

Gifts for Smokers



Christmastide offers no better opportunity than can be found in the

S. C. W.
5c Cigar

There is no cigar that would be more treasured and prized by any "lover of the weed."

G. J. Johnson Cigar Co., Makers
Grand Rapids, Mich.

BALLOU BASKETS ARE BEST



SIDE VIEW

Potato Shippers
Waste Dollars

By Using Cheap Baskets

A Braided Pounded Ash Basket, either Plain or Iron strapped, will outwear dozens of them.

A Dollar basket is cheap if it gives five dollars of wear, measured by those commonly used.

Write for particulars. We can save you money.

Ballou Basket Works
Belding, Mich.



BOTTOM VIEW

Diagram showing three 'SINGLE INSIDE LIGHT 500 CANDLE POWER' units hanging from a ceiling. Below them is a control box labeled 'N.B.' and a gas cylinder.

Thousands of the N. & B. Automatic Lighting Systems

are in use. Why? Because it is the best ever. Don't be in the dark forever. Write us to-day and we will tell you all about it.

Noel & Bacon Co.
Mfrs. of Gasoline Lighting Systems and Supplies
Grand Rapids, Michigan

DO IT NOW

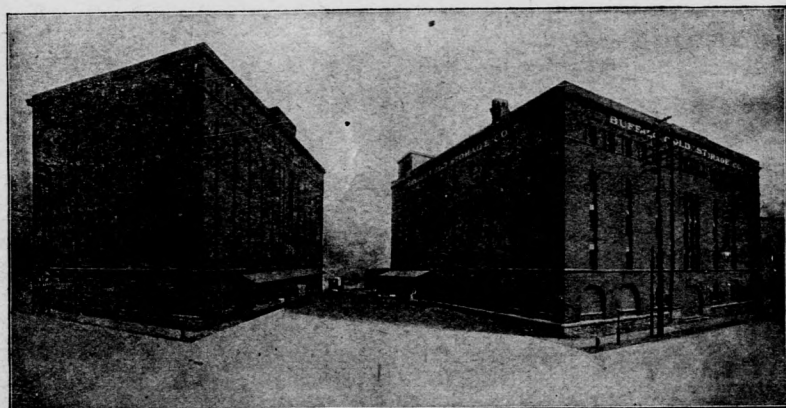
Investigate the

Kirkwood Short Credit System of Accounts

It earns you 525 per cent. on your investment. We will prove it previous to purchase. It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It establishes confidence between you and your customer. One writing does it all. For full particulars write or call on

A. H. Morrill & Co.
105 Ottawa St., Grand Rapids, Mich.
Both Phones 87.

Pat. March 8, 1898, June 14, 1898, March 19, 1901.



Rates Moderate. Write us.

Buffalo Cold Storage Company

Buffalo, N. Y.

Store Your Poultry at Buffalo

And have it where you can distribute to all markets when you wish to sell.

Reasonable advances at 6 per cent. interest.

The Best People Eat

Sunlight Flour lakes

Sell them and make your customers happy.

Walsh-DeRoo Milling & Cereal Co., Holland, Mich.

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Having increased its authorized capital stock to \$3,000,000, compelled to do so because of the REMARKABLE AND CONTINUED GROWTH of its system, which now includes more than

25,000 TELEPHONES

of which more than 4,000 were added during its last fiscal year—of these over 1,000 are in the Grand Rapids Exchange, which now has 6,800 telephones—has placed a block of its new

STOCK ON SALE

This stock has for years earned and received cash dividends of 2 per cent. quarterly (and the taxes are paid by the company.)

For further information call on or address the company at its office in Grand Rapids.

E. B. FISHER, SECRETARY

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OF THE RIGHT KIND sell and create a greater demand for goods than almost any other agency.

WE MANUFACTURE boxes of this description, both solid and folding, and will be pleased to offer suggestions and figure with you on your requirements.

Prices Reasonable.

Prompt Service.

Grand Rapids Paper Box Co., Grand Rapids, Mich.

Every Cake



of FLEISCHMANN'S
YELLOW LABEL COMPRESSED
YEAST you sell not only increases
your profits, but also gives complete
satisfaction to your patrons.

The Fleischmann Co.,

Detroit Office, 111 W. Larned St., Grand Rapids Office, 29 Crescent Ave.

Michigan Fire and Marine Insurance Company

Detroit

Michigan

Established 1881.

Cash Capital \$400,000.

Assets \$1,000,000.

Surplus to Policy Holders \$625,000.

Losses Paid 4,200,000.

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Agents wanted in towns where not now represented. Apply to

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If our representative says our scales will cost you nothing, let him prove it, and if he proves it, won't you acknowledge the fact? His effort is not to condemn the system you are now using but to show you in the least possible time how

The Moneyweight System

will remove all guess work and errors, and place the handling of your merchandise on an accurate and businesslike basis.

The Best is Always Cheapest

The cheapest is not the one which sells for the least money, but the one which brings the largest returns on the amount invested. Don't get the idea because

Moneyweight Scales are Best

that they are the most expensive. We make scales which range in price from \$10 to \$125. Send for our free catalogue and see what a magnificent line of scales we have.

Do it Now

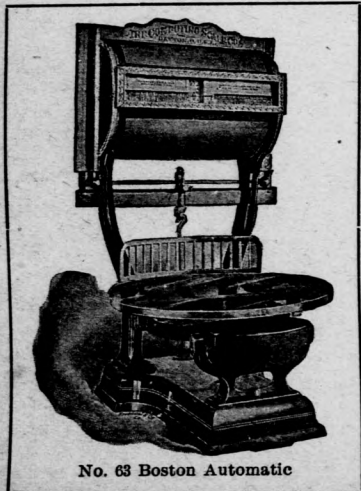
MONEYWEIGHT SCALE CO.

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Manufactured by

THE COMPUTING SCALE CO.

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No. 63 Boston Automatic



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MICHIGAN TRADESMAN

Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 15, 1905

Number 1156

ELLIOT O. GROSVENOR

Late State Food Commissioner

Advisory Counsel to manufacturers and jobbers whose interests are affected by the Food Laws of any state. Correspondence invited.

2321 Majestic Building, Detroit, Mich

Collection Department

R. G. DUN & CO.

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Collection delinquent accounts; cheap, efficient, responsible; direct demand system. Collections made everywhere for every trader. C. E. McORONE, Manager.

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BONDS

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Union Trust Building, Detroit, Mich.

The Kent County Savings Bank

OF GRAND RAPIDS, MICH

Has largest amount of deposits of any Savings Bank in Western Michigan. If you are contemplating a change in your Banking relations, or think of opening a new account, call and see us.

3½ Per Cent.

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 3 Million Dollars

Commercial Credit Co., Ltd.

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Grand Rapids, Mich. The Leading Agency

ELECTROTYPES

DUPLICATES OF
ENGRAVINGS & TYPE FORMS
SINGLY OR IN QUANTITY
TRADESMAN CO. GRAND RAPIDS, MICH.

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SPANIARDS IN CUBA.

It is not so many years since that, figuratively speaking, the Spaniards were put out of business in Cuba, but literally there are a good many of them in business there yet and the number is increasing. In 1899, 89 per cent. of the inhabitants of Cuba were natives of the Island and 8 per cent. were born in Spain, while the other 3 per cent. came from elsewhere. Of the native Cubans nearly 58 per cent. were white and 32 per cent. were black. In that country the so-called whites are not very pale, but there is a decided difference in appearance between them and the negroes. Previous to the conclusion of the war the government in all its branches was in the hands of Spaniards and their representatives. After the United States took a hand in and helped the Cubans throw off the Spanish yoke, Alphonso's soldiers and civilians were sent home, the Cubans took the reins of government into their own hands, after having received a few good lessons from the Americans, and be it said to their credit, they have succeeded pretty well; in fact, a great deal better than it was generally expected they would.

For those who like tropical countries, Cuba is attractive. Its agricultural industries in tobacco, sugar, fruits, etc., are capable of almost unlimited development. The climate is such that most everybody is indisposed to work real hard, but in their way a great deal is accomplished on the plantations. It is only natural that Cuba should attract immigrants and a curious fact is that more of them are coming from Spain than from any other country. During the year 1904 out of a little over 20,000 immigrants to Cuba over 16,000 came from Spain, while less than 3,000 came from the United States and Canada. It is a generally accepted fact that residence and citizenship in a well managed republic is preferable to that of a European monarchy,

especially such a one as Spain. There are more chances for growth and development, more freedom, lower taxes and better facilities for making money. The Spaniards are adapted to Cuban climate and customs. It is interesting to note that after Spain lost possession of its Island, it straightway began to lose population through people leaving the old country to go to the new republic.

An exceptionally large crop of vanilla beans is predicted for the coming season. The announcement comes from the State of Vera Cruz, Mexico, which is the habitat of the best vanilla in the world. The picking generally takes place in January and February and four years are required in developing the vine. It is expected by the growers that each bean will yield a return of ten cents.

Statistics reporting the distribution of Mexican chicle, which is largely used as the base of ordinary chewing gum, show that the United States is the chief consumer. The product is obtained from the sap of the zapote tree and is secured once a year from incisions made in the trunk. It is reported that 4,028,958 pounds were exported to the United States out of a total of 4,074,331. It is evident that the American habit of chewing gum is as extensive as ever.

Canary seed is not only used as a food for birds, but is employed in certain countries in finishing textile goods. In the Canary Islands, where the grass from which the seed is obtained is indigenous, the seed is ground up into flour for making bread. In Queensland, Australia, the grass has been introduced successfully and is commercially grown to a considerable extent. The industry is increasing, for the demand for the seed is always good and the resultant profit good.

First class passengers coming to this country are now subjected to the same rigid medical examination as steerage passengers. This will be odious to some aristocratic foreigners, but if the examiners are not over-officious it need occasion no offense, and may keep out some very undesirable persons, who should not be able to escape examination solely because they have paid first class rates.

A Kansas school girl, who had been told to write an essay on the bicycle, wrote the following: "My auntie has a bicycle. One day she went out for a ride. When she got about a mile from home her dress caught in the chain and threw her off and broke the wheel. I guess this is about fifty words, and my auntie used the other 200 words while she was carrying her bicycle home."

GENERAL TRADE OUTLOOK.

The controlling factors in speculative trade circles the last few days have been the scarcity and high price of money. The long continued demands from crop moving localities, with the heavy requirements of distributive trade everywhere, so far exceed the natural supplies that a decided stringency in the principal centers is the result. Call money went to 15 for several days and finally to somewhat higher figures for a short time, but with much less effect upon values than would naturally be expected. At the beginning of the stringency the average of values was nearly at the highest point in recent years, yet the reaction is only a matter of about three dollars per share. Of course this tightness of funds and reaction have permitted the bears to get in their work, and liquidation by weak holders has afforded a great harvest, but in no case have there appeared indications of a panicky reaction. While conditions have been serious enough for the reckless and unwary there has been no sufficient call for funds to warrant the aid of the Treasury, which would be ready to prevent a very serious decline for the want of money.

Assurance as to the general situation is still found in the increasingly favorable reports of railway earnings and satisfactory industrial conditions everywhere. At no time has the pressure of demand been greater, and as yet there is no apparent effect of the Wall Street reaction on trade generally. Price changes of products have been almost uniformly upward and with this tendency there is a greater disposition to place orders, especially as the chances for early deliveries are constantly lessening. Textile mills are all well occupied, and yet there are complaints that stocks are falling low in some lines. Pig iron production is continuing its increase in spite of the fact that it has been above all records for a considerable time past.

The bulk of our domestic arsenic is produced at the works of the American Smelting and Refining Company at Everett, Washington. Only twenty-six short tons of arsenious oxide was produced in 1904, while in 1903, 554 short tons were recovered. In 1902 the corresponding figures were 1,226 short tons. This large decrease was because the American Smelting and Refining Company's plant at Everett was not working on arsenical ores during 1904. Our imports of arsenic and its compounds in 1904 were 6,800,235 pounds, valued at \$243,380.

He who thinks the world owes him a living is always trying to overdraw his accounts.

RELIGION OF AGRICULTURE.

No Other Occupation Engenders Such Faith in God.*

When in response to a very urgent request from the chairman of your Committee of Arrangements I gave the Religion of Agriculture as a topic for my brief word to this convention, I should, perhaps, have been more thoughtful and said morals, rather than religion. However, in extenuation of this possible error, permit me to say that I have never been able to formulate in my own mind a proper distinction between the two. Even after reading up on the matter preparatory to the comprehension of learned discussions in religious conventions which I attended for years, wherein theological controversy was dominant, my preparation seemed inadequate to the distinguishing analyses of the experts. In extenuation of the methods of the divines it may be said, however, that drawing these nice distinctions sharpened the wits of the scientific religionists, even if it did not add to their knowledge of God.

The way I put the case to myself, in thinking over the religion of agriculture, is this: The proper management of the soil in the practice of agriculture is essentially a matter of morals and a test of righteousness. Man acquires what we term a "title" to a small section of the earth's surface. The title, however, has not passed from God. A proper abstract would still acknowledge the real ownership in Him. We who till the farm are simply tenants under certain well-defined obligations, based upon the central thought that whatever we may take from the land we must restore to it in some other form, so as to leave as a legacy, if possible, for someone else, a latent power of production greater than that which came to us under the unwritten contract. Nothing short of this should satisfy our sense of obligation which makes the thrifty farmer essentially a religious man. Practically, it is the inspiration to higher attainment in the science and art of agriculture. A man may be thrifty and still mercenary, never giving a thought to this higher phase of responsibility in the pursuit of agriculture. As the world goes, he may be called a successful man, but, through a lack of recognition of this religious element, he loses the distinguishing charm of his chosen occupation.

Salvation is dependent upon the proper acknowledgment of this obligation—salvation from selfishness and the diminutive outlook.

There is no occupation which is calculated to engender so great faith in God as agriculture. It is a faith which is constantly being strengthened through its exercise and it is always the basis of intelligent activity.

If religion is the mind of God in the heart of man—if getting religion is simply finding out about God—the fields of the farmer are more replete with opportunity than the pews of the church. I would not,

however, for a moment minimize the influence of the church, for if it is properly exercised, it will plant and cultivate the germ which in growing will open the mind of the farmer to this beautiful vision of God.

Abundance in life is the widening of the angle of vision toward God, and where in the world is the opportunity so great for this broadened view as in watching the processes of nature as they are guided toward usefulness, in the development of the highest type of manhood?

A friend of mine who is a landscape gardener, while sauntering one evening through a very attractive farm country, in passing a farmstead, noticed a boy out in the yard on the west side of the barn feeding the chickens. Being somewhat weary and willing to enter into a bit of conversation, he asked the boy about the

I was enjoying a carriage ride some ten miles over the hills to the south of Grand Rapids. I had often looked from my own home toward these hills, and wondered what the view would be from this relief of ground, the highest in our county. As our carriage reached what seemed to be the very crest of the hill, we alighted abreast of a farm house, the owner of which was evidently looking after some corn that he was cribbing, preparatory to winter. I asked him if he would object to our passing through his field at the rear of the house for the purpose of getting what seemed to be a very beautiful view to the northward. He replied very pleasantly, "Of course not, and I will be glad to go along with you." Something like twenty rods from the house we stood upon the verge of ground that declined very rapidly to

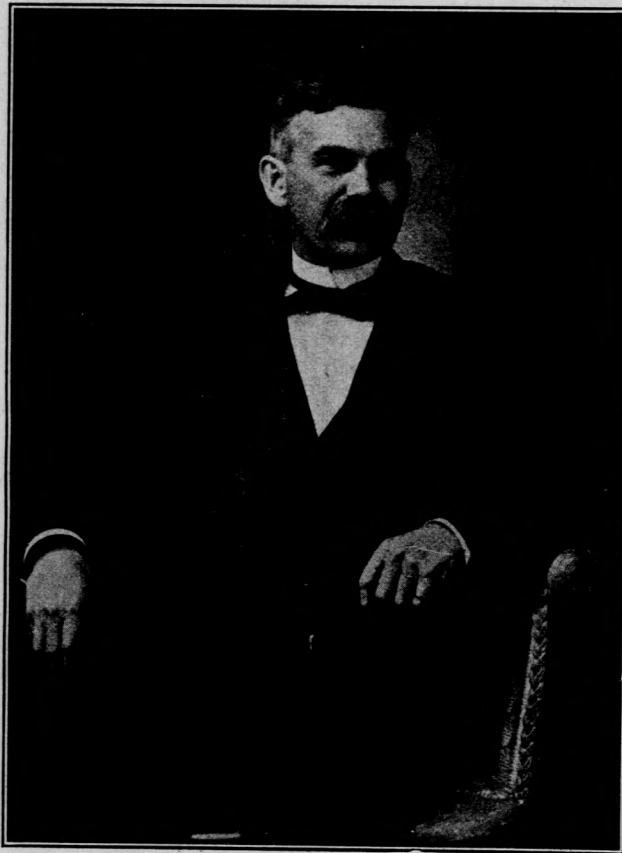
broad landscape, and he said, in a voice affected by the emotion of the occasion, "I was born on this farm. I have lived here thirty-seven years and I never saw that before." The fact was that he had never looked up. The wonderful opportunity given upon his own farm for the education of the soul had never been accepted and utilized.

