephenson have been completed. The structure will be built at a cost of \$5,500. The present bank block at this place is a brick building, 25x50 feet, and is now too small to meet the demands of the growing community. The plans call for a 30x50 foot building of brick and stone, with a large column front, one story high. The interior will be furnished with the latest modern conveniences. The present building is being razed, the fixtures having been moved to another location for business until the new block is completed.

For the parallel to the interest now taken in English as a formal study, one must go back to the revival of Greek at the beginning of the Renaissance. The aims of English work in the schools are officially stated in a report to the National Educational Association as follows: "It should be the purpose of every English teacher, first, to quicken the spirit and kindle the mind and imagination of his pupils and to develop habits of weighing and judging human conduct, with the hope of leading them to higher living; second, to supply the pupils with an effective tool for use in their future private and public life, i. e., the best command of language which, under the circumstances, can be given them." If this is a somewhat incongruous combination of ideals, it at least manifests the seriousness with which teachers of English are taking their calling. Most persons will think the second aim sufficiently high, even with its recognition of "the circumstances" which make its attainment peculiarly difficult. What is needed is co-operation from outside the schools in the task of elevating the English of everyday life, and cultivating an appreciation for good reading. Our double standard in this matter at once confuses the pupil and discourages the teacher.

Roy Nichols, shipping clerk for the Michigan Hardware Co., succeeds Charles E. Thomas as traveling representative for the house in Southwestern Michigan.

W. C. Hughes, formerly connected with the Towner Hardware Co., at Muskegon, has engaged to cover Central Michigan territory for the Michigan Hardware Co.

If you want the trade of the young people of your town, the best way to go after it is to be good to the children.

"My wife and I are one," we hear men say; but which one?

Don't brag, but let your work speak for you.

Kaleidoscopic Kinematics From Kalamazoo.

Kalamazoo Sept. 2—H. J. Forman, of this city, and a member of Cadillac Council No. 143, was drowned last Saturday afternoon at Klingers Lake by the overturning of a canoe in which he was paddling. Brother Forman had gone to the lake to spend Sunday and Monday with his brother-in-law, C. Miller, who occupied a cottage at the lake. While paddling the canoe he let the paddle slip from his hand and in recovering it overruled the canoe. He was seen to be swimming towards the canoe and Mr. Davis, of Chicago, and Mr. Miller, of Howe Military Academy, rowed towards him to lend assistance, but Brother Forman was seized with cramps and sank before they reached him. The body was later recovered in six feet of water a short distance from the overturned canoe. The funeral services were held at the house this afternoon at 2 o'clock, Rev. Fred Patterson officiating. Burial was at Riverside, B. P. O. E. Lodge, No. 50, taking charge of the services at the grave. Brother Forman was employed at the Enameled Steel Tank Co. of this city.

On account of the Secretary's absence from the city, he did not learn of the sad accident until his return.

Brother H. H. Rowe, of our Council, who is connected with the Burroughs Adding Machine Co., of Detroit, will soon take the sales managership for this hustling concern at Dayton, Ohio, and expects to leave the first of next week for his new location. Brother Rowe has lately been working in Detroit.

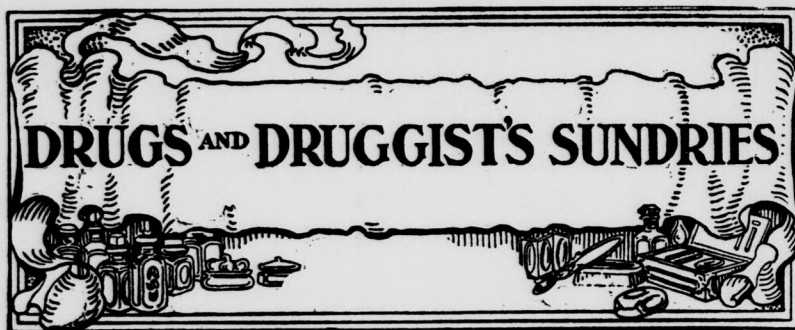
Mrs. Hopkins, daughter Frances, and the Secretary drove to Detroit, Sunday forenoon, taking dinner at Ypsilanti and reaching the city at 2 o'clock just eight hours after leaving Kalamazoo. Mrs. Hopkins is spending the week with Mr. and Mrs. H. H. Rowe and Lee E. Cobb. Mr. Hopkins expects to make the return trip next Sunday with the car. At the present he is spending his spare moments housekeeping at 608 Terrace place. Visitors welcome.

R. S. Hopkins.

After having been away from the territory for nearly a year, J. Sandbrink has again returned to take up his duties as Western Michigan representative for Crowley Bros., of Detroit. For the past few months Mr. Sandbrink has been representing his house in Northern Indiana and Ohio. He will succeed Mr. McNiff, who has resigned. He will continue to maintain an office and sample room in the Ashton building. Mr. Sandbrink's many friends among the trade and the traveling fraternity will be pleased to hear of his return to his old territory.

The Board of Directors of the Michigan Knights of the Grip will hold the September meeting at the office of Secretary-Treasurer, W. J. Devereaux, at Port Huron, Saturday, September 6.

We would rather have our faults overlooked than overheard.



Michigan Board of Pharmacy.

President—Will E. Collins, Owosso.
Secretary—E. T. Boden, Bay City.
Treasurer—E. E. Faulkner, Delton.
Other Members—John J. Campbell,
Pigeon; Chas. S. Koon, Muskegon.
Marquette Meeting—August 12, 13 and
14.
Grand Rapids Meeting—November 18,
19 and 20.

Michigan State Pharmaceutical Association.

President—Henry Riechel, Grand Rapids.
First Vice-President—F. E. Thatcher, Ravenna.
Second Vice-President—E. E. Miller, Traverse City.
Secretary—Von W. Furniss, Nashville.
Treasurer—Ed. Varnum, Jonesville.
Executive Committee—D. D. Alton, Fremont; Ed. W. Austin, Midland; C. S. Koon, Muskegon; R. W. Cochrane, Kalamazoo; D. G. Look, Lowell; Grant Stevens, Detroit.

Michigan Pharmaceutical Travelers' Association.

President—F. W. Kerr, Detroit.
Secretary-Treasurer—W. S. Lawton, Grand Rapids.

Grand Rapids Drug Club.

President—Wm. C. Kirchgesner.
Vice-President—E. D. De La Mater.
Secretary and Treasurer—Wm. H. Tibbs.
Executive Committee—Wm. Quigley,
Chairman; Henry Riechel, Theron Forbes.

Do New Store Fixtures Pay?

A great many business men are too much inclined to think that the argument advanced by the traveling salesman that new fixtures or a new fountain will increase business is a mere talking point. It is used widely as a "talking point," but it is true, nevertheless, and we might say right here that a talking point which is not true is not worth using. Where the salesman falls down is in talking too generally; he seldom gets down to cases. But then, some business men won't give him an opportunity.

There used to be an Eastern druggist who would threaten to buy a new fountain every year. He would get very busy, send for salesmen, have plans drawn, and talk turkey right along until he fooled the best of them. Now, his store called for a \$2,000 fountain at the lowest, for he had a good store and a good business. Prices would average around this figure. He would keep several salesmen on the anxious bench for a couple of weeks, then get "cold feet" and put the \$2,000 into a little house. He had a passion for real estate. He would continue to use his old fountain. Now, this can be done indefinitely. A good soda fountain will last thirty years or longer, if you press it; only you ought not to press it that far.

Well, our friend kept up this comedy for ten years. Every year he got into the market for a fountain, and every year he put the money into a little dinky house. The little house would pay him about 6 per cent. He was happy if it did that. The tenth year he actually bought the soda fountain, and it paid him a net profit

of 35 per cent. the first year over his best previous season's business. Do new fixtures pay? They do. They will increase your business from 25 per cent. to 100 per cent.; the average ranges from 30 per cent. to 50 per cent.

A new soda fountain will show about the same ratio in its own department. The writer knows one druggist who has bought five fountains, and his soda business has shown an advance of about 33 per cent. with each new fountain. Once the increase fell to 18 per cent. another time it ran as high as 60 per cent; the general average was easily 33 per cent. for the five fountains.

A Baltimore druggist monkeyed around for twenty years with obsolete fixtures. They had been fine in their day, too, and he maintained against all comers that he could sell as many seidlitz powders from a mahogany drawer (even though a trifle old-fashioned) as from a new-fangled glass case. Salesmen used to argue with him, but this logic was pretty good. Anyhow, it was good enough for him. Finally, he did put in new fixtures and gained six feet of badly-needed space, running the full length of the store. His business only increased 150 per cent. the first year. Now he wants to put in a new equipment every three years.

New fixtures and new fountains pay, all right enough. Why they do so involves a great many reasons—too many to be discussed in a brief editorial. America leads the manufacturing world to-day, because American manufacturers will throw a million dollars' worth of machinery on a junk pile in the twinkling of an eye if you show them something better. Europeans won't do it. That's why we lead them. The same principle applies to new fixtures.

Lemonade Syrup.

Occasionally some one desires a rapid method for preparing lemonades, and for this purpose syrup can be prepared in two ways. The first method is to add the juice of thirty or forty lemons, according to the strength desired, to a gallon of fresh water. The second is to express the juice of your lemons and to each pint of juice add 1½ pints of simple syrup. Unless these syrups can be used up each day it is better to filter the juice, as decomposition is much less rapid after the juice has been filtered.

The reason ignorance is bliss is because the more one knows the lonelier he is.

Druggists' Opportunities in Country Towns.

It is surprising to note the few druggists who are "pushing" or even know that silicate of soda will preserve eggs.

While in Springfield, Ill., I met a wide-awake druggist who explained what a wonderful sale it was possible to have on this article. I probably spent half an hour in his store and not less than six farmers came in. Of each he asked the question, "How did your eggs come out?" The answer was always the same, "Fine." This showed me that he had been suggesting to all his customers that he thought could make use of the suggestion.

Almost every farmer has read something about this silicate of soda or water glass as it is generally known. Therefore it should not be hard to get him to try at least a few dozen eggs this year.

Silicate of soda sells wholesale for about 45 cents a gallon. You can easily get 20 cents a pint for it. To one pint add eleven pints of water. That is what the Springfield druggist told the writer. This twelve-pint solution, placed in a five-gallon earthenware jar, will cover about ten dozen eggs. The only point to be careful of is to have all eggs covered.

Leave eggs in solution until wanted, whether it is a week, month or year; then take out and wipe solution off with wet cloth. The egg is just as fresh when taken out as when placed in solution.

There is one man in Springfield that "puts up" about 10,000 dozen eggs each year, thereby making about \$1,000, clear over what he would if he sold them when the hens were laying.

Druggists can build up quite a business along this line. Of course, the business itself may not amount to any great volume, but the point is, you have done something for the farmer—saved him some money or helped him to make some which, of course, he is going to appreciate.

T. E. Pierce

China and Cut Glass as Side Lines.

A few well-selected articles in china and cut glass make an excellent side line, especially for druggists in small towns. These goods are "classy" and a case of them will add tone to your store. They are fascinating to women, and as women bring you seventy to eighty per cent of your trade, they are good things to stock. China and cut glass have many good points. They seldom go out of style. They are always in season. They are suitable for birthday gifts, wedding gifts, bridge prizes, and they may be added at the proper time to the Christmas stock.

These goods do not tarnish or grow dingy. Their colors do not fade. They have only one bad point—they break. But a little care will do away with loss from this source. This kind of stock, we repeat, is very attractive. The love of china amounts to a craze with some people, and it is one not confined entirely to the fair sex. Necessarily, your china

and cut glass should be good. A number of druggists are trying this side line with excellent results. You want to have a few cards like the following:

FOR BIRTHDAY GIFTS.

FOR CARD PRIZES.

FOR WEDDING GIFTS.

It is well to keep reminding customers what such stock is for. This stock will be suitable for any occasion demanding a gift, and it is good enough for the richest customer, for nothing is in better taste than china or cut glass.