The prayer of the thoughtful husbandman, who has the right spirit in him, is a combination of gratitude for the opportunities given him for learning about God, and an urgent petition that his eyes—in truth, all his senses—may be quickened to the reception of the great facts of creation that are everywhere in evidence. Nowhere in the world, to one whose eyes are open to see and whose ears are quick to receive impressions, is there such evidence of the abundance and the lavishness of nature as can be found in connection with the ordinary experiences of the husbandman. Putting our hand trustingly into the hand of nature opens our sympathies and quickens our understanding to the tremendous fact that we are a part of the Eternal plan.

The rapid progress in agriculture, whereby the latent forces of the earth are harnessed and made to support a constantly increasing population in greater comfort, is concomitant with the development of a deeper and more pervading religious spirit in man. In the field of plant and animal improvement there must be a constant recognition of the laws of life and the marvelous opportunity afforded to man for molding material things through the application and operation of Divine laws. Men sometimes delve in this work of their lives, claiming to recognize in science and law all there is of life. They never lift up their heads to the higher level and to the exquisite satisfaction coming through the recognition of the power without themselves that makes for righteousness. This, I opine, is the exception rather than the rule. As I have become acquainted with the men who are forging ahead in the science of agriculture I am gratified to see the result of more abundant life in the religious convictions that crystallize in the character, as the successful application of life's laws results in newer and broader and more beautiful creations.

To give the world a new glimpse of God is worth the most serious effort extended through a lifetime. This is the final purpose of the far-reaching work of the Experiment Stations devoted to the cause of scientific agriculture. The advanced and advancing methods resulting from this able administration of the educational forces which make for a more successful agriculture are essentially religious in their final analysis. The man thus engaged recognizes success as in accord with the laws of God and failure as a lesson learned from a mistaken interpretation of these laws or a willful neglect to recognize the importance of their constant application to all the details which are at the foundation of successful effort.

Occasionally the man who sees the



Charles W. Garfield

breed of fowls, how many he had, how much he fed them per day, how many eggs they laid, what price he got for broilers, and other questions appropriate to the business of chicken raising and egg production. As an addendum to the conversation he pointed to the western sky and called the boy's attention to the glorious sunset, touching upon the rare tints of the cloud areas and the wonderful afterglow as the sun passed behind the horizon. The boy looked in wonder and delight and then, in a burst of confidence, said, "Mister, I have fed these chickens regularly in this yard for seven years and I never saw that before." The truth dawned upon him that he had never looked up and he had lost a very important and attractive feature of his country home life.

Some years ago, with some friends,

the northward, and from this point we could see for fifteen or twenty miles a landscape of unparalleled beauty. Grand River, which makes a strong bend to the northward in Kent county, in the reflected sunlight looked like a silver thread dropped down into the wealth of color which had developed in the autumn foliage. The city of Grand Rapids was nestled down in the center of the picture and all about the background there were beauty of tint and delicacy of form and strength of outline which rendered the picture wonderfully attractive. Our entire party, in viewing this marvelous expression of God in nature, was wrapped in surprise at the sudden revelation of beauty. The first one to speak, however, was the owner of the land. With ourselves he had allowed his eye to run over the different features of this

*Address delivered by Hon. Chas. W. Garfield at State Conference of Liberal Churches held at Kalamazoo, Oct. 12.

beautiful color deepening in the ripening peach never seems to get above the fact that the tree has been well fed with potash. Once in a while a man seems perfectly satisfied with the explanation that the rigidity of the stem of wheat which holds up bravely the surmounting grain is simply the result of the deposition of silex; and still, again, we find the man who accounts for the succulence in garden vegetables as simply the natural development which results from a nitrogenous plant diet. However, it is my observation that most men grasp the opportunity of looking back of these wonderful processes of nature to the power that formulates and guides.

It is written that no man has seen God at any time. In a certain sense this may be true, but the man who absorbs into his being the wonderful manifestations of God, as they are exhibited in nature's processes, at least sees His shadow projected upon the screen of life.

My plea is for an enlightened agriculture. Not that more bushels of grain may be produced from a given acre of land; or that greater substance or finer flavor shall be inducted into the products of the garden; nor, again, that a richer tint shall be blended into the bloom of the peach or the apple; not that a more delicate and varied aroma or a wider range of tints and shades shall be made to permeate and thread the tissues of nature's floral treasures; not that the wealth of the forest growth so ruthlessly destroyed shall in an economical manner be restored to adorn and protect the earth; but, rather, that in the evolution of the business of the husbandman, the curtain that hides the Power which controls and modifies the steps of this evolution shall be lifted and the ordinary farmer become awakened to the fact that he is actually dwelling in the Kingdom of God.

In the evolution of landscape art—the poetry of agriculture—where beauty is the guiding star, we find our purest types of religious men. They are teachers of religion through object lessons in the employment of God's most beautiful creations in combinations that touch the souls of men.

The mistake of centralizing religious effort in edifices and in trodden highways is more and more apparent. The watchword that is now so strongly in evidence in religious circles, of "getting back to Christ," in its broadest meaning, is getting back to His methods and sloughing our machine ways of finding out God. He looked toward God through the common things of the earth, the processes of the husbandman, the laws of life. Nowhere do we find so rich a field for the development of healthy religious thought as in the study of nature's processes and the development of them in the interests of a richer manhood.

In rational forestry, as a department of agriculture, I have seen the most notable examples of that change of heart which in the realm of theology has been given a miraculous setting by academic religionists. The

modern forester bases his whole system upon the responsibility of man to properly conserve the legacy which came from God and which finds its expression in the forest cover. He points out with no uncertain language the results of sinful waste as the punishment dealt out by the Divine hand for sinful infraction of the beneficent laws of balance that govern the conditions of this earth's surface. He points out with unerring accuracy the way in which man must be saved from himself and utters with no uncertainty the startling truth that this is God's world and man in a very real sense puts himself outside the Kingdom of Heaven by despoiling it.

The parables that fell from the lips of that prince of story tellers, Jesus Christ, linked together the processes of the husbandman with the great religious truths he formulated into the Christian method. The seeding, the harvesting, the trial of the weeds, and the management of labor were all matters of deep interest to him in carrying to the waiting multitude His marvelous truths.

The farmer, the gardener, the forester, all unite in the pronouncement based upon reason and experience that irresponsibility with regard to the life and conditions and relationships of this world means forgetfulness of the highest obligation to God. The recognition of the operation of God's laws and processes in this world and their relation to the wondrous beauty with which this earth is adorned means a lofty conception of the Power that creates and by beneficent law molds the processes which are entrusted to man in his triumphant march toward the Kingdom of Heaven.

In the pursuit of a successful agriculture the first premise is the recognition of the open door to the Kingdom of God established upon this earth. The second premise is the responsibility which grows with the life and which is an intrinsic part of existence in this world. The conclusion manifests itself in more abundant life.

The Stock Is Clean and Fresh.

The Patterson general stock, at Ravenna, which is advertised for sale by the trustee of the mortgage elsewhere in this week's paper, is all new and fresh, having been purchased since the fire which destroyed the business portion of Ravenna three years ago. There are no old goods on hand; the shoes and dry goods are worth more than they were when they were purchased on account of the advances which have taken place in these lines during the last few months. The stock is admirably adapted for the fall and winter trade, having been bought especially for this purpose. All the light goods adapted to the summer trade have been worked off. Ravenna is a good trading point and this store has always been the recipient of its share of the business. The purchaser will obtain a bargain.

We are the largest exclusive coffee roasters in the world.

We sell direct to the retailer.

We carry grades, both bulk and packed, to suit every taste.

We have our own branch houses in the principal coffee countries.

We buy direct.

We have been over 40 years in the business.

We know that we must please you to continue successful.

We know that pleasing your customer means pleasing you, and

We buy, roast and pack our coffees accordingly.

Do not these points count for enough to induce you to give our line a thorough trial?

W. F. McLaughlin & Company

CHICAGO

One of the most important items in a grocery is a good trade getter and a healthy profit too.

A fine tea will bring customers and keep them.

For a medium priced article that pleases all who like the best, use "QUAKERESS."

For higher priced ones use our "CEYLON RAMA" and "CEYLON BANTA."

Say, with this trio in your stock you couldn't keep 'em away.

WORDEN GROCER COMPANY

Distributors
Grand Rapids, Mich.

AROUND THE STATE

Movements of Merchants.

Mullet Lake—John C. Rittenhouse is succeeded in general trade by John Havens.

Carp—Frederick J. Janks is succeeded by Ward & Putnam in the meat business.

Muskegon—Daniel P. Roche succeeds W. M. Cappel & Co. in the grocery business.

Detroit—The Colonial Cigar & Tobacco Co. have sold out their business to Case & Carland.

Frank Holland, of Stanton, has gone on the road for the Wayne Bug-gy Co., of Detroit.

Traverse City—Claude Owen succeeds Lee W. LeVant in the cigar and tobacco business.

Plainwell—N. A. Batch has removed his men's furnishing business to LaGrange, Indiana.

Legrand—W. H. Ostrander has opened a grocery store and will shortly add a line of clothing.

Grand Haven—Mrs. E. Y. Haines is succeeded by Mrs. E. C. Lowry in the confectionery business.

Imlay City—John H. Worthy will continue the meat business formerly conducted by Ridley & Worthy.

Port Huron—B. M. Austin, of Saginaw, will move to this place and engage in the grocery business.

Mancelona—Clapp & Brandt are succeeded by J. M. Hoffman in the book and confectionery business.

Lake Odessa—L. H. Heaton has sold his coal business to Ben Garlinger, who will continue the same.

Center Line—F. J. Miller & Bro., hardware dealers, have sold their implement business to Smith & Rinkee.

Utica—J. H. Hodges has sold his drug and grocery stock to J. C. Fisher, the transfer to take place Jan. 1.

Niles—The meat business formerly conducted by Frank Hatfield will be carried on in future by Hatfield & Stock.

Jackson—The grocery business formerly conducted by G. H. Lewis will be continued in the future by P. W. Green & Co.

Albion—A. D. Baughman has sold his grocery stock to Archie Miller, of Marine City, who will continue the business at the same location.

St. Ignace—M. Sugar, a resident of this city for the past twenty years, has moved to Mission, near Bay Mills, where he will open a general store.

St. Ignace—F. Bizard, of Traverse City, has opened a store next door to the Snyder House, carrying harness, buggies, blankets, washing machines, etc.

Greenville—The wholesale produce and coal and wood business formerly carried on by Miller & Miller will be continued in future by Earl B. Slawson.

Stanton—J. M. Stearns, dealer in hardware and agricultural implements, has taken A. J. Taylor, of Greenville, as a partner in the business.

Charlotte—Albert Rudesill, who recently sold his flour and feed business to Fred Migrant, will open a field and garden seed store about February 1.

Moline—J. M. Flanagan, who is engaged in general trade at Mancelona, has purchased the general merchandise stock of Eli Runnels and will take possession Nov. 27.

South Haven—Clifford Girard and John Miller have purchased the grocery stock of Ed. Burge and will continue the business under the name of the G. & M. Grocery Co.

Caseville—A corporation has been formed under the style of the Huron County Fish Co. to deal in fish with an authorized capital stock of \$1,800, all of which is subscribed and paid in in cash.

Marquette—A new company has been formed here under the style of the Union Clothing Co., Ltd., to deal in merchandise. The authorized capital stock is \$10,000, all of which is subscribed and paid in in cash.

South Haven—C. E. Teeter, for the past twelve years engaged in trade at Coloma, has purchased the grocery department of W. J. Viall. Mr. Viall will now devote his entire time to the clothing and dry goods business.

Detroit—The Michell Co. has been incorporated with \$5,000 capital to do a retail grocery and provision business. The incorporators are Mrs. Mary Michell, Francis C. Schmidt and Carl H. Michell, the latter holding one share.

Traverse City—The Queen City bakery, formerly conducted by J. W. Lane, has been sold to Perry W. Nichols. Mrs. Nichols will be associated with her husband, overseeing the bakery, while he attends to the outside interests.

Hastings—Chas. Rogers has sold his interest in the ice firm of M. Matthews & Co. to Mr. Matthews. Mr. Matthews and C. B. Randall, who came here from Petoskey last May, comprise the members of the new firm. There will be no change in the firm name.

Belding—Thomas Welch has purchased the grocery stock of Lewis D. Pierce and has taken possession. Mr. Pierce intends to go to Denver, Colorado, for a short time, from which place he may go further west. Mr. Pierce's brother, Ed Pierce, will remain with Mr. Welch.

Quincy—A petition in voluntary bankruptcy has been filed by Creore & Runyan, grocers, through their attorneys, Palmer & Palmer, of Coldwater. The store has been closed by the trustee, W. H. Lockerby, and will remain closed awaiting the action of the United States Court.

Battle Creek—The business formerly carried on by the People's Furniture & Carpet Co. has been merged into a stock company under the style of the People's Outfitting Co. of Battle Creek. The new corporation has an authorized capital stock of \$7,000, all of which is subscribed and paid in in property.

Cheboygan—The Hub City Mercantile Co., composed of D. J. McDonald, R. N. Hyde and Frank Kinney, will shortly engage in the gro-

cery business at the corner of Main and Elm streets. Mr. McDonald has been manager of the grocery department of the W. & A. McArthur Co., Limited, for several years past.

Shelby—John H. Harrison has purchased the interests of his copartners, Wm. Butler and D. D. Rankin, in the Fruit Growers' Package Co. Mr. Harrison already owned the site and power plant of the factory and has been actively associated with the manufacturing operations of the business since it was started about seven years ago.

Nashville—F. J. Brattin has disposed of his hardware business and stock to C. A. Pratt, of Ashley. As soon as the inventory is completed a son of Mr. Pratt will take charge of the store. Mr. Brattin will remain in Nashville, but will later move to Ashley, where he will take possession of a farm which he acquired by the terms of the trade.

Negaunee—John Allison has sold his stock of men's furnishing goods to Axel Rasmussen & Co., who will transfer the stock to the tailor shop of Mr. Rasmussen, who will conduct the tailoring and men's furnishing business together. Mr. Allison will confine himself to the jewelry business and will carry a larger stock of goods in this line than heretofore.

Manufacturing Matters.

Detroit—A petition in bankruptcy has been filed by the creditors of the C. E. Winter Cigar Manufacturing Co.

Grayling—Salling, Hanson & Co. are operating both sawmills at this place and their planing mill and report a good business.

Au-Sable—The H. M. Loud's Sons Co. is running a number of camps on the headwaters of Au Sable River and the stock is hauled over the company's railroad to the mills.

South Haven—The Pierce-Williams Co., manufacturer of fruit packages and baskets, has filed a certificate of increase in capital from \$50,000 to \$100,000.

Shepherd—Ernest Howard, whose home is in Hudson, Lenawee county, but who for the past season has had charge of the cheese factory of H. L. Dow at Gladwin, has been here this week enlisting the interest of the farmers in a factory here.

Stark—A new company has been incorporated to conduct a manufacturing business at this place under the style of the Modern Novelty Co. The authorized capital stock of the corporation is \$25,000, all of which is subscribed, \$100 being paid in in cash and \$24,900 in property.

Grayling—The Kerry & Hanson Flooring Co. is finishing a warehouse for the storage of flooring. This plant has been running since August 1 and has jumped into a fine business, the only handicap being the scarcity of cars. The company reports a good trade in flooring at satisfactory prices.

Detroit—The Whitehead & Kales Iron Works has merged its business into a stock company under the same style to continue the contracting business as heretofore. The authorized capital stock of the new company is

\$100,000, all of which is subscribed, \$1,479.92 being paid in in cash and \$98,520.08 in property.

Escanaba—The plant of the E. W. Butler Potash Co. is ready to go into operation. The plant will receive large shipments of hardwood ashes from points within a radius of 100 miles, as far south as Menominee and as far north as Marquette. At Escanaba hardwood ashes will be collected from private houses. It is expected that the plant will be kept in constant operation.

Detroit—The hardwood trade never before was so prosperous as at the present time. Supply and demand are about equal and prices are strong. The end of the outdoor season will find the hardwood market brisk, as finishing goes on into the winter. "The rise in the price of southern pine has helped maple in an appreciable manner," says Thomas Forman, the Michigan hardwood authority. "The hardwoods have come into their own again and the situation is very favorable." In other lines the cold weather is being felt.

Saginaw—The Lee planing mill property on Tilden street has changed hands, Henry E. Lee and Alexander Christie having formed a partnership under the firm name of the Lee & Christie Lumber Co. and taken control of the property. The purchase includes the planing mill and considerable vacant land. Mr. Christie acquires a half interest, the Lee estate receiving about \$15,000. An option is obtained for a year on 600 feet of river front formerly used for storage purposes. The new company will at once enlarge the planing mill.

Spring Lake—A new company has been formed under the style of the Cyril Foldable Bedstead Co. with a capital stock of \$25,000, all paid in in cash and property. The officers of the company are President, Herman F. Harbeck; Vice-President, Dr. C. P. Brown; Secretary and Treasurer, Geo. P. Savidge; Manager, J. F. Johnston. The officers, together with Wm. Savidge and Thomas Johnston, comprise the other directors and the other stockholders. The company will manufacture the folding bed invented by Doctor Brown, who has previously won much fame and some fortune as the inventor of a music leaf turner and a glycerine gun.

Notice of Trustee's Sale.

Notice is hereby given that the Wm. E. Patterson general stock, located at Ravenna, will be offered by me at public sale at 10 o'clock Friday, Nov. 17, at the store known as Patterson's store, at Ravenna. The stock inventories between \$5,000 and \$6,000. Copy of the inventory can be seen by calling on me at my office in Grand Rapids.

Geo. H. Reeder, Trustee.

Are You Looking

for a safe and profitable investment? If so, it will pay you to investigate our fully equipped free-milling producing gold mine. P. O. Box 410, Minneapolis, Minn.



The Grocery Market.

Sugar—The consumption shows a decrease, as compared with thirty days ago, but is probably fully up to the average for the season. The new crop of beet, which is in all hands now, is a large one and will probably be obtainable well up until the next crop is marketed. The yield of cane is also heavy.

Tea—The medium grades of Japans have advanced recently and this will doubtless stimulate business still further. There seems to be a lot of room for tea in the country, as stocks have been well cleaned up, and from the orders coming in it is evident that the retailers are beginning to fill in their stocks. It looks as if there would not likely be a better time than now—at least until the next crop is due.

Coffee—The general condition of the market is stupid, and probably will remain so until the December options are out of the way. The demand for coffee is only moderate. Milds are steady and unchanged, and Mocha and Java are about in the same position.

Canned Goods—Apples are unchanged and very firm. A certain New York State packer who has been quoting \$2.75 withdrew that during the week, and prophecies of \$3 are now freely heard. The market for Baltimore apples is firm and unchanged. The quality of the Baltimore peaches on the market is very poor. The general line of Baltimore canned goods is unchanged and the demand is only fair. Beans in the various specialties seem to be the best sellers at present. California canned goods are so broken up that they can scarcely be quoted. The tomato market is weaker, not from any concessions made by packers, but because many jobbers are selling below the market, content to make the very good profit which that leaves them. The packers' stocks of tomatoes are very low, and if these jobbers keep on selling the market will keep on being weak. No improvement has occurred in corn, which is still dull and weak. Peas are in good shape, fair demand and steady, and will probably, with other canned goods, remain quiet until after the turn of the year. Peaches are unchanged and very scarce. Some good Ohio pie peaches have been offered in the East at prices slightly above Maryland brands, and they were taken so eagerly that the packer was compelled to pro-rate his deliveries.

Dried Fruits—Apricots and peaches are moving right along, although there is little snap to the trade, as prices are such as to almost prohibit anything but hand to mouth buying. The trade seems to have given up hope of any lower figures, however, and is taking the fruit as needed. Evaporated raspberries are in brisk demand—will probably be well cleaned up this winter. Prunes are practically

unchanged. There is a first class demand for desirable sizes and the chances are that the northwest will consume more of this fruit this year than for some seasons past. After putting out a tentative cut price the California Raisin Growers' Co. withdrew it, as confirmations were not sufficient, in the judgment of the directors, to warrant any cut. This is another instance of the foolish methods utilized by this company. Continual wrangles and vacillation in management will probably bring it to grief just as its predecessors have come to an end. There is a fair business in raisins according to the jobbers, but the latter are disgusted with the tactics of the Association and are looking hopefully forward to the time when they believe the company will be disrupted. Currants are strong and selling well. Dates and figs are in excellent demand, particularly the new crop goods.

Rice—The market is firm and in some instances the buyer and the seller have not found it easy to get together, but, on the whole, the higher prices have hindered the trade but little. Reports from the South indicate that the crop will show up considerably short, without doubt.

Syrup and Molasses—Glucose has advanced 10 points during the week, all refiners concurring. Compound syrup advanced 1 cent per gallon at the same time. The cause is nothing more than the refiners' desire to take advantage of the opening fall demand. The demand for compound syrup is fair. Sugar syrup is unchanged and in light demand. New-crop New Orleans molasses is coming in now. The supply is inadequate for the demand, as is usually the case when the season opens. The receipts in New Orleans are being taken in as fast as they arrive, at high prices. The experiment made late last season of shipping molasses to Northern points by water, in order to escape the advance in land freight rates, proved a heavy money-loser, partly because it was tried so late in the season.

Fish—Salmon is unchanged and dull. Smoked bloaters are very scarce and high, by reason of the shortage in the supply of herring from which they are prepared. The price is much above normal and may go higher. Lake fish and whitefish are unchanged and firm. No change has occurred in mackerel during the past week. All grades are still scarce and high. The demand is good. Cod, hake and haddock have developed nothing new. Holders are maintaining the high prices and the feeling in Gloucester is firm. The demand is about normal. Sardines have not yet made their promised advance and the demand is very light.

Produce Market.

Apples—Winter fruit is steady and strong at \$3 for ordinary, \$3.25 for choice and \$3.50 for fancy.

Bananas—\$1.25 for small bunches, \$1.50 for large and \$2 for Jumbos. The cold weather has made handling a little more difficult but none have been frosted as far as known.

Butter—Creamery is steady at 23½c for choice and 24½c for fancy.

Dairy grades are firm at 21c for No. 1 and 16c for packing stock. Renovated is in moderate demand at 21c. Receipts are moderate and the quality is fair. A considerable percentage of the receipts of dairy is in rolls. Shippers should be particular to wrap their roll butter in parchment paper or cheese cloth. Unless they do this it is likely to be graded as packing stock when it is shipped in boxes or barrels.

Cabbage—75c per doz.

Carrots—\$1.20 per bbl.

Celery—25c per bunch.

Chestnuts—\$4.50 per bu. for Ohio.

Cranberries—Early Blacks command \$9.50 per bbl.; Jerseys, \$10; Late Howes, \$12.

Eggs—Local dealers pay 21@22c on track for case count, holding candled at 25c and cold storage at 22c. The wide difference in the two quotations is due to the loss off, which is now greater than at any time during the fall. In some cases the shrunken and bad eggs run as high as 3 doz. to the case.

Grape Fruit—Florida has advanced to \$5@5.25 per crate.

Grapes—Niagaras are still in the market, commanding 20c for 8 lb. baskets. Malagas have advanced to \$6@6.50 per keg.

Honey—13@14c per lb. for white clover.

Lemons—Messinas are steady at \$3.75 for 360s or 300s. Californias are steady at \$6. Stocks are small and the demand is normal.

Lettuce—12c per lb. for hot house.

Onions—Local dealers hold red and yellow at 80c and white at \$1. Spanish are in moderate demand at \$1.60 per crate.

Oranges—Floridas fetch \$3.25; Mexicans have advanced to \$4. Reports from California indicate that the new crop navels have already begun to move to the Eastern markets and it may be that some will be diverted into Michigan soon. As a rule, however, they do not appear here until just before Thanksgiving. The Mexican fruit is very good and there is no great need of any sour navels.

Parsley—25c per doz. bunches.

Pears—Kiefers fetch 85c. Lawrence, \$1.

Pop Corn—90c per bu. for rice on cob and 4c per lb. shelled.

Potatoes—The market is active and the quotations are not quite so high as a week or ten days ago. Country dealers are generally paying 45@47½c, which brings the cost of stock up to about 55c in Grand Rapids. Local jobbers sell in small lots at about 65c.

Quinces—\$2 per bu.

Squash—Hubbard, 1c per lb.

Sweet Potatoes—\$1.75 for Virginias and \$2.75 for Jerseys.

Turnips—\$1.20 per bbl.

Has Bought a Large Tract of Farm Lands.

The recent incorporation of the Michigan-Texas Land & Orchard Company by well-known and conservative business men affords an opportunity that is well worth attention. This company is headed by E. A. Stowe, President of the Tradesman Company and editor of the Michigan Tradesman; Alfred J. Brown, of the

Brown Seed Company; Chas. F. Rood, President of the Citizens Telephone Company; Frank Welton, Cashier National City Bank; Robert Graham, President of the Fifth National Bank; H. J. Vinkemulder, of the Vinkemulder Company, H. J. Dudley, of the Dudley Lumber Company; F. A. Voigt, of the Voigt Milling Company; S. S. Corl, Corl, Knott & Co., Ltd., all of Grand Rapids, and C. W. Schriver, one of the best known fruit growers in Michigan.

The farm and orchard management is in the hands of Warren Hilton, a very successful fruit grower of Grand Rapids. The lands and tenements are under the management of J. R. Bondurant, of Franklin, Texas, a man who is thoroughly familiar with the lands, the tenants and Southern labor.

This company is incorporated for one hundred thousand dollars and is now selling Texas lands to settlers, and will grow commercial peach and other orchards, which can operate independently and command the attention of the fruit trade of the entire country with liberal acreage and production; orchards which will be able to produce crops large enough to allow the loading of a number of cars of uniform good quality from a single day's picking. This means a great many trees. The demand for the Texas-Elberta peach is firmly established and steadily increasing. Each year finds a larger number of buyers in the field, representing every market in the United States, prepared and anxious to buy at good prices hundreds of carloads. These buyers face at present a limited supply. A large commercial orchard is the only one that can meet this demand; in fact, the commercial orchard is the outcome of this constantly-growing demand, which has so far been met only in a limited way, and by establishing an orchard and market of such commercial importance it at once increases the value of the lands for miles surrounding these orchards.

The company has purchased 21,000 acres of land located along the International & Great Northern Railway, of which over five thousand acres are now under cultivation, including 18,000 growing peach trees. There is timber on the unimproved land and within two miles of the railroad that will pay for the land and cost of clearing. There is no doubt but that this company will make handsome profits, for the men at the head are thoroughly experienced in land values, growing of fruit and farm produce, making the investment of this company a safe and conservative farm land investment. All stockholders come into this company on the same basis. There are no bonds, no promoter's bonuses or preferred stock. At the present time there is a limited amount of stock offered at par, \$100 per share, detailed information of which can be obtained by writing for descriptive matter issued by the Michigan-Texas Land & Orchard Company, 518-519 Michigan Trust Building, Grand Rapids, Michigan.

After a girl has been married about three weeks she returns to earth.



The Use of Foreign Phrases on Placards.

Last week I had occasion to comment on the help it is to merchants to allow the use of their windows for the display of posters of prominent people who are to appear in the place as singers, lecturers, etc. This employment of window space gets such a store considerably more talked about than otherwise would be the case, as people will remember—or are apt to—where they saw Such and Such a celebrity's face, and at the same time probably will recall the goods that formed the surrounding of the picture, and the store-keeper reaps the benefit of a little free advertising on this account.

And, where the dealer or firm showing the picture carries books in the stock, what a chance to bring in extra trade. For all thinking people wish to become familiar with at least one of a particular author's works so as not to evince absolute or dense stupidity concerning this writer's contributions to learning.

Witness the west window of the Millard W. Palmer Co. before and after the Thompson-Seton lectures which took place at Powers' Opera House on Tuesday of last week. I'll warrant that dozens of those who attended one or both of his fascinating lectures—and the audience included many of the best thinkers of the community—stepped into this book store to refresh their memories with or purchase one or more of the celebrated writer's true stories, among those in the window being the following, arranged attractively as to covers and inside illustrations:

Animal Heroes, Lives of the Hunted, Wild Animals I Have Known, Trail of the Sandhill Stag, Two Little Savages, Lobo, Rag and Vixen, Krag and Johnny Bear.

By the way, whenever a bookseller is at a loss what to put in his windows to interest the children—grown-ups, too—let him exhibit a quantity of the Seton books, with the pages open at some thrilling episode, and he will have no cause for complaint that his windows have lost their power to draw.

* * *

Use posters and more posters and then some.

* * *

By the way, if the Giant Clothing Co. had borrowed the Alaska Fur Co.'s Little Johnny Bear and turned him over to the tender mercies of Little Buster Brown, what a unique combination they would have made, along with Mr. Gayboy!

* * *

A general merchant in a small town who makes his store windows illustrate what he wants them to recently placed on Zante currants this card:

A la Grecque,

On Cross & Blackwell's pickles one read:

A l' Anglaise.

Dates were surmounted with:

A Levant.

French sardines bore the inscription:

A la Parisienne.

The card with Armour's beef was:

A l' Americaine.

With moth-balls he put the following:

Aegrescit Medendo.

With a group of spades, shovels, rakes and hoes was this:

Adscriptus Glebae.

With a step-ladder he "kept 'em guessing" on this:

A Cader Va Chi

Troppo Alto Sale.

With men's leather leggings were the two words:

A Cheval.

These words went with a single candle:

A Chaque Saint Sa Chandelle.

These mean as follows, and they wetted the curiosity of many sufficiently to send them to the dictionary:

After the Greek Fashion.

After the English Fashion.

To the East.

After the Parisian Fashion.

After the American Fashion.

The Remedy is Worse Than the Disease.

Belonging to the Soil.

Who Climbs Too High

Goes to Fall.

On Horseback.

To Each Saint His

Candle.

Wheels All Turning at Port Huron.

Port Huron, Nov. 14—Started at first more for the purpose of being a demonstrating plant for the Meisel Manufacturing Co., maker of mill machinery, than to engage in extensive milling operations, the Model Milling Co. has reached a point where it not only supplies a big share of the local demand for flour, but is running to its full capacity and shipping part of its product to Eastern markets.

The Port Huron chicory factory is entering upon one of its best campaigns since the establishment of the industry in this city. A night and day shift is now employed at the works, and the roots sent here by rail from the surrounding country are taxing the capacity of the railroads for available cars. The manufactured product is shipped to all parts of this continent, and competes successfully in the markets against the imported article. Nearly 1,500,000 pounds are expected to be manufactured this season by the concern. Sixty men are now being employed at the plant here.

The Malleable Iron plant at South Park is putting in extra time with a full force, and is at present one of the most industrious places in the South Park manufacturing district.

The Port Huron Engine & Thresher works, previous to its recent annual shutdown for inventory, completed a shipment of fifty pieces of ma-

chinery to South America, the shipment comprising mostly threshing machinery and road builders.

Reorganized Under a New Name.