It is well to go over and rearrange your case from time to time. Sometimes it is even well to pack the stuff away for a week and then bring it out again. The idea is to prevent the town from becoming so familiar with the stock in trade that they know just what article has been sold and where it went.

If you have a special sale at Christmas, these goods will mix in well with the special stock. They are always seasonable; and as gifts they are always welcome. People are getting better educated in these matters. To-day almost any woman would prefer to have a piece of good china or fine cut glass instead of the gilt and tinsel monstrosities in the way of manicure sets and such things, which did duty as presents twenty years ago. When you give china or cut glass, you can hardly go wrong. This kind of stuff gives distinction to your other stock, and wise druggists are using it for that very purpose. It interests discriminating people and gives them a much higher idea of your general stock. For these reasons alone this stuff is worth stocking, even though the sales may not be large. The volume of sales will grow, and you are getting good advertising right along.

Tincture of Myrrh and Borax.

Tincture of myrrh ..	35.0 grams.
Tincture of rhatany ..	3.5 grams.
Oil of bergamot ..	0.21 grams.
Oil of lemon ..	0.21 grams.
Oil of orange ..	0.21 grams.
Oil of neroli ..	0.10 grams.
Oil of rosemary ..	0.21 grams.
Powdered borax ..	2.50 grams.
Glycerin ..	5.00 grams.
Alcohol, to make ..	100 grams.

Mix the tinctures and the essential oils in sufficient alcohol; dissolve the borax in the glycerin, with the aid of gentle heat if necessary, and add to the alcoholic solution. Then add sufficient alcohol to make 100 grams. The tincture diluted with water makes a good mouth wash.

Tinctura Iodi Oleosa.

A clear solution of iodine in oil may be made as follows:

Iodine ..	8 parts.
Castor oil ..	16 parts.
Alcohol, to make ..	100 parts.

Dissolve the iodine in the alcohol, warming slightly; add the castor oil and the remainder of the alcohol, mixing thoroughly.

There are two kinds of corner stores—those that are located at street corners and those that corner the business.

WHOLESALE DRUG PRICE CURRENT

Acids			Cubeb			Digitalis		
Acetic	6	@ 8	Erigeron	@ 4	50	Gentian	@	60
Boric	10	@ 15	Eucalyptus	75	@ 85	Ginger	@	60
Carbolic	22	@ 27	Hemlock, pure	@	1 00	Guaiac	@	1 05
Citric	55	@ 62	Juniper Berries	@	1 25	Guaiac Ammon.	@	80
Muriatic	1 1/4	@ 5	Juniper Wood	40	@ 50	Iodine	@	1 25
Nitric	5 1/2	@ 10	Lard, extra	85	@ 1 00	Iodine, Colorless	@	1 25
Oxalic	13	@ 16	Lard, No. 1	75	@ 90	Ipecac	@	75
Sulphuric	1 1/4	@ 5	Lavender Flowers	@	4 50	Iron, clo.	@	60
Tartaric	38	@ 42	Lavender, Garden	85	@ 1 00	Kino	@	80
Ammonia			Lemon	5	@ 6 00	Myrrh	@	1 05
Water, 26 deg.	6 1/2	@ 10	Linseed, boiled bbl	@	54	Nux Vomica	@	70
Water, 18 deg.	4 1/2	@ 8	Linseed, bld less	58	@ 62	Opium	@	2 00
Water 14 deg.	3 1/2	@ 6	Linseed, raw bbls.	@	53	Opium Camph.	@	65
Carbonate	13	@ 16	Linseed, raw less	57	@ 61	Opium, Deodor'd	@	25
Chloride	12	@ 15	Mustard, true	4	@ 50 @ 6 00	Rhubarb	@	70
Balsams			Mustard, artifl	2	@ 75 @ 3 00	Paints		
Copaiba	75	@ 1 00	Neatsfoot	80	@ 85	Lead, red dry	7 1/2	@ 16
Fir (Canada)	1	@ 75 @ 2 00	Olive, pure	2	@ 50 @ 3 50	Lead, white dry	7 1/2	@ 10
Fir (Oregon)	40	@ 50	Olive, Malaga,	1	@ 60 @ 1 75	Lead, white oil	7 1/2	@ 14
Peru	2	@ 25 @ 2 50	Olive, Malaga,	1	@ 50 @ 1 65	Ochre, yellow bbl.	1	@ 1 1/2
Tolu	1	@ 00 @ 1 25	Olive, green	1	@ 50 @ 1 50	Ochre, yellow less	2	@ 5
Berries			Orange, sweet	4	@ 75 @ 5 00	Putty	2 1/2	@ 5
Cubeb	65	@ 75	Organum, pure	1	@ 25 @ 1 50	Red Venetian bbl.	1	@ 1 1/2
Fish	15	@ 20	Organum, com'l	50	@ 75	Red Venetian, less	2	@ 5
Juniper	7	@ 10	Pennyroyal	2	@ 25 @ 2 50	Shaker, Prepared	1	@ 40 @ 1 50
Prickley Ash	@	50	Peppermint	3	@ 75 @ 4 00	Vermillion, Eng.	90	@ 1 00
Barks			Rose, pure	16	@ 00 @ 18 00	Vermillion, Amer.	15	@ 20
Cassia (ordinary)	25		Rosemary Flowers	90	@ 1 00	Whiting, bbl.	1	@ 1 1/2
Cassia (Salgon)	65	@ 75	Sandalwood, E. I.	6	@ 25 @ 6 50	Whiting	2	@ 5
Elm (powd. 25c)	25	@ 30	Sassafras, true	80	@ 90	Insecticides		
Sassafras (pow. 30c)	@	25	Sassafras, artifl	45	@ 50	Arsenic	6	@ 10
Soap (powd. 25c)	@	15	Spearment	6	@ 00 @ 6 50	Blue Vitrol, bbl.	@	6 1/2
Extracts			Sperm	90	@ 1 00	Blue Vitrol, less	7	@ 10
Licorice	24	@ 28	Tansy	5	@ 00 @ 5 50	Bordeaux Mix Pst	8	@ 15
Licorice powdered	25	@ 30	Tar, USP	25	@ 35	Hellebore, White		
Flowers			Turpentine, bbls.	@	49	powdered	15	@ 20
Arnica	18	@ 25	Turpentine, less	53	@ 60	Insect Powder	15	@ 20
Chamomile (Ger.)	25	@ 35	Wintergreen, true	@	50	Lead Arsenate	8	@ 16
Chamomile (Rom.)	40	@ 50	Wintergreen, sweet			Lime & Sulphur		
Gums			Wintergreen, art'l	50	@ 60	Solution, gal.	15	@ 25
Acacia, 1st	40	@ 50	Wormseed	4	@ 50 @ 5 00	Paris Green	15 1/2	@ 20
Acacia, 2nd	35	@ 40	Wormwood	@	3 00	Miscellaneous		
Acacia, 3d	30	@ 35	Potassium			Acetanalid	30	@ 35
Acacia, Sorts	@	20	Bicarbonate	15	@ 18	Alum	3	@ 5
Acacia Powdered	35	@ 40	Bichromate	13	@ 16	Alum, powdered and		
Aloes (Barb. Pow)	22	@ 25	Bromide	45	@ 55	ground	5	@ 7
Aloes (Cape Pow)	20	@ 25	Carbonate	12	@ 15	Bismuth, Sublim.		
Aloes (Soc. Powd.)	40	@ 50	Chlorate, xtal and	12	@ 16	trate	2	@ 10 @ 2 25
Asafoetida	75	@ 1 00	Chlorate, granular	16	@ 20	Borax xtal or		
Asafoetida, Powd.			Cyanide	30	@ 40	powdered	6	@ 12
Pure	@	75	Iodide	2	@ 85 @ 2 90	Cantharides po.	1	@ 30 @ 1 50
U. S. P. Powd.	@	1 00	Permanganate	15	@ 30	Calomel	1	@ 20 @ 1 30
Camphor	55	@ 60	Prussiate yellow	30	@ 35	Capsicum	20	@ 25
Guaiac	35	@ 40	Prussiate, red	50	@ 60	Carmine	@	3 50
Guaiac, Powdered	50	@ 60	Sulphate	15	@ 20	Cassia Buds	@	40
Kino	@	40	Roots			Cloves	30	@ 35
Kino, Powdered	@	45	Alkanet	15	@ 20	Chalk Prepared	6	@ 8 1/2
Myrrh	@	40	Blood, powdered	20	@ 25	Chalk Precipitated	7	@ 10
Myrrh, Powdered	@	50	Calamus	35	@ 40	Chloroform	38	@ 48
Opium	6	@ 80 @ 7 00	Elecampane, pwd.	15	@ 20	Chloral Hydrate	1	@ 00 @ 1 15
Opium, Powd.	8	@ 75 @ 8 95	Gentian, powd.	12	@ 16	Cocaine	3	@ 70 @ 3 90
Opium, Gran.	8	@ 90 @ 9 10	Ginger, African,			Cocoa Butter	50	@ 60
Shellac	25	@ 30	powdered	15	@ 20	Corks, list, less 70%		
Shellac, Bleached	30	@ 35	Ginger, Jamaica	20	@ 25	Copperas, bbls.	@	5
Tragacanth No. 1	40	@ 1 50	Ginger, Jamaica,			Copperas, less	2	@ 4
Tragacanth, Pow	75	@ 85	powdered	22	@ 28	Copperas, Powd.	4	@ 6
Turpentine	10	@ 15	Goldenseal, powd.	@	6 00	Corrosive Sublim.	1	@ 05 @ 1 10
Leaves			Ipecac, powd.	2	@ 75 @ 3 00	Cream Tartar	28	@ 35
Buchu	1	@ 85 @ 2 00	Licorice	14	@ 16	Cuttlebone	25	@ 35
Buchu, Powd.	2	@ 00 @ 2 25	Licorice, powd.	12	@ 15	Dextrine	7	@ 10
Sage, bulk	18	@ 25	Orris, powdered	25	@ 30	Dover's Powder	2	@ 00 @ 2 25
Sage, 1/2s Loose	20	@ 25	Poke, powdered	20	@ 25	Emery, all Nos.	6	@ 10
Sage, Powdered	25	@ 30	Rhubarb	75	@ 1 00	Emery, powdered	5	@ 8
Senna, Alex	45	@ 50	Rhubarb, powd.	75	@ 1 00	Epsom Salts, bbls	@	1 1/2
Senna, Tinn.	15	@ 20	Rosinweed, powd.	25	@ 30	Epsom Salts, less 2 1/2%	@	5
Senna, Tinn, Pow.	20	@ 25	Sarsaparilla, Hond.			Ergot	1	@ 50 @ 1 75
Uva Ursi	10	@ 15	ground	@	50	Ergot, powdered	1	@ 80 @ 2 00
SINO			Sarsaparilla Mexican,			Flake White	12	@ 15
Almonds, Bitter,	6	@ 00 @ 6 50	ground	25	@ 30	Formaldehyde lb.	10	@ 15
Almond, Bitter,	@	1 00	Squills	20	@ 35	Gambier	6	@ 10
Almonds, Sweet,	90	@ 1 00	Squills, powdered	40	@ 60	Gelatine	35	@ 45
Almond, Sweet,			Tumeric, powd.	12	@ 15	Glassware, full cases	80	%
Imitation	40	@ 50	Valerian, powd.	25	@ 30	Glassware, less 70 & 10%		
Amber, crude	25	@ 30	Seeds			Glauber Salts bbl.	@	1
Amber, rectified	40	@ 50	Anise	15	@ 20	Glauber Salts less	2	@ 5
Anise	2	@ 25 @ 2 50	Anise, powdered	22	@ 25	Glue, brown	11	@ 15
Bergamont	7	@ 50 @ 8 00	Bird, Is	8	@ 10	Glue, brown grd	10	@ 15
Cajuput	75	@ 85	Canary	9	@ 12	Glue, white	15	@ 25
Cassia	1	@ 50 @ 1 75	Caraway	12	@ 18	Glue, white grd	15	@ 20
Castor, bbls. and			Cardamon	1	@ 75 @ 2 00	Glycerine	23	@ 30
cans	12 1/2	@ 15	Celery	45	@ 50	Hops	50	@ 80
Cedar Leaf	@	85	Coriander	10	@ 15	Indigo	85	@ 1 00
Citronella	@	60	Dill	20	@ 25	Iodine	3	@ 75 @ 4 00
Cloves	1	@ 75 @ 2 00	Fennel	@	30	Iodoform	4	@ 80 @ 5 00
Cocunut	20	@ 25	Flax	4	@ 8	Lead Acetate	12	@ 18
Cod Liver	1	@ 25 @ 1 50	Flax, ground	4	@ 8	Lycopodium	55	@ 65
Cotton Seed	90	@ 1 10	Foenugreek, pow.	6	@ 10	Mace	80	@ 90
Croton	@	1 60	Hemp	5	@ 7	Mace, powdered	90	@ 1 00
Tinctures			Lobelia	@	50	Menthol	8	@ 60 @ 9 00
Aconite	@	75	Mustard, yellow	9	@ 12	Mercury	75	@ 85
Aloes	@	65	Mustard, black	9	@ 12	Morphine, all brd	4	@ 55 @ 4 80
Arnica	@	60	Mustard, powd.	20	@ 25	Nux Vomica	@	10
Asafoetida	@	1 00	Poppy	15	@ 20	Nux Vomica pow	@	15
Belladonna	@	60	Quince	@	10	Pepper, black pow	20	@ 25
Benzoine	@	90	Rape	6	@ 10	Pepper, white	25	@ 35
Benzoine Compound	@	90	Sabadilla	25	@ 30	Pitch, Burgundy	10	@ 15
Buchu	@	1 00	Sabadilla, powd.	35	@ 45	Quassia	10	@ 15
Cantharides	@	1 00	Sunflower	6	@ 8	Quinine, all brds	25	@ 35
Capsicum	@	90	Worm American	15	@ 20	Rochelle Salts	1	@ 20 @ 30
Cardamon	@	95	Worm Levant	40	@ 50	Saccharine	1	@ 50 @ 1 75
Cardamon, Comp.	@	65	Tinctures			Salt Peter	7 1/2	@ 12
Catechu	@	60	Aconite	@	75	Seidlitz Mixture	20	@ 25
Cinchona	@	1 05	Aloes	@	65	Soap, green	15	@ 20
Colchicum	@	60	Arnica	@	60	Soap, mott castile	10	@ 15
Cubeb	@	1 20	Asafoetida	@	1 00	Soap, white castile	@	6 25
Tinctures			Belladonna	@	60	less, per bar	@	68
Aconite	@	75	Benzoine	@	90	Soda Ash	1 1/2	@ 5
Aloes	@	65	Benzoine Compound	@	90	Soda Bicarbonate	1 1/2	@ 5
Arnica	@	60	Buchu	@	1 00	Soda, Sal	1	@ 4
Asafoetida	@	1 00	Cantharides	@	1 00	Spirits Camphor	@	75
Belladonna	@	60	Capsicum	@	90	Sulphur roll	2 1/2	@ 5
Benzoine	@	90	Cardamon	@	95	Sulphur Subl.	2 1/2	@ 5
Benzoine Compound	@	90	Cardamon, Comp.	@	65	Tamarinds	10	@ 15
Buchu	@	1 00	Catechu	@	60	Tartar Emetic	40	@ 50
Cantharides	@	1 00	Cinchona	@	1 05	Turpentine Venice	40	@ 50
Capsicum	@	90	Colchicum	@	60	Vanilla Ext. pure	1	@ 00 @ 1 50
Cardamon	@	95	Cubeb	@	1 20	Witch Hazel	65	@ 1 00
Cardamon, Comp.	@	65	Tinctures			Zinc Sulphate	7	@ 10
Catechu	@	60	Aconite	@	75			
Cinchona	@	1 05	Aloes	@	65			
Colchicum	@	60	Arnica	@	60			
Cubeb	@	1 20	Asafoetida	@	1 00			