Northville, Nov. 14—The Union Manufacturing & Lumber Co. is the name of a new Northville firm that succeeds the Dubuar Manufacturing Co., which has been a feature of local industrial and business circles for twenty-two years. The charter of the Dubuar Co. has expired and the company has been reorganized under the above title, with a capitalization of \$40,000. James L. Dubuar, head of the original firm, is Secretary-Treasurer and General Manager.

In the two decades of its existence the company has paid out over \$400,000 here for labor, and has seen many vicissitudes. Since its start nearly every other concern that was then in business here has gone or changed hands, and few men here can show as long a continuous record in one enterprise as Mr. Dubuar.

We want competent
Apple and Potato Buyers
to correspond with us.

H. ELMER MOSELEY & CO.
504, 506, 508 Wm. Alden Smith Bldg.
GRAND RAPIDS, MICH.

AUTOMOBILE BARGAINS

1903 Winton 20 H. P. touring car, 1903 Waterless Knox, 1902 Winton phaeton, two Oldsmobiles, second hand electric runabout, 1903 U. S. Long Distance with top, refinished White steam carriage with top, Toledo steam carriage, four passenger, dos-a-dos, two steam runabouts, all in good running order. Prices from \$200 up.

ADAMS & HART, 47 N. Div. St., Grand Rapids

Crackers and Sweet Goods



TRADE MARK

Our line is complete. If you have not tried our goods ask us for samples and prices. We will give you both.

Aikman Bakery Co.
Port Huron, Mich.

A good one horse platform
dray for sale cheap; capacity
from 3,000 to 5,000 lbs.

Sherwood Hall Co., Ltd.
Grand Rapids, Mich.

The Tradesman Company
Engravers and Printers
ILLUSTRATIONS OF ALL KINDS
STATIONERY & CATALOGUE PRINTING
GRAND RAPIDS, MICHIGAN.

"You have tried the rest now use the best."

Up-to-date Golden Horn Flour

is not a "has been" of doubtful quality, sustained by name only, but is an up-to-date flour, perfect in all respects. It is made in a brand-new mill—the finest anywhere—and is absolutely guaranteed to give satisfaction. It is all right all the time. So is the price. It is winning trade every day wherever used. Critical buyers prefer it. If you want the best flour that money can buy you need try no other. We want your orders.

Manufactured by

Star & Crescent Milling Co., Chicago, Ill.
The Finest Mill on Earth

Distributed by

Roy Baker, Grand Rapids, Mich.

Special Prices on Car Load Lots

Business in Spring Lines of Hardware Increasing.

The demand for staple and general hardware, as well as for the strictly seasonable goods, continues very brisk and from all present indications it is likely that the volume of business booked by manufacturers and jobbers this month will be as heavy if not more extensive than that recorded in September and October. The bumper crops of cotton and corn, it is expected, will enable the agricultural centers to buy more freely of all classes of hardware this winter and effect many improvements which would have been postponed had the crops been smaller.

Many of the rural communities are making large purchases of goods which are considered unseasonable at this time of the year, although usually very active during the spring months, including hardware used in the construction of farm buildings and grain cribs. The increase in the erection of temporary elevators and cribs, which has resulted from the inability of the railroads to move the crops, is also responsible for the larger demand for this class of hardware.

The business in builders' hardware is also very brisk and manufacturers are still behind in making deliveries. Most builders are buying a higher class of house-trimming hardware than heretofore and the fixtures used in large office, hotel and apartment house buildings are more frequently of special and elaborate design.

The stove trade is less active, but filling-in orders continue to be placed by all jobbers and dealers. The demand for hatchets, axes, lamps, weather strips and lanterns and other winter goods is also exceptionally heavy. Prices are being well maintained throughout all classes of hardware, owing to the increasing cost of iron, steel, copper, lumber and other raw materials.

Effect of Mail Order Houses on Regular Trade.

Kalamazoo, Nov. 14.—Being a subscriber of your valued paper for a number of years, would like to ask for a little information regarding the mail order supply house business, and if there are any suggestions you can give the retail dealers in general how to combat the inroads they are making in the business of the retail merchant. During the past three or four years my business has fallen off fully 20 to 30 per cent., especially with the farmer trade, which was my main source of revenue, and that class of people have invariably run credit accounts with me, but it seems that they do not hesitate to make up a considerable order, especially on standard grades of goods, and send the cash along in advance to the mail order house and hold me up for months before paying their over-due accounts. These mail order houses seem to make it a point of advertising standard grades of package goods, such as soaps, washing powders, cereal foods, coffees, etc., at a very low price—lower than what I can afford to sell the goods at and make a living profit. Another feature

that is cutting in on the retail grocer is the tea and coffee peddler, selling a miscellaneous line of tea, coffee, extracts, baking powder, etc., and giving prizes with the goods. Between the two the competition is becoming so fierce that it looks as though it would put some of us retailers out of business.

I presume that you have had complaints of this nature from other dealers, and with your wide experience, you would certainly confer a favor on the retail merchants if you could suggest a remedy. Sufferer.

Nelson, Morris & Co. Sell Painted Sausage.

Nelson, Morris & Co. were up before the court in Janesville, Wis., last week on a charge of selling

"painted" sausage. Attorney R. Wolfner, representing the Nelson-Morris Co., was on hand. He asked for his company that a part of the sample tested at Madison be sent to the company's Chicago chemist. If the result of the test made there should correspond with the one made at the Capital City, they would advise the party who handled their merchandise in Janesville to plead guilty. It is singular why Nelson-Morris & Co. should ask that a Chicago chemist pass upon the product in question when the Wisconsin authorities are so proficient. Inspector Moore had this to say about the work of the Commission: "It would take a whole army of us to go after all the adulterated foods placed on sale in this State. We are only

touching the high places. Preservatives in meat, taken alone, might not work such terrible injury to the persons who consume them, but when these preservatives and coal tar colorings are in such widespread use as they are at present the amount that may be consumed by a single person in a day is something terrible to contemplate."

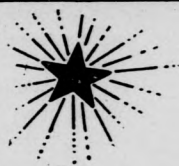
Grass is the forgiveness of nature—her constant benediction. Fields trampled with battle, saturated with blood, torn with the ruts of cannon, grow green again with grass, and carnage is forgotten. Streets abandoned by traffic become grass-grown like rural lanes and are obliterated. Grass softens the rude outline of the world.—John J. Ingalls.

The Ben-Hur Cigar is a

Star Actor

It's "Role" is One of

Perfect Impersonation of a Dime Cigar



The Cast

BEN-HUR IN THE LEAD
OTHERS..... A. WAYBEHIND
B. RIGHT DEALERS..... PUSH BEN-HUR
AND..... SUCCESS FOLLOWS
STOCKEM AND SEE

The Play

A play depicting the successes and failures of business advertisers would be mighty interesting. To many it would teach the wisdom of doing a large business on a small business rather than a fickle business relying on large profits from cheap goods. If the average nickel cigar was depended upon to draw and hold trade without the courteous and accommodating attention that usually attends every sale, it would utterly fail. The BEN-HUR Cigar is an extraordinary 5 cent cigar and will in its extreme goodness bring you a host of steady patrons who will stick by you all the way to prosperity. Are you keeping it company?

WORDEN GROCER CO.

Distributors
Grand Rapids, Mich.



GUSTAV A. MOEBS & CO., Makers, Detroit, Mich.



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OF BUSINESS MEN.

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of issues a year or more old, \$1.

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, November 15, 1905

ENGLAND'S UNEMPLOYED.

Mr. Balfour was placed in a painful position by the delegation of London women which called on him the other day, asking governmental relief for unemployed husbands and other relatives. According to the press report, enormous crowds of women from all parts of London marched through the streets, headed by a deputation which the Premier received at the office of the Local Government Board. The feminine speakers recited their sufferings not only with urgent emphasis, but even with a note of warning. For the first time under such circumstances the "Marseillaise" was heard in the streets of London as the procession advanced, and one of the delegation of thirty women admitted to Mr. Balfour's presence said to him, "Don't forget that hungry men are desperate." Mr. Balfour, however, was probably not so much alarmed by this menace of violence as troubled by his inability to give his visitors any promise of the relief they sought. "He acknowledged that the evil was very real, but he had little to suggest in the way of alleviation, except an expression of hope that public charity would come to the aid of the unemployed. He deprecated the socialistic suggestion that industries should be started at the national expense for the benefit of the unemployed as calculated to destroy the springs of enterprise and energy of the nation."

The evil in this case is not only very real, but it bids fair to prove permanent unless adequate measures are taken to lighten the pressure of population upon the soil of England. It is not a new evil in London and the other great English cities, and it is not due to exceptional conditions. Better wages are paid in England than in any other country in Europe. The monthly trade statements of the United Kingdom have for a long series of months shown a steady increase in volume of British commerce. The per capita, both of exports and of imports, is larger for Great Britain than for any other country in the world. Considering the competition to which British industries are subjected by those of the United States, Germany and France, and other great industrial and com-

mercial countries, and the immense burden of taxation which British taxpayers have to carry, it would seem vain to look for any change for the better great enough to afford employment for the larger part for Great Britain's standing army of the unemployed. There is no more public-spirited and charitable people in any land than the people who have to deal directly in Great Britain with this sad problem of enforced idleness and distress.

The question of overproduction is one of present interest to every wealthy and progressive country in the world. It is by no means urgent in Great Britain alone. Even in the United States it has become a source of most serious solicitude to all humane and thoughtful people. For Germany and Great Britain emigration seems to afford the most practical means of relief, accounting largely for the eagerness of the German Emperor to build up the colonial possessions of the German Empire. For obvious reasons, however, the German emigrant prefers to settle in the United States, where he can enjoy the security and comfort provided by an established civilization. Here there is still an abundance of comparatively cheap arable land, and it is always possible for an able-bodied man to earn at least a livelihood by farm labor. But our own rural population is not increasing proportionately with the growth of population in our overcrowded cities. This is not due so much to economic as to psychologic causes. The average American prefers the amusements, the stirring spectacle and varied excitements of city life to the comparative quietude of farm life. But the present system of rural postal delivery and the existence of street railways and telephone lines far into the country may be expected to work a beneficial change in this respect by bringing the farm into closer touch with the town and the great world generally.

Great Britain is more fortunate than Germany in the possession of inviting colonies; but there has been some discussion of late in that country as to the causes which have almost completely checked the tide of immigration in Australia. There was an actual excess of emigration over immigration there of 7,249 for the year 1903. For 1904 there was an excess of immigrants of 1,369, of whom 247 came from Great Britain. In the same two years, in which Australia lost nearly 6,000 inhabitants, Canada received some 200,000 settlers, of whom 92,000 came from Great Britain. And yet, Australia is greatly blessed with natural resources, and possesses vast areas of fertile land. The northern coast region of New South Wales and the plateau lands in Northern Queensland are described as especially attractive, possessing a soil in some parts sixty feet deep and a cool, bracing climate.

The trouble is generally attributed to the strenuous socialistic and labor laws there which place everything in the hands of an oligarchy and leave no opportunity to individual effort.

AN AMERICAN PRODUCT.

The country needs large additions to its labor supply. The people of the United States are realizing a fact which obtains in every country in the world, that with the increase of population there is a constantly increasing number of the population that refuses to work, and seeks to live on the labor or the property of others.

Many of these are criminals who make a business of preying on society by violent and dishonest means. There have always been such and there will always be hordes of robbers, swindlers and other thieves of every sort and degree. They are kept down in some countries by a heavy hand, but in this land of liberty they have an easier time than in any other, and they prove this by the manner in which they flock thither from every other land and the success with which they escape serious punishment. The petty thieves are commonly the ones that are caught. The big operators go free for a long time before, if ever, they are rounded up and made to pay a penalty.

But the professional thieves are not the only class, or even the largest whose members live without performing any useful labor or service. We have in our great Republic the professional loafers, who as a general rule are union men, hoodlums and ruffians, who live upon their friends and families. They are, for the most part, men who start out to live upon the labor of mother and sisters or an old father, and finally they become criminals, maintaining themselves by various dishonest and disgraceful means. They are educated in the public schools, but, having made up their minds never to perform any useful part in life, they exist as they can by dishonorable means.

It is doubtful if the hoodlum exists in any other country than this, for nowhere else would he be tolerated by the authorities, or except where they are wealthy could he be supported in idleness by his hard-working relatives. The hoodlum is entirely distinct from the tramp, who is a wandering vagabond. The hoodlum is an inhabitant of cities, for only there does he find the means of living in absolute idleness. This distinct American product is probably the fungoid growth of our free institutions. He adopts the maxim that he is under the law as good as any other free-born citizen, without considering that the equality of goodness in citizenship is not created by law, but is made by character and achievements. Under our American system a man is not good except in so far as he demonstrates his goodness, and that is done by his honesty, his industry, his attention to his duties and his fidelity to the trusts that are confided to him. No man under our system is entitled to consideration because of the distinction of his ancestry or the worthiness of his family. No man is as good as another unless his behavior demonstrates his equality. The equality under the law which is guaranteed by the Constitution means no more than the equality of right that inures to every individual to do

his best, and to get what he may be able to win in the business of life.

But many persons interpret that equality to mean that they have an equal right to everything that goes to make up comfort, enjoyment, wealth and whatever else is to be desired, and they claim a right to take, without working for it, the fruit of other men's trials, exertions and talents. Such is the hoodlum. At first he preys upon his friends and others who will suffer it. Finally, when they cast him off, he becomes a criminal, hesitating at no crime.

It is in the most fertile and productive soil that the poisonous fungus grows. It is under the free and beneficent institutions of the world's greatest Republic that this noxious social fungus, the hoodlum, originates and flourishes. These creatures in the United States number hundreds of thousands. When they are counted with the hordes of tramps and the army of professional criminals out of prison in this country it will be found that not less than a million of men enjoying all the benefits of American liberty never perform an act of useful service, but live by preying upon the labor and property of the balance of the population.

The number is constantly increasing, and the day will come when society will have to arm itself and take special measures for protection from these human parasites and predatory creatures that seek to devour the substance of the industrious and thrifty members of the population.

In fitting women's feet be especially polite. There is nothing more annoying to a woman customer than to be told bluntly that the shoe she favors is entirely too small for her. Such gratuitous and distasteful information can always be avoided, as also the error of her choice, by having at hand a pair or two of the next larger sizes of the same style of shoes. Work your cards gracefully, and get a shoe the size of her foot, fit it in the style she favors—then leave the decision with her. In nine out of ten cases the relief from the tight shoe afforded by a slightly larger one will plead its own cause successfully.

It is interesting to recall the prediction of Napoleon Bonaparte, when a prisoner at St. Helena, that within a century Europe would be republican or Cossack. With the collapse of absolutism in Russia the day of the Cossack would appear to be over. Europe still has kings and emperors, but their powers have been so materially curtailed that their governments closely approach republican ideals, and the tendency is all the time toward greater freedom for the people.

The newspapers of Germany are filled with bitter attacks upon the British. They are so numerous as to create the suspicion that they are inspired. Perhaps the object is to develop sentiment that will demand the construction of a huge German navy. Until Germany gets a navy far larger than it now has it will make no war against the British flag.

SOMETHING IS WRONG.

When a Man Chants a Hard Luck Story.

Something is radically wrong somewhere when a man 24 years old, having more than the average attainments, energy and ambition, comes back upon society with a "hard luck" story based upon the best uses of these attainments, energies and ambitions in that field where, at 15 years old, a public school system left him at the head of his class.

"I am lacking opportunity," is the complaint of this young man. "I want opportunity, but how shall I get it under my present circumstances?"

The story of this young man has more than a moral at the end of it. This story is a sermon in the sanest, sternest prose, directed at every young man who will read it, and yet, by inference, holding accountable every parent, guardian, or next of kin who might find opportunity in advisory capacity.

This young man left high school at 15 years old, having been at the head of his classes always. He was an omnivorous reader. He had a taste for the law and entered night school in order to fit himself in it, but the onerous work of the day was too much after a year and a half. He had become an office boy in an institution which kept him twelve to fourteen hours a day at the call of some member of the house.

But he was a good office boy—so good that they were slow to promote him to a position that was easier to fill than was the position of the boy. But he outgrew it at last in figure, and the firm put him to work as time-keeper for the place. At this time the business was dominated by a single individual who had developed it. It was an unusual line in a field that allows of only few such establishments. As corporations have developed, indeed, many cities are represented by only the one establishment of the kind.

The boy worked on, having earned the confidence of his chief employer. Later this confidence grew into friendship, and the boy was set to work on the books of the concern. He became head book-keeper and continued there until he was made confidential man to the head of the house. But suddenly the old man died!

There was no legacy for the young man. In the shaking up of the institution following the death his position was menaced. In this emergency the young man interested a friend who had been a friend to the young man's father. This friend had money, organized a company and bought the plant, becoming the President of the corporation and making the young man Superintendent of the plant and his confidential adviser.

Under the circumstances the young man was doubly ambitious and energetic. Working intelligently for fourteen or fifteen hours a day he succeeded in building up the trade of the concern far above its former figures. With one assistant allowed him, he was accountable for the busi-

ness, mechanical and teaming departments of a house doing a business of \$125,000 a year. Salary was not all that it might have been under the conditions, but there was opportunity and the young man worked on.

But a year ago the President of the company and friend of the Superintendent had a disagreement with the chief holder of stock in the business. The trouble reached a point where the President or the stockholder had to buy out the other's interests. The President at the time could not swing the proposition, but he interested another person who bought the stock of the disgruntled director of the institution.

This new purchaser of stock was young and active and decided to take a place actively in the business. He knew nothing about it, but he set himself to learn, with the result that a short time ago he brought his influence to bear on the President to make him the Superintendent of the house. Being a matter of business, the President sacrificed his young friend and gave the position over to the new stockholder. His young friend was left with the same salary, however, and the supervision of the teaming department of the house.

In this subordinate position in an institution which still profits by his former energies and methods, he is required to report for duty at 5:30 o'clock in the morning, to be relieved at 8 o'clock in the evening. His office is three miles from the center of the city, and he can not leave it for five minutes in a working day. He has no chance to cultivate the friends he has made and who might be of service to him in entering a new field.

"Think of it," he said to me, bitterly, and yet courageously still, "I am cut off absolutely from all outside opportunities and I have none where I am. I have worked here since I was 15 years old and I know no other business, I may say. As I have the same salary I got as Superintendent, I have no protest there. It is only that I have ambitions for something better and higher and am tortured by this lack of opportunity. Here I am a galley slave, chained to an oar, chafing under the limitations that have been put upon me. I am in open rebellion against being forced into the rut. I am ambitious, I have the brain, I have the character and the training. I am sober, energetic and enthusiastic.

"But there is no scope for any of these virtues here. I have no opportunity for anything better. I can not make a move toward it without giving up the salary which I need. How am I to find this opportunity? If I can not find it and do not find it, am I a failure in life? And if a failure, whose is the fault?"

Here plainly is another of those examples of social cruelty which society allows to be perpetrated every day in uncounted numbers. As a child the State assumed his guardianship. By statutory enactment potentially it forced him into school. There he excelled, developing in himself the ambition to become a lawyer, where-

in his talents might have found the vent which they now crave.

But having washed its hands of the child when he had completed high school, the State allowed him to go to work as office boy in the routine of an office whose training at the best could hardly fit him for making a mere living for himself in after years. Only after eight years' service with this one house did this young man find the mistake which might have been pointed out to him before he left school. And after nine years his position has become intolerable to him, and at 24 years old he is asking how he shall begin the world anew in the field for his best endeavors.

I wish I were wise enough to offer even a practical suggestion. But he is in the position of a man, standing in the center of a vast city and asking the passing stranger: "Which way shall I go?" The one absolutely necessary question to be returned is: "Where do you wish to go?"

The situation of this young man in brief is that at 24 years old he has neither money nor a recognized calling making him in demand in the business and industrial world. He knows book-keeping, but he doesn't want to be a book-keeper. He can manage the teaming department of any business, perhaps, but he would not have the job. He may be an organizer and an executive, but he has demonstrated it only in one business in one of the most restricted fields. At his age he scarcely would be tempted to return to a study of law.

In the business world, where his ambitions lie, he seeks the opportunity to demonstrate his talents as an executive having a wide field of opportunity. To-day, except through a tremendous influence, he has small show in this age of specially trained men to step into something at once worthy of his ambitions and hopes.

The manager of one of the biggest mercantile institutions in the world put the proposition into a paragraph not long ago:

"Where do we get most of our big men? We grow them."

"But not every individual of them?" I suggested.

"No," he said, stroking his chin, thoughtfully; "whenever another house grows a better one than we can, we take him away at a bigger

salary than that house can pay."

This business principle holds good through the long lists of workers in almost any line, but there is virtually no field from which an offer may come to this young man. He is in the position of a man equipped for making something by a slow hand method when the manufacture of the thing long ago passed to a machine, which, looked after by a boy, can accomplish a hundred times the labor of his hands. But at 24 years old no man should nurse discouragement. For instance, some of the best students of the day are night school men. Find out where you wish to go; discover if you are physically and mentally fit for the going; then go, prepared to die trying if you must.

John A. Howland.

Recent Trade Changes in the Hoo-sier State.

Anderson—E. W. Wilkinson is succeeded in the implement and carriage business by V. & K. Thomas.

Fort Wayne—Fred Hamilton has retired from the Indiana Glove Co.

Indianapolis—The Indiana Brass & Iron Bed Co. has merged its business into a stock company under the same style.

Jamestown—The boot and shoe business formerly conducted by Houck & Son will be continued in the future by Jas. E. Houck & Bro.

Lawrenceburg—Seekatz & Co. will continue the boot and shoe business formerly conducted by G. P. Seekatz. Lebanon—Elbert Perkins will continue the clothing and men's furnishing business formerly conducted by E. & E. Perkins.

North Manchester—Frank Loundsberry has removed his confectionery business to Garrett.

Poneto—The furniture business formerly conducted by S. R. Bader will be discontinued.

Poneto—Evans & Evans succeed S. J. Evans in the grocery business.

Salem Center—Shank & Co. have removed their stock of general merchandise to Flint.

South Bend—The clothing business formerly conducted by Edgren & Kwistkowski will be continued in the future by Wm. Edgren under the style of the Edgren Clothing Co.

Van Buren—E. W. Landess is succeeded by Landess & Landess in the furniture and undertaking business.

Torpedo Granite Ready Roofing

Made of pure asphalt and surfaced with granite. The roof that any one can apply. Simply nail it on. Roofing does not require coating and re-coating to live up to its guarantee. Resists rain, sparks, fire. For dwellings, barns, factories, etc. Torpedo Granite Ready Roofing is put up in rolls 32 inches wide—each roll contains enough to cover 100 square feet—with nails and cement to put it on. Send for free samples and particulars.

H. M. REYNOLDS ROOFING CO., Grand Rapids, Mich.

Established 1868

SECRET OF SUCCESS.**To Recognize and Grasp the True Opportunity of Life.**

"The secret of success in life," said Disraeli, "is for a man to be ready for his opportunity when it comes."

Close study of many successful men and projects reveals the fact that most successes are built upon timely recognition of an opportunity, frequently of an opportunity long existent but never before recognized.

"Opportunity," says the old proverb, "knocks once at every man's door."

The wit who added that when Opportunity called most men were away from home simply meant that few men recognize a success opportunity when it appears.

Take the great heroes of history, finance, science, such as Lincoln, Wellington, Napoleon, George Stephenson, John D. Rockefeller, George Childs, Thomas Lipton, and scores and scores of others. What life chances had they that might not have been embraced by many, or that less astute strivers might not have found ill arranged for successful handling. The story is the same as regards countless brilliant financial successes of the day.

Pullman grew rich because he made the most comfortable cars known to humanity. But how many other men traveling in uncomfortable cars had missed the opportunity he grasped. Marshall Field found his opportunity in storekeeping. How many had passed by the same opportunity, at

the same time, or had failed to improve it?

Chauncey Jerome, maker of the first brass clocks, seized an opportunity long waiting for some one. So did Ichabod Washburn, blacksmith apprentice who, learning that England had a monopoly of the steel wire used in pianos, while no good wire was then made in the United States, grasped the waiting opportunity with such skill that his 700 workmen finally turned out twelve tons of good American wire each day. Col. William L. Strong, later head of a great woolen house in Ohio, left a salary of \$3,000 a year to take one of \$1,200. His later success proved the opportunity he recognized of regal kind.

"To seize upon an opportunity is of the utmost importance," Prof. Sargent of Harvard not long since declared, even though the remuneration may seem small and inadequate. It is not the value of his services to which a young man should look, but to the opportunity offered."

Years ago Prof. Sargent seized his own opportunity when, as a student, he gained a footing in the gymnasium of Bowdoin college. He began work at 83 cents a day.

John Jacob Astor, Peter Cooper, Cornelius Vanderbilt, Andrew Carnegie, P. D. Armour, Collis P. Huntington, these, with an endless list of others, grasped opportunity by the forelock.

William Phipps, a colonial governor of Massachusetts, found his financial opportunity in the careless conversa-

tion of some sailors regarding a Spanish ship, sunk off the Bahama Islands, and supposed to have much money on board. Phipps, but a boy, accomplished what the sailors only talked about. The money afterward became his. John Knight, of Guatemala City, was an Alabama slave in 1860. Later, a wharf laborer, he saw the opportunity offered to fruit growers in Guatemala. Now he is one of the richest and most influential men in Central America. Many others passed similar opportunities by.

A clever Yankee, finding the pine toy whittled out for his baby boy popular with other children, recognized the opportunity offered by a particular kind of toy business that afterward proved successful. A Massachusetts soldier long ago watched a bird hulling rice and invented a hulling machine that revolutionized the rice business of the country. Again the opportunity had long awaited a man with ability to see and improve it. A successful washing machine was invented by a man the illness of whose wife compelled him to help her each Monday. Many women had longed for a household assistant of this order for years. Crinkled hair pins were invented by a woman who recognized an opportunity in the intrinsic disability of the straight hairpin to stay in place. Collar clasps, patent cuffholders, hair fasteners, belt stays, any number of similarly useful contrivances have represented opportunities neglected by many, fortune bringers for the one who knew their worth.

A bright American woman once had a piece of swamp land of no apparent use. She raised frogs for the market and made money. A Kansas City girl started a remunerative bootblackening enterprise for women, as did a clever sister in Chicago. Here was another opportunity long passed by. Mrs. A. C. Condon, of Penobscot, Me., found her opportunity in the knitting of mittens. Hundreds of women had failed to recognize the opening so long dormant within this idea.

Prof. Benedict was a teacher of Latin, but he knew how to recognize opportunity at sight. The first click of a typewriter spelled the magic word for him and he found the manufacture of the useful writing machines much more satisfactory than the school-room.

James F. Ryder, a Cleveland photographer, read one day in a German paper of a new process practiced by Bohemian artists in the interests of fine photography. He immediately sent to Bohemia for a skilled exponent of the art, applied it to his own business, and at once proved that he and his opportunity had come together. How many other photographers, also seeking success, may have read the German paper with no further thought?

"The world is all gates, all opportunities to him who will use them," says Dr. Orison Swett Marden, close student of men and their efforts, and from whose recent book, "The Making of a Man" many of the examples herein quoted were drawn.

To recognize the true opportunity

A Case With A Conscience



It Has Been Pretty Thoroughly Demonstrated

that you can't fool all the people all the time

Certain profitable businesses are run on the basis of fooling part of the people part of the time.

We "regret to report" that the show case business is no exception to this latter statement.

There have been in the past a good many, there are now a few "bunk" fixture makers—at least we are so informed by merchants who have used their stuff.

We aren't knocking—by no means—we're simply wondering how many merchants will buy cases this fall and winter, knowing nothing about them except that they "look mighty slick."

We really wish, before you buy, that you'd give us a chance to talk some show-case facts you'll understand.

We don't insist that you buy cases of us.

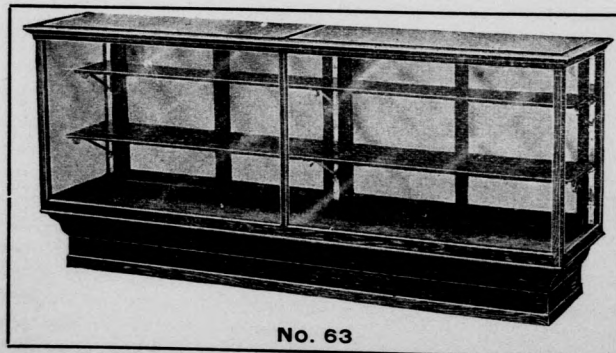
Get the facts, which you'll recognize as such when we give them to you, and use your own judgment.

Grand Rapids Fixtures Co.

Cor. S. Ionia and Bartlett Sts.

GRAND RAPIDS, MICH.

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No. 63

of the life when it comes, to have the courage and wit to seize it, this is the secret of success.

John Coleman.

Sale of a Pioneer Business.

There was sold recently in Santa Barbara, Cal., the oldest business in that city, and it was a drug store which had been in existence for more than a half century. The business was started in 1855, in the cabin of a ship on the corner where the store is now one of the attractions of the city. The business has been in one family all these years, and has grown apace, so that it may be taken for granted that it was well conducted.

What wonderful changes have been witnessed by the successive generations who have conducted the store since it was established. When the first proprietor opened his little shop in the cabin of the ship, which had served its time at sea, and been dragged on land to fill another mission, with the exception of a baker's dozen of houses, all about was a howling wilderness. It was more of a drug store that he conducted than it is to-day, perhaps, for the people had no use for toilet articles in the pioneer days, and about all the use they had for the drug store was to purchase remedies for their ills and aches.

His small stock of drugs came to him in the prairie schooners, and he was a big man in the community, rating next to the doctor himself. He saw the gradual wiping out of this primitive life, and the steady advance of civilization, until his store has become one of the show places of the town. How many have been the changes in business methods during these fleeting years! What an interesting story could be told of the progress of the old-fashioned drug store to the modern mercantile house of to-day, of the wiping out of the simple ways of the long ago and the introduction of the fads and furbelows of modern civilization, along with the many improvements which the march of progress brought. What food for study and reflection there is in this one business change. Here in itself might be found an abbreviated history of the drug trade for a half century, showing a picture of its progress from the simplest and crudest methods to the complete store of the twentieth century.

Scarcity of Broilers.

So many broiling chickens have been put in storage by Western shippers that they are becoming very scarce and will doubtless continue so until prices work up high enough to allow speculators to commence to unload the frozen stock. Certain dealers and jobbers here usually buy a good many on the local market, which they work on until the frozen appear. This year, however, these local operators were unable to secure their usual supply because the chickens were so poor and so plentiful that the commission receivers refused to sort out the broilers, as the balance of the chickens would have to sell so low that the average price would be brought down to a point

below what the straight mark would realize. The firms usually putting away the broilers refused to buy them and sort them out themselves because the cost would be too high after the stock was culled over and the undesirable sizes sold. Consequently they are now short and hardly able to supply their regular trade, causing the outlook to be very favorable for an early advance and early movement of some of the frozen broilers.—N. Y. Produce Review.

Life Insurance Catechism.

"What is your motto?"
 "Every little helps to pay the household bills."
 "What is your policy?"
 "We're featuring the policy of evasion."
 "What is a bad risk?"
 "A policy-holder who stops paying."
 "What is a commission?"
 "The 95 per cent. my son-in-law gets."
 "Who are the beneficiaries?"
 "My family."
 "What is straight insurance?"
 "Never saw it."
 "Who assumes the risk?"
 "The policy-holder."
 "What is the best policy?"
 "Charity begins at home."
 "What is an actuary?"
 "A live one who looks after the dead ones."
 "What is the yellow dog fund?"
 "The bones thrown to hungry law-makers."
 "Who gets the dividends?"
 "The syndicate."
 "What is the syndicate?"
 "An organization for the purpose of taking the surplus."
 "What is the surplus?"
 "The excess of the actual cost of a policy."
 "What is a loan?"
 "A private affair."

Indiana Runner Ducks.