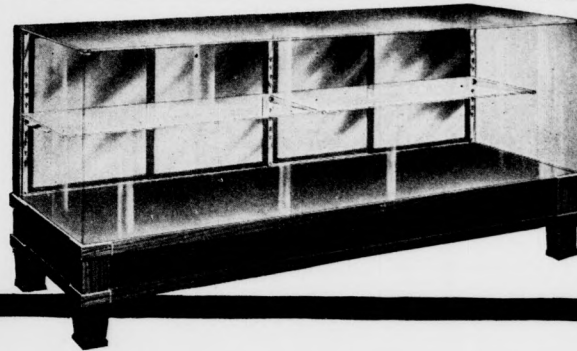


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GROCERY PRICE CURRENT

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

ADVANCED	DECLINED
Cheese	Spring Wheat Flour
Corn	Wingold Flour
Jumbo Peanuts	
Oats	
Turpentine	

Index to Markets

By Columns	1	2
AMMONIA	Beans	Blueberries
Ammonia 1	Baked 85@1 30	Standard 1 80
Axle Grease 1	Red Kidney 85@ 95	Gallon 6 75
B	String 70@ 15	Clams
Baked Beans 1	Wax 75@ 1 25	Little Neck, 1lb. .. @ 1 00
Bath Brick 1		Little Neck, 2lb. .. @ 1 50
Bluing 1		Clam Bouillon
Breakfast Food 1		Burnham's 1/2 pt. 2 25
Brooms 1		Burnham's pts. 3 75
Brushes 1		Burnham's qts. 7 50
Butter Color 1		Corn
C		Fair 65@ 70
Candles 1		Good 90@ 1 00
Canned Goods 1-2		Fancy @ 1 30
Carbon Oils 2		French Peas
Catsup 2		Monbadon (Natural)
Cheese 2		per doz. 1 75
Chewing Gum 2		Gooseberries
Chicory 2		No. 2, Fair 1 50
Chocolate 2		No. 2, Fancy 2 35
Clothes Lines 2		Hominy
Cocoa 2		Standard 85
Cocunut 2		Lobster
Coffee 2		1/4 lb. 1 85
Confections 4		1/2 lb. 3 15
Cracked Wheat 5		Mackerel
Crackers 5		Mustard, 1lb. 1 80
Cream Tartar 6		Mustard, 2lb. 2 80
D		Soused, 1 1/2 lb. 1 60
Dried Fruits 6		Soused, 2lb. 2 75
F		Tomato, 1lb. 1 50
Farnaceous Goods 6		Tomato, 2lb. 2 80
Fishing Tackle 6		Mushrooms
Flavoring Extracts 7		Hotels @ 15
Flour and Feed 7		Buttons, 1/2s @ 14
Fruit Jars 7		Buttons, 1s @ 25
G		Oysters
Gelatine 7		Cove, 1lb. 90@
Grain Bags 7		Cove, 2lb. 1 60@
H		Plums
Herbs 7		Plums 90@ 1 35
Hides and Pelts 8		Pears in Syrup
Horse Radish 8		No. 3 cans, per doz. 1 50
J		Peas
Jelly 8		Marrowfat @ 15
Jelly Glasses 8		Early June @ 1 25
M		Early June siftd 1 45@ 1 55
Macaroni 8		Peaches
Mapleline 8		Pie 1 00@ 1 25
Mince Meat 8		No. 10 size can pie @ 25
Molasses 8		Pineapple
Mustard 8		Grated 1 75@ 2 10
N		Sliced 95@ 2 60
Nuts 4		Pumpkin
O		Fair 80
Olives 8		Good 90
P		Fancy 1 00
Pickles 8		Gallon 2 15
Pipes 8		Raspberries
Playing Cards 8		Standard @
Potash 8		Salmon
Provisions 8		Warrens, 1 lb. Tall 2 30
R		Warrens, 1 lb. Flat 2 40
Rice 9		Red Alaska 1 50@ 1 60
Rolled Oats 9		Med. Red Alaska 1 25@ 1 35
S		Pink Alaska @ 90
Salad Dressing 9		Sardines
Saleratus 9		Domestic, 1/4s 3 00
Sal Soda 9		Domestic, 1/2 Mustard 2 75
Salt 9		Domestic, 3/4 Mustard 6 1/2
Salt Fish 9		French, 1/4s 7@ 14
Seeds 10		French 1/2s 13@ 23
Shoe Blacking 10		Shrimps
Snuff 10		Dunbar, 1st doz. 1 30
Soap 17		Dunbar, 1 1/2 doz. 2 35
Soda 10		Succotash
Spices 10		Fair 90
Starch 10		Good 1 20
Syrups 10		Fancy 1 25@ 1 40
T		Strawberries
Table Sauces 10		Standard 95
Tea 10		Fancy 2 25
Tobacco 11, 12, 13		Tomatoes
Twine 13		Good 1 15
V		Fancy 1 35
Vinegar 13		No. 10 3 50
W		CARBON OILS
Wicking 13		Barrels
Woodenware 13		Perfection @ 11 1/2
Wrapping Paper 14		D. S. Gasoline @ 19
Y		Gas Machine @ 26 1/2
Yeast Cake 14		Deodor'd Nap'a @ 18 1/2
		Cylinder 29 @ 34 1/2
		Engine 16 @ 22
		Black, winter .. 8 @ 10
		CATSUP
		Snider's pints 2 35
		Snider's 1/2 pints 1 35

3	4	5
CHEESE	Mocha	Shelled
Ace @ 17	Short Bean 25@ 27	No. 1 Spanish Shelled
Bloomington @ 17	Long Bean 24@ 25	Peanuts 12@ 12 1/2
Carson City @ 17	H. L. O. G. 26@ 28	Pecan Halves @ 60
Hopkins @ 16	Bogota	Walnut Halves 35@ 38
Brick @ 17 1/2	Fair 24	Filbert Meats @ 30
Leiden @ 15	Fancy 26	Alicante Almonds @ 45
Limburger @ 17 1/2	Exchange Market, Steady	Jordan Almonds @ 50
Pineapple 40 @ 60	Spot Market, Strong	Peanuts
Edam @ 85	Package	Fancy H P Suns Raw @ 6 1/2
Sap Sago @ 22	New York Basis	Roasted @ 7 1/2
Swiss, domestic @ 20	Arbuckle 21 50	H P Jumbo, Raw .. @ 8 1/2
	Lion 23 50	Roasted @ 9 1/2
CHEWING GUM	McLaughlin's XXXX	CRACKED WHEAT
Adams Black Jack 55	McLaughlin's XXXX sold	Bulk 3 1/2
Adams Sappota 55	to retailers only. Mail all	24 2lb. pkgs. 2 50
Beeman's Pepsin 55	orders direct to W. F.	CRACKERS
Beechnut 60	McLaughlan & Co., Chicago	National Biscuit Company
Chiclets 1 25	Extracts	Brands
Colgan Violet Chips 60	Holland, 1/2 gro boxes 95	Butter
Colgan Mint Chips 60	Felix, 1/4 gross 1 15	Excelsior Butters 8
Dentyne 1 10	Hummel's foil, 1/4 gro. 85	NBC Square Butters .. 6 1/2
Flag Spruce 55	Hummel's tin, 1/4 gro. 1 43	Seymour Round 6 1/2
Juicy Fruit 55	CONFECTIONERY	Soda
Red Robin 55	Stick Candy	NBC Sodas 6 1/2
Sen Sen (Jars 80 pkgs,	Standard, small 8 1/2	Premium Sodas 7 1/2
\$2.20) 55	Standard, small 8 1/2	Select Sodas 8 1/2
Spearmin, Wrigleys 55	Twist, small 9	Saratoga Flakes 13
Spearmin, 5 box jars 2 75	Cases	Saltines 13
Spearmin, 3 box jars 1 65	Jumbo 8	Oyster
Trunk Spruce 55	Jumbo, small 8 1/2	NBC Picnic Oysters .. 6 1/2
Yucatan 55	Big Stick 8 1/2	Gem Oysters 6 1/2
Zeno 55	Boston Cream 13	Shell 8
CHICORY	Mixed Candy	Sweet Goods
Bulk 5	Broken 8	Cans and boxes
Red 7	Cameo 12	Animals 10
Eagle 7	Cut Leaf 9	Atlantics Also Asstd. 12
Frank's 7	Fancy 10 1/2	Avena Fruit Cakes 12
Scheuer's 6	French Cream 9	Bonnie Doon Cookies .. 10
Red Standards 1 60	Grocers 6 1/2	Bonnie Lassies 10
White 1 60	Kindergarten 8 1/2	Brittle Fingers 10
CHOCOLATE	Leader 8 1/2	Cameo Biscuit Choc.
Walter Baker & Co.	Majestic 9	(cans) 25
German's Sweet 22	Monarch 8 1/2	Cameo Biscuit Asstd.
Premium 32	Novelty 10	(cans) 25
Caracas 23	Paris Creams 10	Cartwheels Asstd. 8 1/2
Walter M. Lowney Co.	Premio Creams 14	Cecelia Biscuit 16
Premium, 1/4s 29	Royal 7 1/2	Chocolate Bar (cans) 18
Premium, 1/2s 29	Special 8 1/2	Chocolate Drops 17
CLOTHES LINE	Valley Creams 12	Chocolate Drop Cen-
per doz.	X L O 7	ters 16
No. 40 Twisted Cotton 95	Specialties	Choc. Honey Fingers. 16
No. 50 Twisted Cotton 1 30	Auto Klisses (baskets) 13	Choc. Rosettes (cans) 20
No. 60 Twisted Cotton 1 70	Bonnie Butter Bites .. 16	Cracknels 13
No. 80 Twisted Cotton 2 00	Butter Cream Corn .. 16	Cocunut Taffy Bar .. 18
No. 50 Braided Cotton 1 00	Candy Crackers (bskt) 15	Cocunut Drops 12
No. 60 Braided Cotton 1 25	Caramel Dice 13	Cocunut Macaroons .. 18
No. 60 Braided Cotton 1 85	Cocunut Kraut 14	Cocunut Honey Fingers 12
No. 80 Braided Cotton 2 25	Cocunut Waffles 14	Cocnut Honey Jumbles 12
No. 50 Sash Cord 1 75	Coco Macaroons 16	Coffee Cakes Iced 12
No. 60 Sash Cord 2 00	Coffy Toffy 14	Eventide Fingers 16
No. 60 Jute 80	Cream Marshmallows 19	Family Cookies 8 1/2
No. 72 Jute 1 00	Dainty Mints 7 lb. tin 15	Fig Cakes Asstd. 12
No. 60 Sisal 85	Empire Fudge 14	Frosted Creams 8 1/2
COCOA	Fudge, Pineapple 13	Frosted Ginger Cookies 8 1/2
Baker's 37	Fudge, Walnut 13	Fruit Lunch Iced 10
Cleveland 41	Fudge, Choco. Peanut 12	Ginger Gems Plain 8 1/2
Colonial, 1/4s 35	Fudge, Honey Moon .. 13	Ginger Gems Iced 9 1/2
Colonial, 1/2s 33	Fudge, Toasted Cocoa-	Graham Crackers 8
Epps 42	nut 13	Ginger Snaps Family .. 8 1/2
Hershey's, 1/4s 30	Fudge, Cherry 14	Ginger Snaps NBC
Hershey's, 1/2s 28	Fudge, Cocunut 13	Round 8
Huyler 36	Honeycomb Candy 15	Household Cookies ... 8
Lowney, 1/4s 33	Kokays 14	Household Cks. Iced .. 9
Lowney, 1/2s 33	Iced Maroons 14	Hippodrome Bar 12
Lowney, 5 lb. cans 33	Iced Gems 15	Honey Jumbles 12
Van Houten, 1/4s 12	Iced Orange Jellies .. 13	Imperial 8 1/2
Van Houten, 1/2s 36	Italian Bon Bons 13	Jubilee Mixed 10
Van Houten, 1s 65	Manchus 15	Lady Fingers Sponge .. 30
Wan-Eta 36	Molasses Klisses, 10	Leap Year Jumbles .. 18
Webb 33	lb. box 13	Lemon Biscuit Square 8 1/2
Wilber, 1/2s 33	Nut Butter Puffs 13	Lemon Wafers 17
Wilber, 1/4s 22	Salted Peanuts 15	Lemona 8 1/2
COCOANUT	Chocolates	Mace Cakes 8
Dunham's per lb.	Assorted Choc. 15	Mary Ann 8 1/2
1/4s, 5lb. case 30	Amazon Caramels 15	Marshmallow Cfe. Ck. 13
1/4s, 5lb. case 29	Champion 11	Marshmallow Walnuts 18
1/4s, 15lb. case 29	Choc. Chips, Eureka .. 18	Medora 8
1/4s, 15lb. case 28	Climax 13	Mottled Squares 10
1s, 15lb. case 27	Eclipse, Assorted 15	NBC Honey Cakes 12
1/4s & 1/2s 15lb. case 28	Eureka Chocolates 16	Oatmeal Crackers 8
Scalloped Gems 10	Favorite 16	Orange Gems 8 1/2
Regina 10	Ideal Chocolates 13	Penny Assorted 8 1/2
Star Chocolates 13	Klondike Chocolates .. 18	Peanut Gems 9
Superior Choc. (light) 18	Nabobs 17	Pineapple Cakes 16
Pop Corn Goods	Nibble Sticks 25	Raisin Gems 11
Without prizes.	Nut Wafers 17	Revers Asstd. 15
Cracker Jack 3 25	Ocoro Choc. Caramels 17	Spiced Ginger Cakes .. 9
Giggles, 5c pkg. cs. 3 50	Peanut Clusters 20	Spiced Ginger Cakes .. 9
Oh My 100s 3 50	Pyramids 14	Iced 10
Cough Drops	Quintette 16	Sugar Fingers 12
Putnam Menthal boxes	Regina 10	Sugar Crimp 8 1/2
Smith Bros. 1 25	Star Chocolates 13	Sultana Fruit Biscuit 16
NUTS—Whole	Superior Choc. (light) 18	Triumph Cakes 16
Almonds, Tarragona 18	Pop Corn Goods	Vanilla Wafers 17
Almonds, Drake 17	Without prizes.	Waverley 10
Almonds, California	Cracker Jack 3 25	In-er-Seal Trade Mark
soft shell @ 16	Giggles, 5c pkg. cs. 3 50	Goods
Brazils @ 15	Oh My 100s 3 50	per doz.
Filberts @ 15	Cough Drops	Baronet Biscuit \$1 00
Cal. No. 1 @ 16	Putnam Menthal boxes	Bremmers Btr Wafs. .. 1 00
Walnuts soft shell	Smith Bros. 1 25	Cameo Biscuit 1 50
Walnuts, Marbot .. @ 16	NUTS—Whole	Cheese Sandwich 1 00
Table nuts, fancy .. @ 16	Almonds, Tarragona 18	Chocolate Wafers 1 00
Pecans, medium @ 15	Almonds, Drake 17	Excelsior Butters 1 00
Pecans, ex. large .. @ 16	Almonds, California	Fig Newton 1 00
Hickory Nuts, per bu.	soft shell @ 16	Five O'Clock Tea Bst. 1 00
Ohio @ 16	Brazils @ 16	Ginger Snaps NBC 1 00
Cocunut @ 16	Filberts @ 15	
Chestnuts, New York	Cal. No. 1 @ 16	
State, per bu.	Walnuts soft shell	
	Walnuts, Marbot .. @ 16	
	Table nuts, fancy .. @ 16	
	Pecans, medium @ 15	
	Pecans, ex. large .. @ 16	
	Hickory Nuts, per bu.	
	Ohio @ 16	
	Cocunut @ 16	
	Chestnuts, New York	
	State, per bu.	

6

Graham Crackers Red	Label 10c size	1 00
Lemon Snaps		50
Oysterettes		50
Premium Sodas		1 00
Royal Toast		1 00
Saratoga Flakes		1 50
Social Tea Biscuit		1 00
S. S. Butter Crackers		1 50
Uneda Biscuit		50
Uneda Ginger Wafer		1 00
Vanilla Wafers		1 00
Water Thin Biscuit		1 00
Zu Zu Ginger Snaps		50
Zwieback		1 00

Other Package Goods

Barnum's Animals	50
Butter Crackers NBC	2 50
Family Package	2 50
Soda Crackers NBC	2 50
Family Package	2 50
Fruit Cake	3 00

In Special Tin Packages

Festino	2 50
Nabisco 25c	2 50
Nabisco, 10c	1 00
In bulk, per tin	
Nabisco	1 75
Festino	1 50
Bent's Water Crackers	1 40

CREAM TARTAR

Barrels or drums	33
Boxes	34
Square Cans	36
Fancy Caddies	41

DRIED FRUITS

Apples	
Evaporated, Choice bulk	7
Evaporated, Fancy pkg.	8

Apricots

California	13@15
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Citron

Corsican	15
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Currants

Imported 1 lb. pkg.	8 1/2
Imported, bulk	8 1/2

Peaches

Muir's—Choice, 25lb.	9
Muir's—Fancy, 25lb.	10
Fancy, Peeled, 25lb.	18

Peel

Lemon, American	12 1/2
Orange, American	12 1/2

Raisins

Cluster, 20 cartons	2 25
Loose Muscatels, 4 Cr.	6 1/2
Loose Muscatels, 3 Cr.	6
L. M. Seeded, 1 lb.	7 3/4@8 1/4

California Prunes

90-100 25lb. boxes	@ 5
80-90 25lb. boxes	@ 6 1/2
70-80 25lb. boxes	@ 7
60-70 25lb. boxes	@ 8
50-60 25lb. boxes	@ 9 1/2
40-50 25lb. boxes	@ 11

FARINACEOUS GOODS

Beans	
California Lima	7 1/2
Michigan Lima	6
Med. Hand Picked	2 10
Brown Holland	1 65

Farina

25 1 lb. packages	1 50
Bulk, per 100 lbs.	4 00

Original Holland Rusk

Packed 12 rolls to container	
3 containers (40) rolls	3 20

Hominy

Pearl, 100 lb. sack	2 00
Maccaroni and Vermicelli	
Domestic, 10 lb. box	60
Imported, 25 lb. box	2 50

Pearl Barley

Chester	3 00
Empire	

Peas

Green, Wisconsin, bu.	2 00
Green, Scotch, bu.	2 00
Split, lb.	5

Sago

East India	4 1/2
German, sacks	4 1/2
German, broken pkg.	

Tapioca

Flake, 100 lb. sacks	4 1/2
Pearl, 100 lb. sacks	4 1/2
Pearl, 36 pkgs.	2 25
Minute, 36 pkgs.	2 75

FISHING TACKLE

1/2 to 1 in.	6
1 1/4 to 2 in.	7
1 1/2 to 2 in.	9
1 3/4 to 2 in.	11
2 in.	15
3 in.	20

Cotton Lines

No. 1, 10 feet	5
No. 2, 15 feet	7
No. 3, 15 feet	9
No. 4, 15 feet	10
No. 5, 15 feet	11
No. 6, 15 feet	12
No. 7, 15 feet	15
No. 8, 15 feet	18
No. 9, 15 feet	20

Linen Lines

Small	20
Medium	26
Large	34

Poles

Bamboo, 14 ft., per doz.	55
Bamboo, 16 ft., per doz.	60
Bamboo, 18 ft., per doz.	80

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FLAVORING EXTRACTS

Jennings D C Brand	
Terpeneless Extract Lemon	
No. 1 F box, per doz.	75
No. 2 F box, per doz.	90
No. 4 F box, per doz.	1 75
No. 3 Taper, per doz.	1 75
2 oz. Flat F M per dz.	1 50
Jennings D C Brand	
Extract Mexican Vanilla	
No. 1 F Box, per doz.	90
No. 2 F Box, per doz.	1 25
No. 4 F Box, per doz.	2 25
No. 3 Taper, per doz.	2 00
2 oz. Flat F M per dz.	2 00

FLOUR AND FEED

Grand Rapids Grain & Milling Co.	
Winter Wheat	
Purity Patent	5 10
Seal of Minnesota	5 00
Sunburst	5 00
Wizard Flour	4 70
Wizard Graham	5 00
Wizard Gran. Meal	4 00
Wizard Buckwheat	6 00
Rye	4 40

Valley City Milling Co.