Indiana Runner ducks bid fair to become one of the most popular additions to the poultry yard yet found. They are smaller in size than the Pekins, but are also smaller boned, mature very quickly and consume less feed. Being such prolific layers they have been aptly called the Leghorn of the duck family, and are practically non-setters. The eggs are twice the size of a Plymouth Rock egg, pearly white and delicate in flavor, and in the Eastern cities are quoted twice as high in the spring as hens' eggs and slightly in advance all summer. Ducks that were hatched in April began to lay in October, and by the first of February were laying regularly and continued to lay until they began to moult in September.

In appearance they are very attractive, being slim, alert and racy, standing very erect and are exceedingly active. They are ready for market at eight to twelve weeks old and are in great demand at hotels and restaurants, for their gamy flavor.

Blue windows to the soul turn the milk of human kindness into clabber.

The only conscience that is in good health is the one that still suffers.

Our Big Four

Have you seen them? If not you missed the best showing for

Spring 1906

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\$7.50, \$8.50, \$9.50, \$10.50

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The Best Medium-Priced Clothes in the World

They have never been equalled for High Grade, Well Tailored Good Fitting Merchandise.

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BUFFALO'S FAMOUS MAKE

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Stands Highest With the Trade!

"Gold Mine"

Stands Highest in the Oven!

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 Grand Rapids, Mich.



LUCID LETTERS.

Ability to Write Them an Aid To Success.

Lord Chesterfield blundered 100 years ago when, in reference to a letter, he said: "As to the matter of it the less trouble you give yourself the better it will be." The scholar may produce a letter so inferior as to discredit college training. Literary excellence alone is one feature of attractive correspondence; yet, of course, proficiency in composition is essential in the good letter writer.

"Magnetism" is discoverable in the personal interview and in correspondence alike. The careless observer has not failed to see that the presence of a person of magnetic personality is engaging, and that the presence of another becomes repulsive owing, in part, to his deficiency in this subtle influence. In ideal letter writing a similar electrical force plays its characteristic function.

How is the "magnetic" letter constructed, what may be its comparative worth as an accomplishment, and what is the business standing of the author?

Concerning the physical architecture of the letter, this may be acquired by a few hour's study. And it may be said as to its architecture that for thousands of years, except in minor points, no radical nor revolutionary changes have marked the general plan of the letter.

While gaining the preliminaries these points are worthy of attention: Spell correctly. Do not divide words at the end of a line; avoid erasures and interlineations; arrange paragraphs logically; do not fold the letter through a line lengthwise; and generally arrange to have the completed letter brief; also so explicit that its meaning, regardless of punctuation, may be clear. Brevity and explicitness are pronounced magnetic elements by authorities. Business men live in a business atmosphere, and a letter, to be effective, must be in harmony with sound business judgment.

Index and precis writing, which imply abridging or summarizing sentences and then re-expressing the whole idea in possibly one sentence, is valuable practice. Paraphrasing, of incalculable value, is little practiced in school or college. The Book of Matthew is a sample of good composition, conspicuous alike for rhythm and continuity of thought.

The fascinating letter writer must be resourceful. Edison and others who have blessed the world by their genius, are types of peculiar resourcefulness. So it is that skill is required indeed in replying to sharp, impertinent letters because response should be toned so as to allay irritation. Hold the impertinent letter for tomorrow—and you will never mail it, and so never have cause for regret. Better lose a little business than to make an enemy of a correspondent. Remember that a letter is good evidence in a lawsuit.

In the realm of letters Seneca, the stoic philosopher, was pleader, professor of eloquence and instructor to

Nero, who afterwards ascended the emperor's throne. It is said that the rhetorical resources of Seneca stamp him as a genius, and he owes his place in literature to his mastery of epistolary style. The resourceful, conciliatory correspondent is truly a hero.

Again the favorable impression, indelibly chiseled on the mind of the recipient of a good letter, can not fail to augur well for success in the author who has been prompt and timely in writing or responding to a letter; the addressee is put in a receptive mood—he is your subject in a sort of hypnotic state to influence at your will.

Exceptional care and diplomacy ought, therefore, to be exercised that the recipient may never have cause for embarrassment nor anger over either yourself or your letter. A primitive element in magnetism is that which causes your "subject" to "feel good." Have the completed letter so attractive that while reading it (as Webster said of eloquence) your letter will be "urging the whole man onward." Then you have magnetized your correspondent, and he will hope to cultivate your acquaintance or to do business with you. And be sure, metaphorically speaking, to have the goods to show when your correspondent comes to see you.

Above all else bear in mind that superior electric excellence in magnetically toned letter writing requires practice, practice, and—more practice!

Handwriting is a feature of the magnetic, but since the advent of the typewriter, which is now king of the correspondence field, penmanship is gradually fading out of use. The typewritten epistle is in a peculiar sense scarcely representative of the personality of the presumptive author, for the stenographer may have revised or prepared the letter. But whether the type machine or other device shall wholly supplant penmanship, this much stands true forever, the literary feature of language will continue to be of vital importance.

Implements and material of the best should be used in constructing the letter of architectural beauty; good stationery well printed—or, better, lithographed—and probably copper plate or steel die stationery. Unruled paper advertises the mental poise of the penman and implies that he is in need of no geometrical crutches.

Some importance of correspondence is suggested from the fact that presidents, governors, mayors and other officials generally select as their secretaries newspaper men because of their literary skill, and these, including other writers and speakers, if possessors of good business judgment, coupled with insight for discerning the motives and impulses that sway mankind, have in themselves good material and qualities for the making of ideal letter writers.

The good correspondent of to-day has no peer in book-keeper, stenographer, or other employees. His is the most difficult place to fill. The posi-

tion is unique. As possessor of true magnetic fire, the letter writer, or correspondent, ranks among the most valued employes in the whole establishment.

The writer of original magnetic letters must be necessarily a reader of books, newspapers and magazines, so also of his trade journal. He is to be distinguished for his practical knowledge of current events.

More magnetism is to be in the storage battery of the correspondent—and his works—of to-morrow; and letter writing of the future certainly will be done by phonographic or telephonic wireless process; the received message reproducing the voice, tone and rhythm of the correspondent, thereby conveying voice magnetism and not solely beauty of literary fin-

Mica Axle Grease

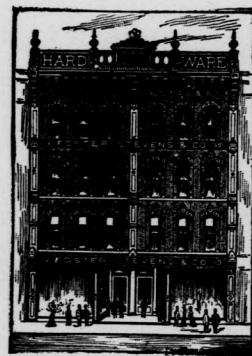
Reduces friction to a minimum. It saves wear and tear of wagon and harness. It saves horse energy. It increases horse power. Put up in 1 and 3 lb. tin boxes, 10, 15 and 25 lb. buckets and kegs, half barrels and barrels.

Hand Separator Oil

is free from gum and is anti-rust and anti-corrosive. Put up in ½, 1 and 5 gal. cans.

Standard Oil Co.

Grand Rapids, Mich.



FOSTER STEVENS & CO.

Grand Rapids, Michigan

Merchants' Half Fare Excursion Rates every day to Grand Rapids. Send for circular.

MICHIGAN STORE & OFFICE FIXTURES CO.

JOHN SCHMIDT, Prop.

Headquarters for counters, plate glass and double strength floor cases, coffee mills, scales, registers, etc.

Large assortment of counter tables.

79 South Division St.

Grand Rapids, Mich.

Warehouse on Butterworth Ave.

Our Window Glass Quotations

Will land your business.
Send your orders Now.

G. R. GLASS & BENDING CO.

Bent Glass Factory,

Kent and Newberry.

Office and Warehouse,

187-189 Canal St.

ish. It is certain that a method more expedient than present day custom is to appear in the course of time.

Elmer E. Rogers.

Bread the Best of Foods.

According to Dr. Robert Hutchinson, of the London hospital, who supplied evidence regarding food supply to a royal commission, bread is the most important of all the common foods of the people. As a yield of energy one pound of bread is more valuable than a pound of meat. Its chief deficiency, however, is its poverty in nitrogenous matter, and it therefore has to be supplemented with articles that remedy this defect. Life could be sustained for long periods on a diet of bread, with a few beans or a little cheese.

A man in time of scarcity of general food could subsist upon two pounds of bread a day, says Dr. Hutchinson. He would begin to suffer from lack of energy if he got less, but could go considerably below the two pounds for a bare subsistence in times of great urgency, such as garrisons undergo in time of siege. Under these conditions it is disease that carries men off rather than starvation.

One interesting point on which Dr. Hutchinson insists is the value of ordinary white bread. Rye, he says, is lower in nutritive value than wheat.

The next most important article of diet as a source of energy is sugar. In commenting on this Dr. Hutchinson makes an interesting statement on the duties of food:

"The unfortunate thing about sugar is that it contains no nitrogenous matter at all," says the expert. "Bread does contain some. Without nitrogenous matter one can not get on at all. It is absolutely necessary.

"There are two sorts of food. The two things that food does are—first, it keeps the body in repair; and second, it supplies it with energy. Some foods can supply it with energy, but can not do anything to keep it in repair. Bread can do both, but it is better as a source of energy than as a repairer."

Among the nitrogenous foods instanced as good adjuncts in supplying the defects of bread are beans, cheese and fish. The white of an egg is stated to be an essential element of food. If no meat is available at any time bread, sugar and eggs are all that is wanted for "a very respectable support for the body." Under conditions of comparative scarcity if a child is given its slice of bread with molasses "we are doing as well as we can for the child."

Another illustration of the marvelous value of bread as a food is given by Dr. Hutchinson: "One pound of beef is only about half as valuable as a source of energy as an equal quantity of cheese, while a given weight of bread yields a third more energy than its equivalent in beef."

The amount of food required by an ordinary person is somewhat remarkable when comparison is made with an engine. A man requires to be supplied with about 4,600 foot-tons

of energy a day. That is to say, his food if consumed in an engine would raise 4,600 tons weight one foot high every day. This does not allow for waste.

"The human body is rather a wasteful machine," says Dr. Hutchinson. "That is to say, an enormous amount of energy is not turned out as work, but is lost in heat." Considered as a heat machine, the human body is described as being more effective than the best engine.

Importance of Wearing Good Clothes.

"I would recommend," said the man of fallen fortunes, "that every man keep where he can see it a photograph of himself as he looked at his best, in good clothes, as an incentive to him to keep up appearances.

"Next to a stout heart nothing helps a man so much in the world as a good appearance, and it often happens that unless a man present a trim and slightly exterior he can't even get past the barriers that hedge in the strong man he wants to reach, the man of intelligence, as well as of power and authority, who is able to judge a man independently of his clothes. And then good clothes promote their wearer's confidence in his own strength, and so are an aid to him.

"The fact is that, while we may lack initiative, the most of us discover strength if we are put to it, and good clothes give a man confidence in himself and so help him to develop his own strength. They help to make him feel that he is as good as anybody, which is a great help. They help to make him not afraid, and they also tend, in every healthy minded man, to make him feel that he must keep his end up among his fellows, that he must make good, just as shabby clothes make a man shy of his fellows, and shy or slothful in the exercise of his own abilities, and content with the path which, with his clothes, he naturally travels, which is outside the fence.

"All of which is brought to me by the finding of a picture of myself taken twenty years ago, when I wore good clothes, trim garments and faultless linen and perfectly kept shoes. Homely details these, but the picture, come up suddenly, brought to me for the first time strikingly the difference in myself between that time and this; now not unkempt, perhaps not untidy, but still approaching to shabbiness, wearing abroad now garments in which I then would not have dreamed of appearing and content—and here is the dreadful trouble—content to appear in them.

"For we do not realize the gradations by which we descend; we don't realize what we have come to look like; we are satisfied with ourselves as we are. And we may have constant friends upon whom, as upon ourselves, the change in us has come gradually, who may give little thought to it. But even they do insensibly realize it, and it has effect upon them, you may be sure; while upon the stranger—highly important is it for you to get this firmly fixed

in your mind—upon the stranger the impression you produce is of what you are to-day. He doesn't know what you once were—how could he?—he assesses you for what you appear to be to him. And he wouldn't be far wrong.

"It is good business to wear good clothes. As old man Polonius said to son Laertes:

"'Costly thy habit as thy purse can buy,

But not expressed in fancy; rich not gaudy;

For the apparel oft proclaims the man.'

"It is true, and I think I'll have to get some new clothes myself and spruce up."

The Czar's decree of amnesty will release from prison thousands of his subjects whose feelings will be less of gratitude than a desire for revenge.

Have a purpose in life and try to keep it in view.

A New Savings Bank

Beginning Monday, November 6, we will supply those who wish it a handsome nickel plated pocket bank. Its size is 2 1/4 x 3 1/2 inches and it is flat like a card case.

Will hold six dollars in small coin, and is of a convenient size; can be carried in the pocket to the bank to have opened.

The bank costs you nothing—we ask only for a deposit of 50 cents—which is refunded to you later. **Must be seen to be appreciated.**

Come in and get one for your wife, children or yourself.

Enclosed and mailed anywhere for five cents postage.

OLD NATIONAL BANK

50 Years at No. 1 Canal St.

Assets Over Six Million Dollars

GRAND RAPIDS, MICH.

Quinn Plumbing and Heating Co.

Heating and Ventilating Engineers. High and Low Pressure Steam Work. Special attention given to Power Construction and Vacuum Work. Jobbers of Steam, Water and Plumbing Goods

KALAMAZOO, MICH.

THE FRAZER

Always Uniform

Often Imitated

Never Equaled

Known

Everywhere

No Talk Required to Sell It

Good Grease

Makes Trade

Cheap Grease

Kills Trade



FRAZER Axle Grease

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FRAZER Harness Soap

FRAZER Harness Oil

FRAZER Hoof Oil

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Established 1872

Jennings' Extract Vanilla

is made from Mexican Vanilla Bean and the consumers who want pure Vanilla are asking for Jennings'.

It meets every requirement of the Pure Food Law and its purity has never been questioned. Order

direct or of your jobber.

Jennings' Flavoring Extract Co.
Grand Rapids, Mich.



Special Features of the Grocery and Produce Market.

New York, Nov. 11—Not so much business has been done in coffee this week and prices are slightly easier. Speculators are liquidating to quite an extent and at the close the general situation seems to be in favor of the buyer. In store and afloat there are 4,516,906 bags, against 3,929,979 bags at the same time last year. At the close Rio No. 7, in an invoice way, is worth 8¼@8¾c. Quietude prevails in the mild coffees and sales are of small quantities to repair broken assortments. Good Cucuta, 9½c, and good average Bogotas, 11c. East India sorts have remained about unchanged, with rather more business reported this week than last.

The tone of the tea market is quite strong and holders are still confident that the year's record will prove fairly satisfactory. The week has shown few sales of any importance and buyers are seemingly giving more attention to goods of a holiday character. In this connection, however, certain brands of teas in fancy packages are being quite freely dealt in and the packages are perhaps a better "drawing" article than is the tea itself.

Refiners, as a rule, tell of a very moderate volume of trade in granulated sugar. Quotations remain unchanged.

Quotations of rice made by Southern millers appear to be too high to meet the approval of buyers here and they are, consequently, holding off to see what the future will have in store. Some claim that foreign rice can almost be brought in now and, in fact, it is stated that Japan is actually arriving on the coast and selling in competition, after it is cleaned, with domestic sorts.

There is a fairly active market for spices and, with the activity in demand, of course prices are very firmly maintained. Cloves attract most attention and Zanzibar are maintained at 14c.

There has been more activity in molasses because there has been more molasses here. Arrivals have been quite free, but the demand has quickly taken the desirable sorts and the market is in good condition. From now on the holiday trade will require all that can be brought here and prices are sure to be well sustained if they do not show a steady advance. Syrups are very firm and a good call has existed through the week.

In canned goods there appears to be about the usual run of trade. Cheap peas have been moving freely and the market must be pretty well cleaned up in this line, the demand being mostly for goods worth about 70@75c. A vast quantity of the "low-down quality" of corn has also gone into consumption and this gives the better grades a showing. A batch of Southern stock comprising 5,000

cases is said to have sold at \$1@1.10. Some corn can still be found at or slightly below 50c, but there is no great quantity. Tomatoes are quiet, and it is said that some sellers will part with holdings for 92½c, if they are offered no more. The general quotations, however, for standard goods are practically 95c. California peaches in first hands are becoming mighty scarce and before another season they will be rare indeed. Not much is doing in salmon, although the market is well sustained on prevailing rates.