Lily White	5 10
Light Loaf	4 60
Graham	2 10
Granena Health	2 20
Gran. Meal	2 10
Bolted Med.	2 00

Voigt Milling Co.

Graham	4 60
Voigt's Crescent	5 10
Voigt's Flourloft	5 10
Voigt's Hygienic	4 60
Voigt's Royal	5 50
Columbian	5 10
Calla Lily	4 80

Watson-Higgins Milling Co.

Perfection Flour	5 00
Tip Top Flour	4 60
Golden Sheaf Flour	4 20
Marshall's Best Flour	5 00

Worden Grocer Co.

Wizard Flour	4 70
Quaker, paper	4 70
Quaker, cloth	4 80
Quaker Buckwheat bbl.	5 50

Kansas Hard Wheat

Worden Grocer Co.	
American Eagle, 1/2s	5 10
American Eagle, 1/4s	5 00
American Eagle, 1/8s	4 90

Spring Wheat

Roy Baker	
Golden Horn, family	4 85
Golden Horn, bakers	4 75
Wisconsin Rye	4 00
Judson Grocer Co.	
Ceresota, 1/2s	5 80
Ceresota, 1/4s	5 90
Ceresota, 1/8s	6 00

Worden Grocer Co.

Wingold, 1/2s cloth	5 50
Wingold, 1/4s cloth	5 40
Wingold, 1/8s cloth	5 30
Wingold, 1/2s paper	5 35
Wingold, 1/4s paper	5 30
Wingold, 1/8s paper	5 25
Bakers' Patent	5 15

Wykes & Co.

Sleepy Eye, 1/2s cloth	5 45
Sleepy Eye, 1/4s cloth	5 35
Sleepy Eye, 1/8s cloth	5 25
Sleepy Eye, 1/2s paper	5 25
Sleepy Eye, 1/4s paper	5 25
Sleepy Eye, 1/8s paper	5 25

Meal

Bolted	3 80@4 00
Golden Granul'd	3 80@4 00

Wheat

New Red	85
New White	85

Oats

Michigan carlots	47
Less than carlots	50

Corn

Carlots	84
Less than carlots	86

Hay

Carlots	18 00
Less than carlots	19 00

Feed

Street Car Feed	33
No. 1 Corn & Oat Feed	33
Cracked corn	32
Coarse corn meal	32

FRUIT JARS

Mason, pts., per gro.	4 55
Mason, qts., per gro.	4 95
Mason, 1/2 gal. per gro.	7 30
Mason, can tops, gro.	1 65

GELATINE

Cox's, 1 doz. large	1 45
Cox's, 1 doz. small	1 25
Knox's Sparkling, doz.	1 25
Knox's Sparkling, gr. 14	00
Knox's Acidu'd doz.	1 25
Nelson's	1 50
Oxford	1 75
Plymouth Rock, Phos.	1 25
Plymouth Rock, Plain	90

GRAIN BAGS

Broad Gauge	18
Amoskeag	19

Herbs

Sage	15
Hops	15
Laurel Leaves	15
Senna Leaves	25

8

HIDES AND PELTS

Hides	
Green, No. 1	11 1/2
Green, No. 2	10 1/2
Cured, No. 1	13
Cured, No. 2	12
Calfskin, green, No. 1	15
Calfskin, green, No. 2	13 1/2
Calfskin, cured, No. 1	16
Calfskin, cured, No. 2	14 1/2
Pelts	
Old Wool	60@1 25
Lambs	25@ 60
Shearlings	25@ 60
Tallow	
No. 1	@ 5
No. 2	@ 4
Wool	
Unwashed, med.	@ 18
Unwashed, fine	@ 13

HORSE RADISH

Per doz.	90
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Jelly

5lb pails, per doz.	2 20
15lb pails, per pail	48
30lb pail, per pail	90

JELLY GLASSES

1/2 pt. in bbls., per doz.	15
1 pt. in bbls., per doz.	16
8 oz. capped in bbls.	18

MACARONI.

Uncle Sam Macaroni Co.	
Macaroni, 24 10c pkgs.	1 70
Spaghettini, 24 10c pkgs.	1 70
Vermicelli, 24 10c pkgs.	1 70
Curve Cuts, 24 10c	1 70
Alphabets, 24 10c pkgs.	1 70
Kurl Cuts, 20 lb. pails	1 35
Kurl Cuts, 25 lb. pails	1 37
Kurl Cuts, 50 lb. pails	2 40
Egg Noodles, 24 10c	1 80

Bulk Macaroni, 10 lb.

boxes	75
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Bulk Spaghetti, 10 lb.

boxes	75
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Hotel Hook, fibre bxs.

1 00	
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MAPLEINE

2 oz. bottles, per doz.	3 00
1 oz. bottles, per doz.	1 75

MINCE MEAT

Per case	2 85
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MOLASSES

New Orleans	
Fancy Open Kettle	42
Choice	35
Good	22
Fair	20

Half barrels 2c extra

Red Hen, No. 2 1/2	1 75
Red Hen, No. 5	1 75
Red Hen, No. 10	1 65

MUSTARD

1/4 lb. 6 lb. box	16
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OLIVES

Bulk, 1 gal. kegs 15@1 25	
Bulk, 2 gal. kegs 10@1 20	
Bulk, 5 gal. kegs 1 00@1 10	
Stuffed, 8 oz.	1 25
Stuffed, 14 oz.	2 25
Fitted (not stuffed)	
14 oz.	2 25
Manzanilla, 8 oz.	90
Lunch, 10 oz.	1 35
Lunch, 16 oz.	2 25
Queen, Mammoth, 19	4 25
Queen, Mammoth, 28	5 75
oz.	
Olive Chow, 2 doz. cs.	2 25
per doz.	

PICKLES

Medium	
Barrels, 1,200 count	7 75
Half bbls., 600 count	4 38
5 gallon kegs	1 90

Small

Barrels	16 50
Half barrels	8 75
5 gallon kegs	3 50

Gherkins

Barrels	14 50
Half barrels	7 75
5 gallon kegs	3 25

Sweet Small

Barrels	15 00
Half barrels	8 00
5 gallon kegs	3 25

PIPES

Clay, No. 216, per box	1 75
Clay, T. D. full count	60
Cob	90

PLAYING CARDS

No. 90, Steamboat	75
No. 15, Rival assorted	1 25
No. 20, Rover, enam'd.	1 50
No. 572, Special	1 75
No. 98 Golf, satin fin.	2 00
No. 808, Bicycle	2 00
No. 632 Tour'n't whist	2 25

POTASH

Babbitt's, 2 doz.	1 75
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PROVISIONS

Barreled Pork	
Clear Back	22 00@23 00
Short Cut Clear	20 50@21 00
Bean	18 00@18 50
Brisket, Clear	23 50@24 00
Pig	23 00
Clear Family	26 00

Dry Salt Meats

S P Bellies	15 1/2@16
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9

Lard	
Pure in tiers	12 1/2@13
Compound Lard	10 1/2@11
80 lb. tubs	advance 1/2
60 lb. tubs	advance 1/2
50 lb. tubs	advance 1/2
20 lb. pails	advance 3/4
10 lb. pails	advance 3/4
5 lb. pails	advance 1
8 lb. pails	advance 1
Smoked Meats	
Hams, 12 lb. av.	19 1/2@20
Hams, 12 lb. av.	19 1/2@20
Hams, 16 lb. av.	18 1/2@19
Hams, 18 lb. av.	18 1/2@19
Ham, dried beef	
sets	23 @24
California Hams	12 @12 1/2
Picnic Boiled	
Hams	19 1/2@20
Boiled Hams	27 1/2@28
Minced Ham	13 @13 1/2
Bacon	19 @26

Sausages

Bologna	10 @10 1/2
Liver	7 @8
Frankfort	12 @12 1/2
Pork	13 @14
Veal	11
Tongue	11
Headcheese	9

Beef

Boneless	20 00
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SPECIAL PRICE CURRENT

12

Scrapple, 5c pkgs. 48
 Sure Shot, 5c 1-6 gro. 5 76
 Yankee Girl Scrap, 2oz. 5 76
 Pan Handle Scrp 1/4gr. 5 76
 Peachy Scrap, 5c 5 76
 Union Workman 2 1/4 6 00

Smoking

All Leaf, 2 1/2 & 7 oz. 30
 BB, 3 1/2 oz. 6 00
 BB, 7 oz. 12 00
 BB, 14 oz. 24 00
 Bagdad, 10c tins 11 52
 Badger, 3 oz. 5 04
 Badger, 7 oz. 11 52
 Banner, 5c 5 76
 Banner, 20c 1 60
 Banner, 40c 3 20
 Belwood, Mixture, 10c 94
 Big Chief, 2 1/2 oz. 6 00
 Big Chief, 16 oz. 30
 Bull Durham, 5c 5 85
 Bull Durham, 10c 11 52
 Bull Durham, 15c 17 28
 Bull Durham, 8 oz. 3 60
 Bull Durham, 16 oz. 6 72
 Buck Horn, 5c 5 76
 Buck Horn, 10c 11 52
 Briar Pipe, 5c 6 00
 Briar Pipe, 10c 12 00
 Black Swan, 5c 5 76
 Black Swan, 14 oz. 3 50
 Bob White, 5c 6 00
 Brotherhood, 5c 6 00
 Brotherhood, 10c 11 52
 Brotherhood, 16 oz. 5 05
 Carnival, 5c 5 76
 Carnival, 1/2 oz. 39
 Carnival, 16 oz. 40
 Cigar Clip'g. Johnson 30
 Cigar Clip'g. Seymour 30
 Identity, 2 & 16 oz. 30
 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 70
 Cuban Star, 5c foil 5 76
 Cuban Star, 16 oz pails 3 72
 Chips, 10c 10 30
 Dills Best, 1 1/2 oz. 79
 Dills Best, 3 1/2 oz. 77
 Dills Best, 16 oz. 73
 Dixie Kid, 5c 48
 Duke's Mix, 5c 5 76
 Duke's Mix, 10c 11 52
 Duke's Cameo, 5c 5 76
 Drum, 5c 5 76
 F. F. A. 4 oz. 5 94
 F. F. A. 7 oz. 11 52
 Fashion, 5c 6 00
 Fashion, 16 oz. 5 28
 Five Bros., 5c 5 76
 Five Bros., 10c 10 53
 Five cent cut Plug 29
 F O B 10c 11 52
 Four Roses, 10c 96
 Full Dress, 1 1/2 oz. 72
 Glad Hand, 5c 48
 Gold Block, 10c 12 00
 Gold Star, 50c pail 4 70
 Gail & Ax Navy, 5c 5 76
 Growler, 5c 42
 Growler, 10c 94
 Growler, 20c 1 85
 Giant, 5c 5 76
 Giant, 40c 3 96
 Hand Made, 2 1/2 oz. 50
 Hazel Nut, 5c 5 76
 Honey Dew, 10c 12 00
 Hunting, 5c 38
 I X L, 5c 6 10
 I X L, in pails 3 90
 Just Suits, 5c 6 00
 Just Suits, 10c 12 00
 Kiln Dried, 25c 2 45
 King Bird, 7 oz. 2 16
 King Bird, 10c 11 52
 King Bird, 5c 5 76
 La Turka, 5c 5 76
 Little Giant, 1 lb. 28
 Lucky Strike, 10c 96
 Le Redo, 3 oz. 10 80
 Le Redo, 8 & 16 oz. 38
 Myrtle Navy, 10c 11 52
 Myrtle Navy, 5c 5 76
 Maryland Club, 5c 50
 Mayflower, 5c 5 76
 Mayflower, 10c 96
 Mayflower, 20c 1 92
 Nigger Hair, 5c 6 00
 Nigger Hair, 10c 10 70
 Nigger Head, 5c 5 40
 Nigger Head, 10c 10 56
 Noon Hour, 5c 48
 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. 5 70
 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 76
 Peerless, 10c cloth 11 52
 Peerless, 10c paper 10 80
 Peerless, 20c 2 04
 Peerless, 40c 4 08
 Plaza, 2 gro. cs. 5 76
 Plow Boy, 5c 5 76
 Plow Boy, 10c 11 40
 Plow Boy, 14 oz. 4 70
 Pedro, 10c 11 93
 Pride of Virginia, 1 1/2 77
 Pilot, 5c 5 76

13

Pilot, 7 oz. doz. 1 05
 Pilot, 14 oz. doz. 2 10
 Prince Albert, 5c 48
 Prince Albert, 10c 96
 Prince Albert, 8 oz. 3 84
 Prince Albert, 16 oz. 7 44
 Queen Quality, 5c 48
 Rob Roy, 5c foil 5 76
 Rob Roy, 10c gross 10 52
 Rob Roy, 25c doz. 2 10
 Rob Roy, 50c doz. 4 10
 S. & M., 5c gross 5 76
 S. & M., 14 oz., doz. 3 20
 Soldier Boy, 5c gross 5 76
 Soldier Boy, 10c 10 50
 Soldier Boy, 1 lb. 4 75
 Sweet Caporal, 1 oz. 60
 Sweet Lotus, 5c 6 00
 Sweet Lotus, 10c 12 00
 Sweet Lotus, per dz. 4 35
 Sweet Rose, 2 1/2 oz. 30
 Sweet Tip Top, 5c 50
 Sweet Tip Top, 10c 1 00
 Sweet Tips, 1/4 gro. 10 08
 Sun Cured, 10c 98
 Summer Time, 5c 5 76
 Summer Time, 7 oz. 1 65
 Summer Time, 14 oz. 3 50
 Standard, 5c foil 5 76
 Standard, 10c paper 8 64
 Seal N. C., 1 1/2 cut plug 73
 Seal N. C., 1 1/2 Gran. 60
 Three Feathers, 1 oz. 48
 Three Feathers, 10c 11 52
 Three Feathers and
 Pipe combination 2 25
 Tom & Jerry, 14 oz. 3 60
 Tom & Jerry, 7 oz. 1 80
 Tom & Jerry, 3 oz. 76
 Trout Line, 5c 5 90
 Trout Line, 10c 11 00
 Turkish, Patrol, 2-9 5 76
 Tuxedo, 1 oz. bags 48
 Tuxedo, 2 oz. tins 96
 Tuxedo, 20c 1 90
 Tuxedo, 80c tins 7 45
 Twin Oaks, 10c 96
 Union Leader, 50c 5 10
 Union Leader, 25c 2 60
 Union Leader, 10c 11 52
 Union Leader, 5c 6 00
 Union Workman, 1 1/2 5 76
 Uncle Sam, 10c 10 80
 Uncle Sam, 8 oz. 2 25
 U. S. Marine, 5c 6 00
 Van Bibber, 2 oz. tin 88
 Velvet, 5c pouch 48
 Velvet, 10c tin 96
 Velvet, 8 oz. tin 3 84
 Velvet, 16 oz. can 7 68
 Velvet, combination cs 5 75
 War Path, 5c 6 00
 War Path, 20c 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, 1 lb., doz. 4 80

TWINE

Cotton, 3 ply 22
 Cotton, 4 ply 22
 Jute, 2 ply 14
 Hemp, 6 ply 13
 Flax, medium 24
 Wool, 1 lb. bales 6

VINEGAR

White Wine, 40 grain 8 1/2
 White Wine, 80 grain 11 1/2
 White Wine, 100 grain 13
 Oakland Vinegar & Pickle
 Co's Brands.
 Highland apple cider 18
 Oakland apple cider 13
 State Seal sugar 11
 Oakland white pickling 10
 Packages free.

WICKING

No. 0, per gross 30
 No. 1, per gross 40
 No. 2, per gross 50
 No. 3, per gross 75

WOODENWARE

Baskets
 Bushels 1 00
 Bushels, wide band 1 15
 Market 40
 Splint, large 3 50
 Splint, medium 3 00
 Splint, small 2 75
 Willow, Clothes, large 8 25
 Willow, Clothes, small 6 75
 Willow, Clothes, me'm 7 50

Butter Pates
Ovals
 1/4 lb., 250 in crate 35
 1/2 lb., 250 in crate 35
 1 lb., 250 in crate 40
 2 lb., 250 in crate 50
 3 lb., 250 in crate 70
 5 lb., 250 in crate 90

Wire End
 1 lb., 250 in crate 35
 2 lb., 250 in crate 45
 3 lb., 250 in crate 55
 5 lb., 250 in crate 65

Churns
 Barrel, 5 gal., each 2 40
 Barrel 10 gal., each 2 55

Clothes Pins
 Round Head

14

4 1/2 inch, 5 gross 65
 Cartons, 20 2 1/2 doz. bxs 70
Egg Crates and Fillers
 Humpty Dumpty, 12 dz. 20
 No. 1 complete 40
 No. 2, complete 28
 Case No. 2, fillers, 15
 sets 1 35
 Case, medium, 12 sets 1 15

Faucets
 Cork lined, 3 in. 70
 Cork lined, 9 in. 80
 Cork lined, 10 in. 90

Mop Sticks
 Trojan spring 90
 Eclipse patent spring 85
 No. 1 common 80
 No. 2 pat. brush holder 85
 Ideal No. 7 85
 12lb. cotton mop heads 1 45

Pails
 2-hoop Standard 2 00
 2-hoop Standard 2 25
 3-wire Cable 2 10
 Cedar all red brass 1 25
 3-wire Cable 2 30
 Paper Eureka 2 25
 Fibre 2 40
 10 qt. Galvanized 1 70
 12 qt. Galvanized 1 90
 14 qt. Galvanized 2 10

Toothpicks
 Birch, 100 packages 2 00
 Ideal 85

Traps
 Mouse, wood, 2 holes 22
 Mouse, wood, 4 holes 45
 Mouse, wood, 6 holes 70
 Mouse, tin, 5 holes 65
 Rat, wood 80
 Rat, spring 75

Tubs
 20-in. Standard, No. 1 7 50
 18-in. Standard, No. 2 6 50
 16-in. Standard, No. 3 5 50
 20-in. Cable, No. 1 8 00
 18-in. Cable, No. 2 7 00
 16-in. Cable, No. 3 6 00
 No. 1 Fibre 10 25
 No. 2 Fibre 9 25
 No. 3 Fibre 8 25
 Large Galvanized 5 75
 Medium Galvanized 5 00
 Small Galvanized 4 25

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

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

Wood Bowls
 13 in. Butter 1 50
 15 in. Butter 2 00
 17 in. Butter 3 75
 19 in. Butter 6 00
 Assorted, 13-15-17 3 00
 Assorted, 15-17-19 4 25

Toothpicks

Birch, 100 packages 2 00
 Ideal 85

Traps

Mouse, wood, 2 holes 22
 Mouse, wood, 4 holes 45
 Mouse, wood, 6 holes 70
 Mouse, tin, 5 holes 65
 Rat, wood 80
 Rat, spring 75

Tubs

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 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
 Large Galvanized 5 75
 Medium Galvanized 5 00
 Small Galvanized 4 25

Washboards

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

Window Cleaners

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

Wood Bowls

13 in. Butter 1 50
 15 in. Butter 2 00
 17 in. Butter 3 75
 19 in. Butter 6 00
 Assorted, 13-15-17 3 00
 Assorted, 15-17-19 4 25

WRAPPING PAPER

Common Straw 2
 Fibre Manila, white 3
 Fibre Manila, colored 4
 No. 1 Manila 4
 Cream Manila 3
 Butchers' Manila 2 1/2
 Wax Butter, short cut 13
 Wax Butter, full count 20
 Wax Butter, rolls 19

YEAST CAKE

Magic, 3 doz. 1 15
 Sunlight, 3 doz. 1 00
 Sunlight, 1 1/2 doz. 50
 Yeast Foam, 3 doz. 1 15
 Yeast Foam, 3 doz. 1 00
 Yeast Foam, 1 1/2 doz. 58

AXLE GREASE

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

BAKING POWDER

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

15

CIGARS
Johnson Cigar Co.'s Brand

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

Worden Grocer Co. Brand
Ben Hur

Perfection 35
 Perfection Extras 35
 Londres 35
 Londres Grand 35
 Standard 35
 Puritanos 35
 Panatellas, Finas 35
 Panatellas, Bock 35
 Jockey Club 35

Old Master Coffee



Old Master 33
 San Marto —
 Pilot —

TEA
Royal Garden, 1/2 1/4
and 1 lb. 40THE BOUR CO.,
TOLEDO, O.COFFEE
Roasted

Dwinnell-Wright Co's B'ds



White House, 1 lb
 White House, 2lb
 Excelsior, Blend, 1lb
 Excelsior, Blend, 2lb
 Tip Top, Blend, 1lb
 Royal Blend
 Royal High Grade
 Superior Blend

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 Excelsior, Blend, 1lb
 Excelsior, Blend, 2lb
 Tip Top, Blend, 1lb
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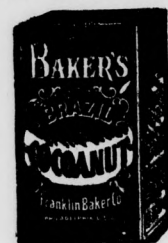
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 Royal High Grade
 Superior Blend

16

Boston Combination
 Distributed by Judson
 Grocer Co., Grand Rapids;
 Lee & Cady, Detroit;
 Symons Bros. & Co., Saginaw;
 Brown, Davis & Warner,
 Jackson; Godsmark,
 Durand & Co., Battle
 Creek; Fielbach Co., To-
 ledo.

COCOANUT
Baker's Brazil Shredded

10 5c pkgs., per case 2 60
 26 10c pkgs., per case 2 60
 16 10c and 33 5c pkgs.,
 per case 2 60



Apex Hams

Apex Bacon

Apex Lard

Excelsior Hams

Excelsior Bacon

Silver Star Lard

Silver Star Lard

Family Pork

Fat Back Pork

Prices quoted upon appli-
 cation, Hammond, Standish
 & Co., Detroit, Mich.

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17

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

For Sale—Only variety store in town of 40,000, sixty miles from Detroit. Act quick. Address No. 415, care Tradesman. 415

For Sale Cheap—One good 8 x 6 x 10 refrigerator. Guaranteed condition. Burmeister & Son, Sturgis, Mich. 429

Farmers elevator and grain buyer would have a splendid business at New Butler, the new city on C. & N. W. Ry., six miles northwest of Milwaukee. See Townsite Office, 5th Floor Loan & Trust Bldg., Milwaukee, Wis. 426

There are openings in all lines of business for hustlers at New Butler, the new city on C. & N. W. Ry., six miles northwest of Milwaukee. See Townsite Office, 5th Floor Loan & Trust Bldg., Milwaukee, Wis. 427

Get our list of properties with owners' addresses or proposition to sell your farm or business at cost of \$25. Pardee Business Exchange, Traverse City, Mich. 425

Hotel Wanted—A practical up-to-date hotel family would take long lease of the leading \$2 commercial hotel in some good town. Would contract to buy furnishings on the installment plan later. Address W. S. Hull, Lincoln, Ill. 423

For Sale or Trade—For general merchandise, 480 acre farm, 3½ miles from Cheyenne Wells (county seat Cheyenne county, Colorado), 80 acres broken, 320 acres fenced. Good six room house, newly painted and sheds for 15 head of stock, and other buildings. Address Owner, P. N. Brothen, Hesper, Iowa. 422

Drug store for sale, excellent location. Fine fixtures. Low rent. Must sell at once. Can make terms to suit purchaser. Grand Rapids Merchandise & Fixtures Co., 803 Monroe Ave., Grand Rapids, Mich. 421

Wanted—To exchange Detroit real estate in two half mile circle paying ten per cent. on investment, to value \$14,000, for stock general merchandise in good town in Michigan. Will pay cash difference up to \$2,000. Address 202 S. Saginaw St., Flint, Mich. 420