Oranges are very firm. The quality of the Florida stock is fine and no better fruit has been sent here. Lemons sold at auction for Californias at from \$4 through every fraction to as high as \$5.85. Apples are classed this season among the luxuries; in fact, Oregon Spitz sold at auction at an equivalent of \$10 per bbl. Fancy Greenings retail at \$6.75 per bbl. The general market range is \$2.50@5 for Spitz and Spys. A fair average for all grades would probably be about \$2.75.

Dried fruits are being called for for the holiday demand and goods in fancy packages continue to be most in evidence. Fancy prunes, raisins, dates and goods of this class seem to meet with quick sale.

The butter market took an unexpected turn upward on Friday, and at the close best Western creamery is worth 24c. The demand is sufficient to keep the market pretty thoroughly cleaned up and we shall feel no surprise to see another cent added. Aside from this, the market is quiet and little, if any, change has taken place in rates. Imitation creamery, 17@19c; factory, 15@17½c; renovated is in light call at 17@19c.

No change has taken place in cheese. The same range of values runs through all grades. Supplies, while not overabundant, appear to be sufficient to meet requirements.

Eggs, of course, are rather scarce and the market is firm for the very best grades; in fact, goods that will stand every requirement—fresh from the vine (which is to say New York and Pennsylvania stock of recent growth)—will command for white goods up to 35@37c. This is not to be taken as a criterion, however. Best Western are worth 27c and an average is 24c; Southern, 20@23c; refrigerator stock, 21@23c.

Great Growth in Hothouse Grape Industry.

Consul-General Roosevelt, writing from Brussels, tells of the development of the hothouse grape industry and the extension of hothouse cultivation to other fruits and vegetables. He reports: "About forty years ago the cultivation of grapes under glass was practiced on a small scale at Hoeyleart, a village near Brussels, more as an experimental venture than as a business enterprise. From the beginning the experiment was accompanied by success, and from its small origin this method of cultivation rapidly developed until it now ranks as one of the most flourishing and lucrative industries in this district. To-day there are no less than 10,000 hot-

We Must Have 20,000 lbs. Poultry

for Thanksgiving. If you have any Turkeys, Chickens, Ducks and Geese to offer, write us at once stating number and kind. We will reply promptly naming prices.

WESTERN BEEF AND PROVISION CO., Grand Rapids, Mich.
Either Phone 1254 71 Canal St.

Your orders for

Clover and Timothy Seeds

Will have prompt attention.

Wanted—Apples, Onions, Potatoes, Beans, Peas

Write or telephone us what you can offer

MOSELEY BROS., GRAND RAPIDS, MICH.

Office and Warehouse Second Avenue and Hilton Street Telephones, Citizens or Bell, 1217

We Buy All Kinds of Beans, Clover, Field Peas, Etc.

If any to offer write us.

ALFRED J. BROWN SEED CO.
GRAND RAPIDS, MICH.

Butter, Eggs, Poultry

Shipments Solicited.

Prompt Returns. Phone or Wire for Prices Our Expense.

SHILLER & KOFFMAN

Bell Phone Main 3241

360 High Street E., DETROIT

I NEED FRESH EGGS

Fresh eggs 21c delivered Grand Rapids.
I want **Potatoes** in car lots. Write or wire.

C. D. CRITTENDEN

3 North Ionia St.

Both Phones 1300

GRAND RAPIDS, MICH.

Place your Thanksgiving order with us now for

Cranberries, Sweet Potatoes, Malaga Grapes, Figs, Nuts of all Kinds, Dates, etc.

We are in the market for

Potatoes, Onions, Cabbage and Apples, Carload Lots or Less

THE VINKEMULDER COMPANY

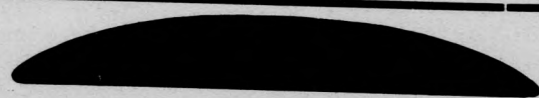
14-16 Ottawa St.

GRAND RAPIDS, MICH.

Butter, Eggs, Potatoes and Beans

I am in the market all the time and will give you highest prices and quick returns. Send me all your shipments.

R. HIRT, JR., DETROIT, MICH.



Convex and Flat Sleigh Shoe Steel,
Bob Runners and Complete Line of Sleigh Material.
SHERWOOD HALL CO., LTD. GRAND RAPIDS, MICH.

houses in the immediate vicinity of Brussels. The principal varieties of grapes are Frankenthal, a blue, medium-sized grape of fine flavor and very juicy; Big Colman, an immense purple grape of attractive appearance, somewhat too solid and lacking in juice, and the Black Alicante and Queen Victoria, both acceptable as to quality and flavor. These grapes are sold on the Belgian retail markets all the year round, at prices varying with the seasons, from about 15 cents to \$1 per pound. In the last few years the cultivation of peaches, in connection with grapes, has also become quite profitable, and, although still practiced on a limited scale, has produced excellent results, the yield being first class in every respect. The cultivation of strawberries, tomatoes, spinach, lettuce, asparagus and chicory under glass is also carried on in this district by syndicates, which regulate production as well as prices. Grapes grown in this Consular district are exported largely to England, Germany, Russia and Denmark, and occasionally in small quantities to the United States."

New Preparations from Grape Juice.

The American Consul at Harput, Turkey, writes that the Turks make several preparations from grape juice which, he thinks, could well be introduced in this country. Among them are the following:

Basduk: Freshly expressed grape juice is evaporated down to the consistency of molasses. A considerable amount of flour or starch is mingled with it and the mixture is spread in thin sheets upon cotton cloth and exposed for two days to the sunshine. After drying, these are then removed from the cotton (a damp cloth being applied to the reverse side in order to loosen the sheets), and for three months they are preserved in tightly closed jars. After this period there seems to be no risk of decomposition in the product, which resembles leather in pliability and appearance, the color being that of the grapes employed at the outset.

Kessme: This preparation differs from the preceding in that coarse wheat grits are employed instead of flour or starch, and the resultant product is obtained in cakes half an inch thick, after drying on metal plates. It is less tough than the basduk and more savory.

Sujuk (rojik, in Armenian): The meats of walnuts are strung closely together on pieces of stout twine a yard long. These strings are immersed in the mixture of grape molasses and flour described above, and after receiving a coating about one-fourth of an inch in thickness are withdrawn and hung up to dry.

The last two are preserved for a

few months in jars, as in the case of the basduk.

These three preparations are excellent articles of food, the last two being especially savory.

The Farmer's Elastic Conscience.

A fraud order has been issued by the Postoffice Department against a Jersey City concern, the victims of which were thrifty and confiding farmers all over the country, who thought they saw a chance to turn a penny, even if there was more than a suggestion of dishonesty in the methods which were to bring it to them. The bait held out was a proposition, which is as old as the hills and dates back to the days of the "black pepsin" exposure. It was an advertisement offering "a receipt for making a pound of butter from a pint of milk and a teaspoonful of our preparation." The offices of the concern doing the advertising are said to have been almost swamped by the letters and dollars of the gullible farmers, to whom it does not seem to have occurred that they might be punished for selling adulterated butter.

In this connection it is well to note that when pure food legislation is up for consideration, either in the National Congress or in the state legislatures, it is always the agricultural statesmen who are found in the van, shouting most loudly for the success of the measure. Then it is that the evils of adulteration are pointed out in stentorian tones and with a convincing array of facts and figures. Usually the chemists and druggists are held up as persons in league with the evil ones who are back of the many schemes to profit by the adulteration of food and drugs. The innocent agriculturist is pictured as the victim of these unprincipled persons.

Now it seems that the farmer, a class from whom these indignant legislators are largely chosen, is not always above temptation. As long as there is no risk of discovery, the fact that they are perpetrating a fraud never seems to enter their honest hearts. The ownership of the ox has much to do with the importance attached to the going of the beast.

Preserved Eggs To Be Barred.

The United States Government will prevent the importation into this country of egg yolks mixed with borax, a product coming from China and used, it is said, by wholesale bakers when American eggs are high. Samples of this product, submitted to Dr. H. W. Wiley, the Chief of the Bureau of Chemistry of the Department of Agriculture, for test, showed the product was distinctly unwholesome and injurious to health.

No Market Excels Buffalo on Poultry

Looks like 20 and 22 cents for fancy scalded dressed Turkeys for Thanksgiving. Dux 16-17, Chix 13-14 and Fowls 12-13 will do well in consequence of high Turkeys. UNSURPASSED SERVICE. 36th year. Ref. - Third Nat. Bank and Berlin Heights Bank, Berlin Heights, O.

BATTERSON & CO., Buffalo

FOOTE & JENKS
MAKERS OF PURE VANILLA EXTRACTS
AND OF THE GENUINE, ORIGINAL, SOLUBLE,
TERPENELESS EXTRACT OF LEMON

Sold only in bottles bearing our address

FOOTE & JENKS'
JAXON
Highest Grade Extracts.

Foote & Jenks
JACKSON, MICH.



Ice Cream Creamery Butter Dressed Poultry

Ice Cream (Purity Brand) smooth, pure and delicious. Once you begin selling Purity Brand it will advertise your business and increase your patronage.

Creamery Butter (Empire Brand) put up in 20, 30 and 60 pound tubs, also one pound prints. It is fresh and wholesome and sure to please.

Dressed Poultry (milk fed) all kinds. We make a specialty of these goods and know we can suit you.

We guarantee satisfaction. We have satisfied others and they are our best advertisement. A trial order will convince you that our goods sell themselves. We want to place your name on our quoting list, and solicit correspondence.

Empire Produce Company Port Huron, Mich.

W. C. Rea

A. J. Witzig

REA & WITZIG

PRODUCE COMMISSION

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

We solicit consignments of Butter, Eggs, Cheese, Live and Dressed Poultry, Beans and Potatoes. Correct and prompt returns.

REFERENCES

Marine National Bank, Commercial Agents, Express Companies; Trade Papers and Hundreds of Shippers

Established 1873

Established 1883
WYKES-SCHROEDER CO.

MILLERS AND SHIPPERS OF
FEEDS

Write for Prices and Samples
GRAND RAPIDS, MICH.

Fine Feed Corn Meal
MOLASSES FEED

Cracked Corn

STREET CAR FEED

GLUTEN MEAL

Mill Feeds

COTTON SEED MEAL

Oil Meal

KILN DRIED MALT

Sugar Beet Feed

LOCAL SHIPMENTS

STRAIGHT CARS

MIXED CARS

THE FINISHED PRODUCTS.

Bad Spots Often Spoil the Whole of the Fruit.

Written for the Tradesman.

"What are your habits—good or bad?"

"Bad—in spots."

The business man, neatly dressed, clean, forceful in manner, sat at his desk interrogating an applicant for a position.

The applicant looked old and worn. He had just rounded up from a spree, and he was broke and discouraged. It was a chilly morning, but he wore no overcoat. The suit he wore was faded and tattered in places. It was clear that he needed the job he had asked for.

"I don't know what you mean by 'bad in spots,'" said the business man.

"Well," said the applicant, blushing through the weak smile on his face, "when I go after a drink—I quit work and go after it good and hard. I don't drink when I work. I don't work when I drink."

"I see," said the business man. "How often do these whisky vacations occur?"

"About once a year."

The business man knew the applicant to be a first class man. At least he knew of fine positions he had filled acceptably. He needed a man who could do the things this applicant was capable of doing, but he didn't know whether he wanted the applicant.

"I'm afraid you might take it into your head to go on a vacation just when you were needed," said the business man.

"I never have done so."

"Why don't you quit it?"

"Look here," said the applicant, "I came here at your request to be looked over and questioned with reference to your needs. Ask anything in the line of the work and I'll answer you. Ask about my own personal affairs and I'll refuse. I would like a connection with your firm. I can make money for you, and you can pay me well for it. You know all you are entitled to know. If you don't want me, that is all satisfactory, and closes the interview."

The business man smiled. He liked the man none the worse for his independence.

"You can talk that way now," he said, "because whisky hasn't done its worst to you yet and you can get a position whether I take you on or not. But the time will come, unless you quit using the stuff, when you can't get a position. The time will come when your friends will become tired of boosting you and lending you money. You can't afford to drink whisky."

"There is no doubt of that," said the applicant, "but I do, and probably shall all my life—if I do not fail for financial reasons."

"But see the hole it puts you into."

"Oh, I'm in hard luck now," said the applicant, looking down at his shabby garments, "but I'll get to the top again. I have been here before."

"How many times?"

"Perhaps a dozen."

"And expect to get there again?"

"I have no doubt of it."

"You look to me like a pretty good sort of a fellow," said the business man. "Let us come to terms: Will you agree to work steadily without drink for two years?"

"Certainly."

"That is satisfactory. I think you will get to the front all right. I like your nerve."

"Nerve?" said the applicant, with a laugh. "Nerve is all there is in the world. If you had my thirst and got down as low as I have been, you would never get up again. You'd die in the gutter. Nerve! That is the only thing that keeps the earth moving."

"Whisky will knock that out in time," said the business man. "The reason why I object to whisky is that the makers thereof are not like other business men. Now, I make plows. My friend over there makes pumps. When a man comes to town to invest or look us over with a view of settling here, we take him about and show him our factories. Then, after he has seen the workmen and the machinery, we take him to the salesroom and show him our finished products."

The applicant began to smile.

"I see," he said.

"Now, when these whisky men take visitors about their plants, they don't show them the finished product. They don't keep them in stock. If you want to see the finished products of the whisky trade, you must go to the cheap saloons, the mad houses, the prisons and the poor homes where women earn the living and the children's bodies bear the marks of drunken violence."

"You put it strong enough," said the applicant.

"Oh, I am not a prohibitionist," said the business man. "It does not matter to me what people drink. My salesmen put bar bills in their expense accounts and I pay them, but let me tell you that I don't let the stuff get hold of me—for purely business reasons. I'm not aching to go out to the poor house and sit in a row with a batch of finished products. Your statement that your habits were bad in spots set me to thinking, for a man's habits can't be bad in spots without being in danger all through. I've seen apples that were bad in spots, and I've seen them passed by in the market until the bad spots covered the whole fruit. You can't work for this firm and drink whisky, but we'll put you on till another bad spot shows up."

And this business man spoke only what thousands of business men are thinking every day—and many of them are getting the courage to say what they think.

Alfred B. Tozer.

New Underwear Establishment.

Toledo, Nov. 7—The Eagle Underwear Co., capital \$25,000, has been incorporated by Barderd Steinberg, Solomon Van Noorden, Herman M. Van Noorden, Samuel Kohn and Frank A. Boyer. The company will handle underwear apparel and all kinds of knit goods and will open a store in this city.

Your Holiday Trade

will demand candies put up in attractive boxes and packages. That's where we shine. And when you combine quality with attractiveness as we have done in all our candies you get goods that cannot be beaten as sellers.

Hanselman Candy Co.

Kalamazoo, Mich.

We Have It Again

That beautiful one pound Aluminum box (filled with best assorted chocolates) that made such a hit last season for the

Holiday Trade

Order early—last year we were all out by Dec. 10th.

STRAUB BROS. & AMIOTTE

TRAVERSE CITY, MICH.

Putnam's
Menthol Cough Drops

Packed 40 five cent packages in Carton. Price \$1.00.

Each carton contains a certificate, ten of which entitle the dealer to
**ONE FULL SIZE CARTON
FREE**

when returned to us or your jobber properly endorsed.

PUTNAM FACTORY, National Candy Co.

Makers

GRAND RAPIDS, MICH.

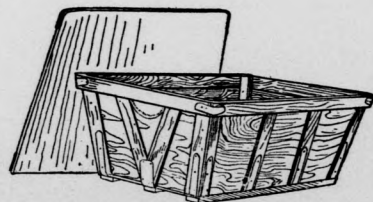
When You Buy Your Mixed Candies

be sure to have them come to you in these

Patent

Delivery

Baskets



They will be of great value to you when empty.

We make all kinds of baskets.

W. D. GOO & CO., Jamestown, Pa.

SLAVES OF DUTY.

Why Progress Is Limited in Big General Offices.

Why should a long apprenticeship in a big general office prove demoralizing to the business sense and acumen of the average young man?