For Sale or Exchange—Stock shoes, in good clean condition, invoice about \$2,800. Located in small live town Southern Michigan. Splendid farming community. Expenses low. Excellent opportunity. Owner has other business. Would consider exchange for residence property in good town, or small farm. Address W. care Tradesman. 419

Investment, must sacrifice whole or part, eight lots in San Antonio, the fastest growing city in Texas. All clear title guaranteed for \$2,700. Will take \$2,000. Address Box 44, Corrigan, Texas. 417

Read This—Opportunity for a live man; one-half interest in cement block factory and 250 feet of switch property; in the liveliest town in Oklahoma; property will double in one year. No vacant houses or store rooms in town; \$2,000 needed to rush business; will pay railroad fare if not as represented. Wire, phone or write. Also want machine shop and foundry, planing mill and brick plant. We have 50 million feet of gas at 3c per thousand for factory purposes; also 15 coal mines. T. W. Wright, Henryetta, Okla. 416

Merchants—We conduct sales of every description. Money raising reduction and closing out sales. The only sales company with a chain of mercantile references from the Atlantic to the Pacific. The big operators. Andrew B. Clooney & Co., Progressive Merchandise Salesmen, 908 Great Northern Bldg., Chicago. 430

For Sale—Confectionery business, making ice cream and candy. Established ten years. Best location in college town of 10,000 population. Annual business, \$15,000. Box 55, Manhattan, Kan. 405

For Trade—For stock of general merchandise, 160 acres well improved alfalfa land in Greenwood Co., Kansas. Address J. N. H., P. O. Box 3, Cedar Point, Kansas. 401

Good location for shoe store. dry goods or gents' furnishings, 1130 Broadway. Address A. Heitzman, 532 Western, Toledo, Ohio. 400

For Sale—Grocery and market. Must sell. Have good reasons. Will not trade. Address Krueger Bros., Glenview, Ill. 399

Wanted—To buy a general store with an established trade, in a small town, with good farming country. Address No. 395, care Michigan Tradesman. 395

For Sale—Best located outside drug, cigar and ice cream business in Jackson, Michigan. No greater opportunity anywhere. M. O. Dewey Company, Jackson, Mich. 389

Will Exchange—Good six room house, large lot, on paved street, near carline in South Bend, Ind., valued at \$1,750, for well located stock shoes. Will pay difference in cash. R. G. Clement, Vicksburg, Mich. 408

For Sale—Wholesale and retail confectionery and ice cream business. Excellent cafe in connection. Lease alone worth \$500. Central location. Reason for selling, sickness. Address No. 384, care Tradesman. 384

Wanted—Merchandise stocks in exchange for well improved farms. Isenbarger, 33 Union Trust Bldg., Indianapolis, Ind. 383

Lots 25 x 100. \$10 sharing in production of 400 acres, richest oil and sulphur lands. Postal brings prospectus. Secure agency. Vinton Development Co., Lake Charles, La. 380

For Sale—Building and lot, hardware and variety stock, in bulk or at invoice. Good business. Poor health reason for selling. E. J. Cote, Bangor, Mich. 409

Drug store and practice for sale, in one of the best Central Michigan small towns. Property includes up-to-date drug store, unopposed practice, brick store building, residence. Price about \$8,000, one-half cash, balance to suit purchaser. Address No. 410, care Tradesman. 410

\$3,300 buys the neatest hotel and furniture in fruit belt Michigan; 65 foot shady porch; steam heated. Address Hotel, Lawrence, Mich. 411

For Sale Or Exchange—Cash grocery and hardware; will consider a well located residence or small farm near town. I have a set of tinner's and plumber's tools and some stock of both. J. N. Douglas, Belvidere, Ill. 412

Wanted To Exchange—Six cylinder 1912 Everett automobile, driven less than 5,000 miles, looks and runs as good as new, cost new, with equipment, \$1,950, for a grocery stock. Will turn this in on stock at \$1,000, will pay cash difference up to \$1,000. Address 202 So. Saginaw St., Flint, Mich. 391

For Sale—An established lumber business in a good town of 1,900 population. Stock and plant inventory about \$9,000. Address the Young Bros. Realty Co., Lansing, Mich. 374

For Sale—An established implement business, with large trade, stock \$4,000. \$8 a month rent. The Young Bros. Realty Co., Lansing, Mich. 375

For Sale or Exchange—To close an estate, 1,280 acres unimproved land in Lake County, Michigan, on railroad. First-class for general farming, fruit, stock or sheep ranch. Has small lake and running water. Now under option to oil company for drilling oil wells on shares. Price only \$18 per acre. Will take city property or stock up to \$5,000, balance cash. Harry Thomasma, 433-438 Houseman Bldg., Grand Rapids, Mich. 367

For Sale—An old and well established agricultural implement and seed business. Reason for selling, poor health. Address X. Y. Z., care Tradesman. 354

Cash for your business or property. I bring buyers and sellers together. No matter where located, if you want to buy, sell or exchange any kind of business or property, write me. Established 1881. Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Bldg., Chicago, Ill. 326

\$30,259 stock of clothing, shoes, men's furnishings and notions, also two-story solid brick building, worth \$9,000. All clear, to exchange for a good farm or timber lands. Please do not answer unless you have farms that are clear. Address P. O. Box 493, New London, Wis., where stock is located. 206

Merchandise Sales Conductors—Advertising furnished free. Write for date and terms. Address A. E. Greene, 116 Dwight Bldg., Jackson, Mich. 316

Henry Noring, Reedsburg, Wis., expert merchandise auctioneer and author of The Secret of Successful Auctioneering. Closes out or reduces stocks of merchandise. Write for dates and information. 336

Wanted for spot cash, stock clothing, shoes or general stock. Address N. E. Ice, Cuba, Mo. 280

Merchants Please Take Notice! We have clients of grocery stocks, general stocks, dry goods stocks, hardware stocks, drug stocks. We have on our list also a few good farms to exchange for such stocks. Also city property. If you wish to sell or exchange your business write us. G. R. Business Exchange, 540 Houseman Bldg., Grand Rapids, Mich. 359

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

For Sale—Paying grocery, \$900. Country town. Address Lock Box 242, Matthews, Ind. 382

I pay cash for stocks or part stocks of merchandise. Must be cheap. H. Kaufer, Milwaukee, Wis. 32

We pay CASH for merchandise stock and fixtures. Grand Rapids Merchandise & Fixtures Co., 803 Monroe Ave. 235

Furniture Business For Sale—Will invoice at about \$12,000. Located in Turlock, in the famous Turlock irrigation district. Over 175,000 acres in the district. Population 3,000. Growing every day. Good reasons for selling. Sales last year, \$30,000. Address Box 217, Turlock, Cal. 20

For Sale at a bargain, 1 6 x 8 x 10 Stevens cooler, 1 Power Enterprise chopper, 1 silent cutter, 1 200 account McCaskey register, all excellent condition. Further particulars write A. R. Hensler, Battle Creek, Mich. 282

For Exchange—Ten room residence, finely located, Frankfort, Mich. Bath, electric light, city water. Exchange for merchandise. Address B, care Tradesman 186

If you wish to buy, sell or exchange any legitimate business of any kind, anywhere, consult our Business Chance Department. Its operation is national in scope and offers unexcelled services to the seller, as well as the buyer. Advantageous exchanges for other properties are often arranged. In writing, state fully your wants. The Varland System, Capital Bank, St. Paul, Minn. 314

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

For Sale—Millinery and ladies' furnishings stock. Shampoo parlor in connection. Address No. 431, care Tradesman. 431

For Sale—\$1,500 stock general merchandise (mostly new), in inland town, fine farming section. Sales \$10,000. No trades. L. E. Quivey, Fulton, Mich. 432

Safes Opened—W. L. Slocum, safe expert and locksmith. 97 Monroe Ave., Grand Rapids, Mich. 104

HELP WANTED.

Wanted—Registered pharmacist. Steady and good position. Schroeder's Drug Store, Grand Rapids, Michigan. 332

Wanted—Good man for city trade, also men to sell our high-grade liquid soap opening in every state in the United States. Big sales for good hustlers. National Liquid Soap Co., 702 Bridge St., Grand Rapids, Mich. 396

Wanted—A drug clerk, state experience, salary expected. Also reference from last employer as to honesty, ability, etc. Address No. 424, care Tradesman. 424

Wanted—A good shoe salesman, one who has had at least two or three years' experience. State salary and give references. S. Rosenthal & Sons, Petoskey, Mich. 418

SITUATIONS WANTED.

Wanted—Position by young man, three years' experience as window-trimmer and card-writer. Now wishes to work as assistant in some large store, under good head trimmer. Address 428, care Tradesman. 428

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.

Creating Confidence

Michigan is one of the most responsive markets in the world for your goods. Prosperity has overtaken the people and they are buying.

Tell the people of Michigan about your goods—how they are made and sold and how to recognize them. Tell it to them through a medium in which they have confidence. When they know who you are, and what you offer them, they'll buy.

The medium which has the confidence of its readers in the Michigan field is the

Michigan Tradesman

NEW YORK MARKET.

Special Features in the Grocery and Produce Trade.

Special Correspondence.

New York, Sept. 1.—Saturday was practically a holiday as well as Monday, so the past seven days have been pretty well broken into, so far as market operations are concerned. With the beginning of the month of September a feeling of relief sets in. Business men everywhere express confidence and there is hardly a line that is not "feeling better."

Spot coffee has ruled steady all the week. This is, perhaps, owing to former exchange quotations due in turn to reports of frost in Brazil, but more likely to reduced supplies in the hands of dealers. In store and afloat there are 1,586,862 bags. At the close Rio No. 7 was quoted at 9½¢ in an invoice way and Santos 4s at 12@12¼¢.

Not a word of interest can be picked up in the tea market. The per capita consumption of this article is falling off. The week, however, is something better than previous ones, so far as demand for greens is concerned.

Sugar is dull, as the season is now on the wane and refiners are showing little if any delay in deliveries. Reports of fruit crops are more favorable and the remainder of the season may keep granulated market up to a good degree of activity.

New supplies of rice are coming in very slowly and buyers are inclined to wait. Prices incline downward and are fractionally lower. Prime to choice 55¢@55½¢.

Pepper is higher and nutmegs are lower. The market otherwise is unchanged. Buyers are taking only small quantities and both sides seem to be waiting.

Molasses and syrups are unchanged in any particular. Stocks are moderate and demand is for small lots.

Canned goods are steady. Some big deals have taken place in salmon and certain packers have made fat pocketbooks. Tomatoes are dull, with all hands waiting the result of the next few weeks. With favorable weather we shall have a big pack. Spot 3s, 77½¢@80¢. Fancy Maine corn, \$1.07@1.10. Peas have declined and No. 1 Alaskas are quoted at \$2.

Butter shows some advance on top grades and creamery specials are selling at 28¾¢@29¢.

Cheese has also advanced and whole milk is quoted at 15¼¢@15½¢.

Eggs are in better supply of medium grades, but best stock is firm and inclines higher.

Quaker Discovered the Motions of the Capper.

"Ten dollars I'm bid. Ten dollars, gentlemen. Who will make it ten-fifty? Here's a guaranteed, solid gold watch, and I'm offered only ten dollars."

The glib auctioneer in a "fake" auction-room on Broadway ran an appraising eye over the crowd. In his hand he held a gold watch, with good American works, which had cost the firm \$45.50 wholesale.

Apparently it was the auctioneer's intention to sell the watch to the highest bidder for \$10; but only apparently, for the "highest bidder" was a tall, dark man wearing a brown derby hat, who stood well back in the crowd and drew his pay every week for stimulating the interest of the others.

"The gentleman with the brown derby gets this management solid gold watch for only ten dollars," announced the auctioneer mournfully. "What's this country coming to? Has the election of Wilson brought on hard times, that I must sell solid gold watches for ten dollars? Why, gentlemen, any pawnbroker will give thirty dollars on this watch."

The man in the brown derby stepped briskly forward and with a flourish paid over ten dollars and took the watch. Back among the buyers again, he ostentatiously scrutinized the timepiece, and said to a man near him, "This is a bargain. I can pawn this watch for thirty dollars, all right. I know, for I work in a jewelry house."

Having performed his duty, the "capper" left the store and the auctioneer put on sale a tray of cheap watches, which had cost the firm ninety-three cents each, and which, in outward appearance, were exact duplicates of the watch just sold. Later, in a different suit and hat, the "capper" would return and resume his role of bargain seeker.

Ezra Pusey, a mild-mannered old Quaker, on his first visit to New York, had wandered in and witnessed the sale of the gold watch. In fact, he had been standing just beside the man in the brown derby during the bidding, and he had also heard what the man had said about pawning the watch for thirty dollars.

Using all his artifice and wiles, the auctioneer sold off a dozen of the cheap watches at prices ranging from \$5 to \$11.25. Finding no more buyers for watches, he exhibited an oriental rug worth \$150 and asked for bids. It was almost time for the "capper" to return.

Ezra Pusey was no judge of rugs, but his eyes lit up when he saw this one. He went up to the auctioneer's stand and felt of the texture. It was thick, soft, and velvety. He and Elizabeth were soon to celebrate the thirty-fifth anniversary of their marriage, and the rug would be an acceptable gift. She had said just before his departure for the city that the old rag carpet in the sitting-room was about worn out.

Ezra did not offer a bid until the price had reached \$10.25. Then in a thin, shaky voice he raised the bid to \$11. The auctioneer paid no attention. The old man's feelings were not hurt; instead he blushed at his own ignorance.

Now he remembered that the man in the brown derby who had bought the first watch had put his right forefinger up to his left eye as he made each bid.

"Eleven dollars and fifty cents," said Ezra, putting his forefinger to his left eye.

The auctioneer, who had been working in this auction house only one day, could hardly suppress a smile. "What a chump I am," he thought. "That 'hayseed' isn't a farmer at all, but a 'capper.' He's made up better than I ever saw. If he hadn't given me the signal, I never would have suspected it."

The bids came quickly for a few minutes, but only in fifty-cent raises. It was policy to let the "capper" get the rug very cheap; and, just as soon as a lull came, the auctioneer sold the rug to Ezra Pusey for \$14.50.

"Thee need not wrap it up," said the old man, as he took out a muslin bag with draw strings, and extracted the money. "I am going home this afternoon, and I'll just carry it along with me. Thee can just tie it up with heavy twine."

The auctioneer smiled broadly. He couldn't help it. The "capper" was the best made-up hayseed he had ever seen, and every detail was correct, even to the home-made muslin purse with its draw-strings.

In good-natured amusement the crowd looked on as Ezra, with awkward willingness, helped the store attendant roll up and tie the rug. There was a titter of laughter as he started through the gathering, his purchase over his shoulder. It was almost train time and he must hurry to the Grand Central.

"That rug ought to have been mine," a man near the door was protesting, as Ezra approached. "My bid was higher than that 'Rube's.'"

The man's angry tone stirred a feeling of uneasiness in Ezra's gentle heart. He had bought and paid for the rug; and he knew that Elizabeth would appreciate it and how happy it would make her.

"My friend," said he, stopping for a moment, "I'm sorry thee feels hurt. Apparently thee made the same mistake that I did at first. Thee must put thy finger to thine eye when thee offers a bid, so the auctioneer may know whence comes the bid."

John Harrison.

A Trained Eye Can Tell.

A well-known architect was summoned as a witness in a Long Island court in a suit over the cost of a building. The lawyer whose duty it was to cross-examine started in to attack the credibility of the witness.

"Do you know how much a hundred these bricks cost?"

"I do not."

"Do you know how much this cement cost per bag?"

"No."

"Do you know how expensive sand is down here?"

"I can't say that I do exactly."

The lawyer looked at the witness with fine scorn.

"And yet you pretend to come here and qualify as an expert! How can you give any kind of an opinion on how much this building ought to have cost when you don't know the prices of the material it's made of?"

The witness looked at the lawyer with a flash in his eye that boded ill.

"Well," he said, "I don't know the price of needles, nor the price of

thread, nor how much cheap cotton material costs; but I don't hesitate to express a solemn opinion that that suit of clothes you're wearing cost about five dollars and a half."

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

Buffalo, Sept. 3.—Creamery butter, fresh, 25@30c; dairy, 22@27c; poor to good, all kinds 20@22c.

Cheese—New fancy 16c; choice 15½¢; poor to common, 6@13c.

Eggs—Choice, fresh candled, 24@26c, at mark 22@23c.

Poultry (live)—Turkeys, 13@14c; cox, 12c; fowls, 16@18c; springs, 18@20c; ducks, 14@16c.

Beans—Red kidney, 1.75@2; white kidney, new \$3@3.25; medium, \$2.20@2.25; narrow new \$3.40; pea, new, \$2@2.10.

Potatoes—New, \$2.25@2.30 per sack. Rea & Witzig.

Say Mr. Merchant:

Do you wish to sell out? Why not sell your stock at auction and get the highest price and close them out in a short time? E. D. Collar, Ionia, Mich., makes a specialty of this class of work, having graduated from Jones National School of Auctioneering under special instruction of Col. A. W. Thomas, the great merchandise salesman. Write or 'phone for dates and terms. Adv.

Some Traveler.

The crowd of tourists stood about the crater of Vesuvius, peering down into its fiery depths.

"Well," remarked an American, "That beats hell." Whereat, an Englishman standing near, exclaimed, "Bah Jove! How very extensively some of those Americans have traveled."

BUSINESS CHANCES.

For Sale—Werlitzer rink organ, 20 pieces of paper music. 110 pair Richardson roller skates. Cost over \$1,000. Will sell for \$500. Address No. 433, care Tradesman. 433

For Sale—New mill and twelve million timber near railroad in Washington, at an attractive price. For particulars address S. Shaffer, Pineville, Ky. 440

Exceptional opportunity in one of the best cities in Florida. Ladies' and gentlemen's ready-to-wear furnishings; \$10,000 average stock. Corner store on main street of rapidly growing town; population 8,000, with 5,000 tourists every winter. Railroad center and county seat. Best all the year round climate in the U. S. Address Bix 175, Orlando, Fla. 439

For Sale—Wholesale jobbing and manufacturing business, established, good organization. Gent's and ladies' furnishings goods. Trade in 10 states. Owner wishes to retire. Sell at bargain. Splendid chance. Small investment, easy terms. H. Seligman, St. Louis, Mo. 438

For Sale Cheap—Noel & Bacon gasoline lighting system complete, nine lights, generator, tank, 200 ft. tubing, first-class condition. Have installed electricity. J. C. Ballard, Sparta, Mich. 437

Exchange for general stock, Northern Michigan preferred, 20 acre chicken and fruit farm, located just outside city limits, good town in Western Michigan. Eight room modern house, two small barns, large chicken house. Fruit consists of four acres bearing grapes, three acres raspberries, plenty apples, pears, plum, etc. Will take stock up to \$3,000. Address No. 435, care Tradesman. 435

For Sale—A well located grocery store, consisting of groceries and a few notions. Doing about \$15,000 a year. C. F. Haywood, Big Rapids, Mich. 434

SITUATIONS WANTED.

Wanted—Permanent position by experienced shoe and gent's furnishings man or general clerk. Have had five years' experience. A1 references. Address No. 436, care Tradesman. 436

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YOU can't afford to be without liberal stock of this quick-selling, profit-paying staple. The demand is greater to-day than ever. This season promises to be our biggest. Karo season will shortly be at its best—the home preserving season for Karo (*Crystal White*) is now here.



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Order to-day. On all orders placed immediately your full profits are guaranteed against any possible higher prices resulting from unsettled market.



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NEW YORK

How About Your Printing?

THIS QUESTION is a very pertinent one for business men, because every day Business Printing takes on added significance as a *factor in trade*. Time was when any sort of printing would do, because not much was expected of it, but nowadays printing is *expected* to create and transact business. For this reason, good printing is exceedingly necessary in every line of business.

We have been producing *good* Business Printing for years. We have kept pace with the demand for the *best* in printing. As a consequence, our printing business has grown splendidly. We have been compelled to enlarge shop facilities, to increase equipment quite regularly. We have the requisite mechanical equipment, and with one of the best equipped, as well as the largest printing establishments in Western Michigan, we are in the very best position to give to the business man the highest standard of *good* Business Printing.

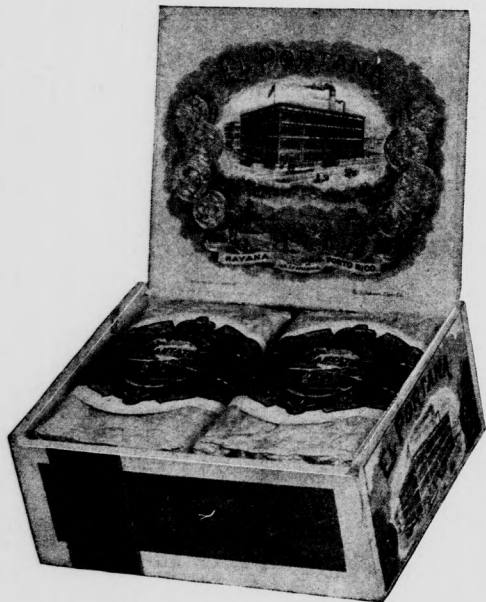
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We respectfully solicit your patronage, giving the assurance that all orders will not only be *promptly executed*, but the printing will come to you in that quality of excellence you desire and, withal, at as reasonable a price as it is possible for us, or anyone else, to deliver *good printing*.

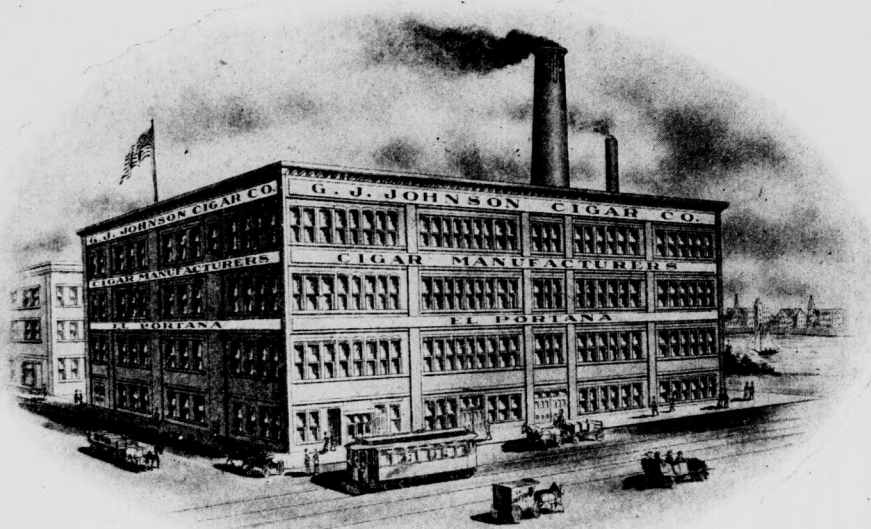
Orders by letter or by phone will receive prompt attention, and if you desire, a qualified representative will wait upon you without delay.

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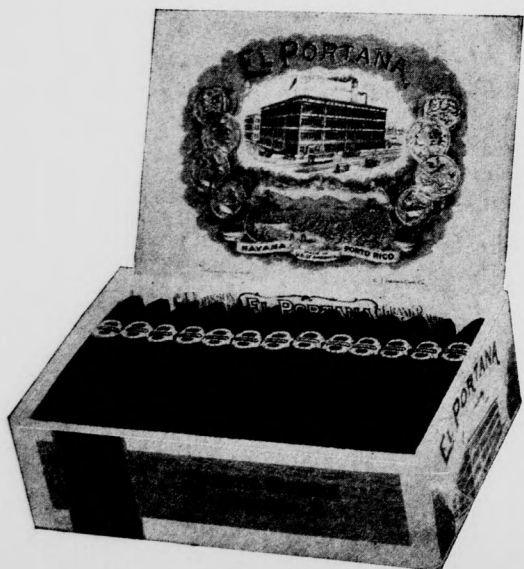
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