I have been asked this question after having asserted that such is the effect in such a service. That statement was not made as universal and without its exceptions. It considered the average young man in the average big office and the filling of the average place by that average young man. To enter into specific details manifestly would be impossible. But for the emphasizing of the fact that such apprenticeships do demoralize and unfit, one needs only to appear as an applicant for a position where initiative, knowledge of men, and things, tact and diplomacy are needed, bringing with him a record of a long and faithful service in a single capacity in a single big office.

An answer to such an application as this depends naturally upon natural conditions resulting from natural evolution. The modern business of any kind is not in active search for the routine man. A small twig in a small branch of some department of the work may need him badly, but the need is not felt throughout the system. The system is demanding the man and the thoughts of the man who is capable and active in his initiative efforts toward more business. Competition is pressing hard upon the system. Relief is needed for the condition. Not only relief, but the ways and the means for forcing aggressive measures into the field. Where are we to get this vital force? is the question of any management which is feeling such a need.

In the practical things of every day you can not get away from fact. Fact is more stubborn in the conduct of business than anywhere else in the domain of man. Conceding that the manager of an establishment has made a call for this capable, active representative of its need, even should a department head go to him and say, "Here, we have that man you need right here in the house," this manager's first thought would be, "Well, why haven't we known of him long before this?"

On the moment the feeling is against the candidate, and for still another reason than this of his silent inaction. This man for the place at once is less appreciated than if he had been invited from the outside. His salary chances will be smaller by reason of it. Personal jealousies are likely to make his work more difficult for him. All after having conceded that such an applicant is likely for such a place under such conditions.

As another stubborn fact this applicant is not likely. In the mere bigness of the great general offices the individual man as a part of the office mechanism gets farther and farther from the results of his work. He knows that he has to do a certain work to the accuracy of a hair in order that this work shall fit somewhere in the great scheme of the business. But even if he is of the

enquiring disposition and should seek to know the reasons of things, right there he is likely to meet dismissal. It is a vital principle in many businesses that one man shall not know what the other is doing. To attempt to learn, however seriously, means calamity.

It is almost impossible for the layman outside the business world of sharp, shrewd competition to realize how absolutely without initiative is the average worker, no matter where his work. Somewhere away at the top of his employing concern are the officers and directors. Almost as high and quite as much out of reach is the manager. After him the superintendents, foremen, chief clerks, and down and down until the average clerical worker finds himself the merest automaton in a tremendous machine which in itself seems automatic.

In all his work and in all his teachings and impressions that come of his work, this worker in the general office learns only absolute attention to his own duty in order that it shall be absolutely accurate in its relations to all the unknown work of the establishment. Can this breed the spirit, aggressiveness and bold initiative that business is demanding?

In such an environment the young man who has these qualities inert within him and seeking opportunity frequently finds himself an incompetent employe in the work that is given him to do. He resents the fact that he is a mere individual machine. He suffers from the irritation of "orders." He knows the few things which he has been allowed to know and he may know them better than the man who may be issuing the orders, but he can only take these orders as they come and obey. To do something for the material good of his house out of this knowledge when general orders were against it—the act would cost him his position for infraction of the rules.

But the great mass of young men are not of this type. If they have a marked capacity somewhere within them it is dormant. It is not plain in face or act or mental process. Only by training and experience is it likely to develop. Against this development there is not only this automatic isolation of the big general office, but outside of working hours a fellow feeling of irresponsibility brings these workers together in mistaken good fellowship. There is a feeling against "the boss" and they meet at luncheon, perhaps, and talk it out. In the office force are young women who are "good company." A social feeling pervades the establishment. Perhaps the worker discovers that after all he is having a pretty good time at his work. Other fellows are in worse environment and getting less money. What's the use?

It is out of this situation that the average young man slips into the hopeless position of laborer in the counting room or general office. He is old before he knows it. His pay is insufficient to his needs. He is aroused and makes up his mind to get another position. He goes after this

place that shall offer a new opportunity, and he discovers that his long, faithful record with another house is the one handicap that makes the new position impossible!

There can be no doubt that before a man is competent to govern men and exact work of them he needs to know the work and how much of it men can do in a day. But this is not a study of years. It is almost incidental to a quick intelligence. "General office work" at the best is only incidental to business. The time is past when a business house sets the head book-keeper on a pedestal and takes its bearings from him.

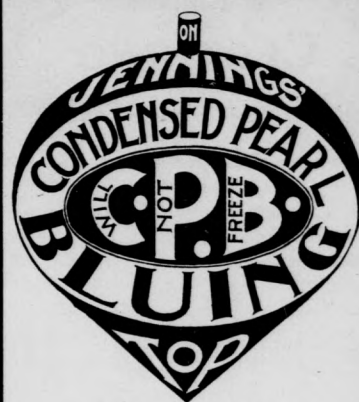
Let go of "general office work" before it is too late! But if you should have to stick to it, get into another house now and then. Do not stay in one literal rut. Your salary at least should benefit by the change until you are beginning to turn gray.

John A. Howland.

House Renting in London.

House leases in London are made on the basis of seven years or multiples of seven, instead of a year, as is the custom in America. The price fixed for rent does not include door-knobs, locks, keys, bellhandles, gas fixtures, hardwood floors, tiles, etc., which are the property of the tenant, and are either taken by him when he moves or relet or sold to the incoming tenant.

A stock in a retail store can stand housecleaning at least once a month.



In a Bottle. Will Not Freeze

It's a Repeater

Order of your jobber or direct

JENNINGS MANUFACTURING CO.
GRAND RAPIDS, MICH.

Be sure you're right
And then go ahead.
Buy "AS YOU LIKE IT"
Horse Radish
And you've nothing to dread.

Sold Through all Michigan Jobbers.

U. S. Horse Radish Co.
Saginaw, Mich.

Seasonable Goods

Buckwheat Flour

Penn Yan

(New York State)

Put up in grain bags containing 125 lbs. with 10 1-16 empty sax for resacking.

Pure Gold

(Michigan)

Put up in 10 10-lb. cloth sax in a jute cover splendid for shipping, reaching the customer in a good, clean condition.

Gold Leaf Maple Syrup

(Vermont)

Put up in pint and quart bottles, also in 1 gallon, 5 gallon and 10 gallon tins.

JUDSON GROCER CO., Distributors
GRAND RAPIDS, MICH.



Seasonable Features of the Hat and Cap Trade.

The general condition of affairs in the hat trade has never been better than now. The manufacturers and retailers as well have experienced a busy and prosperous season. Because of the great activity in retail circles reorders have been unusually numerous, and the manufacturing season has been extended beyond the usual time. With the routine work of making and shipping goods for immediate use the manufacturers have had on their hands the preparation of the sample lines for next spring, which in itself is an undertaking of much importance, requiring time and great care.

Soon after the first of October the traveling salesmen started on the road to secure orders for the coming season, and are now scattered throughout the country. Orders for future delivery are arriving at the factories by every mail and the prospects for a good spring season are most excellent. During the past few seasons the South has used great quantities of soft hats, and this is particularly true of the present season, the natty negligé styles having appealed as strongly to the young men in that section of the country as they have elsewhere. As a result many manufacturers are making special efforts to increase the trade in that section of the country, and when the quarantine restrictions are raised in the fever district a great revival of business is expected, no small portion of which will go to the hat trade.

In view of the fact that the traveling salesmen are on the road soliciting advance orders for hats for next spring, a suggestion of considerable importance in regard to styles may not be amiss at this time. A prominent hat manufacturer who has but recently returned to New York from a "filling-in" trip reports that he found in the large cities of the Middle West, such as Chicago, St. Louis, Kansas City, etc., a tendency on the part of his customers toward the low full crown, wide brim effects in stiff hats for next season; hats with dimensions of 5x2-2½ and 5¼x2½-2¾ inches. The 5-inch deep hats have flat set brims, and the brims of the 5¼-inch deep hats are medium flat set. D'Orsay and round curls are shown. Inasmuch as wide brims more nearly approach the staple styles of stiff hats retailers will no doubt welcome this change from the now popular narrow brim styles, and their interest and "talk" to their customers on the subject will undoubtedly result in wide popularity for these revived shapes.

Retailers who have visited New York this fall can not have failed to notice the wide popularity of the soft hat, and particularly of the telescope style, although many low crown dented effects are to be seen. Alpine

hats are very popular, but so great has been the call for high telescope shapes that one prominent Broadway hatter had many of his Alpines re-blocked into the telescope effect, and was thereby enabled to meet the demand. The Alpine really makes a most attractive high telescope hat, giving, as it does, a crown 4½ to 5 inches high, whereas the dented effects have crowns 3½ to 4¼ inches high. The soft turned-down hats, sometimes known as "Apollo" shapes, are selling very freely, and will doubtless be very popular for spring. They are shown with either raw or bound edges, and range in dimensions from 3½ to 5 inches in the crown by 2¾ to 3¼ inches in the brim.

Black stiff hats only are worn. Having died an early death, after a weak and short-lived existence, colored stiff hats are now tabooed, so to speak, from good society, and there is little likelihood that any one will have the temerity to introduce a colored derby for wear next spring. In soft hats the demand seems to be for pearls and shades of pearl.

There is little change in the straw hat situation. The larger part of the business for next season has been secured and the orders are being placed in work as rapidly as possible. The factories have never had more work than what is before them at the present time. The orders call for more split braid hats than any other kind, a fact that is causing the manufacturers no little annoyance, as there is not sufficient quantity of the grades of braid wanted on hand at the present time. Every effort is being made to secure the quantity needed, and it is fervently hoped a straw hat famine will be averted. The retail trade has had its attention called to the low crown, flexible brim straw hats made of Mackinaw, Tien Tsin and Milan braids. It is thought by many in the trade that the popularity which these hats enjoyed during the past summer was but a forerunner of what is to come, and that next summer will find them very strong favorites in all parts of the country. These hats are made with bound and plain edges, and can be had in various dimensions to suit all classes of trade.

The popularity of Panama hats is certainly increasing, and rapidly, too. The indifference toward them that was manifest in the speech of many people in the trade a season or two ago has now changed to deep interest, if not enthusiasm. Every one predicts the biggest season for Panamas next summer they have ever enjoyed in this country. Instead of being popular in certain sections of the country they will next year be worn everywhere. These hats will also be very popular abroad next season, and there is no little rivalry between the agents and commissioners in the South American countries where they are made to secure the grades and quantities ordered by the dealers in this country. In several instances shipments have been secured only upon the payment of an advance in price. As a result the prices of Panamas are being advanced in this country, and considerable difficulty may be experienced in securing

PANTS

Jeans
Cottonades
Worsteds
Serges
Cassimeres
Cheviots
Kerseys

Prices

\$7.50 to \$36.00

Per Dozen

The Ideal Clothing Co.

**Two Factories
Grand Rapids, Mich.**

Salesmen
are out
and
largely
increased
orders
prove
that
"Herman-
wile"
Guaranteed
Clothing
for
SPRING
is again
"The Best
Medium
Price
Clothing
in the
United
States."

a quantity sufficient to meet the large demand for them that is evidencing itself more strongly every day.

Fancy hat bands are the proper decoration for negligé headwear. They were much worn last summer on straw hats, are still more in demand this fall for the popular shapes of soft hats, and will be everywhere worn next summer on straws. The demand for them is little short of phenomenal. Every college and class fraternity has its own colors, which none but members are supposed to wear. In addition to these special colors, there is an endless variety of bands showing all colors and combinations. Retailers are rapidly realizing the magnitude of the fancy band "craze," and are preparing themselves to meet it. The bands are to be obtained in the piece, or made ready for wear. These prepared bands have tiny hooks which makes the adjustment the work of a moment. They are shown in several widths and in grades to retail at 25 and 50 cents. No hat department is complete without a stock of fancy hat bands.—Clothier and Furnisher.

Building the Children's Trade.

Clothiers in New York find it hard to build up their juvenile departments. They give good values, in many cases superior merchandise at reasonable prices, and in every other particular are in position to do as much if not more in the apparel line for the young folks as their competitors, the department stores. But, excepting in a few cases, they do not get the patronage, because of the difficulty of getting women to buy clothing for their offspring in clothing stores. Those clothiers who have made this department of their business a success say that once they get the parents buying they experience no trouble in holding them, and for the reason that the values given show everything in their favor when the merchandise is compared with that of the department store. But how to get the parents into the store is the problem.

Brill Brothers' Harlem store occupies a conspicuous position in relation to the subject, because of the success it has had with its boys' and children's department. Exceptional values and the constant effort to keep parents and children interested in the store contribute largely to this success. They have had very good results from their schemes to interest parents, and recently made effort to arouse the children, and by having them talk about the store among their companions and in their homes thus secure the attention of parents.

Manager Charles W. Wolfe recently got the Harlem store so widely talked about among the children that his scheme attracted parents from all the neighborhood about, the Bronx and various suburban settlements as far away as Yonkers and including that city. He bought a number of mechanical animals, to be specific, a lion, dog, tiger and donkey, at a total cost of about \$25. Each of the animals was given a name by Mrs. Wolfe, and the names were sealed in an envelope and placed in the store safe. Then the toys were set in mo-

tion and placed conspicuously in the store window with a card containing the printed announcement that all children were invited to guess the name of each animal, and the ones guessing the right names would be given the animals free. Each youngster was entitled to a guess, whether he or his parents did or did not make a purchase. As each youngster recorded a guess the name and address of the child were taken. In this way an invaluable mailing list of more than 1,500 names was secured. The guessing opened September 15 and closed October 1. Three names were guessed correctly, and the toys were presented to the youngsters, who afterward wrote very complimentary letters to the store, expressing their thanks for the gift.

The donkey's name was not guessed. It was "Teddy." Another guessing match was opened and the donkey was renamed, this time "Jerome," and again no one guessed it. The donkey is now up again with a new name, and perhaps it is because the little fellow has not been won on a guess in either of the preceding contests that all the children from Harlem to Yonkers are now guessing among themselves as to who will get the donkey. Parents, too, are interested and the store is doing more business.—Apparel Gazette.

Recent Business Changes in the Buckeye State.

Cincinnati — Paul Krippendorf, President of the Krippendorf-O'Neal Co., manufacturer of men's shoes, has withdrawn from that firm.

Cleveland—The Novelty Skirt & Suit Co., which conducted a manufacturing business, has been dissolved, Max Scher retiring.

College Corner—Ramsey & Bros. have sold their general merchandise and grain business to Samuelson Bros.

Dayton—Hiller & Recher succeed H. Zimmers in the grocery business.

Dean—E. S. Howell succeeds J. W. Müllen in general trade.

Eaton—T. J. Coffman is succeeded in the undertaking business by F. M. Dunn, Jr.

Marion—The Parsons & Houghton Co. is succeeded in the manufacture of vehicles by the Houghton Sulky Co.

Milford Center—Chas. J. Gross, who formerly carried a stock of clothing, dry goods and boots and shoes, has been succeeded by Chas. Lyons.

Perry—Geo. M. Salkeld & Co. are succeeded in the department store business by Langshaw & Hickman.

Springfield—Ira B. Wylie will continue the jewelry business formerly carried on by Ira B. Wylie & Co.

Van Wert—The Van Wert Manufacturing Co., which manufactures overalls and shirts, has been succeeded by the Van Wert Manufacturing Co.

Elyria—A petition in bankruptcy has been filed by the creditors of John P. Eidt, proprietor of the Elyria Candy Co.

There is no possession without appreciation.

Spring



of 1906

Wear Well Clothes

We make clothes for the man of average wage and income—the best judge of values in America, and the most critical of buyers because he has no money to throw away. Making for him is the severest test of a clothing factory. No clothing so exactly covers his wants as **Wile Weill Wear Well Clothes**—superb in fit—clean in finish—made of well-wearing cloths. You buy them at prices which give you a very satisfactory profit and allow you to charge prices low enough to give the purchaser all the value his money deserves.

If you'd like to make a closer acquaintance of Wear Well Clothing, ask for swatches and a sample garment of the spring line.

Wile, Weill & Co.,
Buffalo, N. Y.

H. H. Cooper & Co.

Utica, N. Y.

Manufacturers of

Modern Clothing

Desirable Goods, Well Tailored

and Perfect Fitting. There is no

Clothing more Satisfactory in the

Market.

USE OF TIME.

How To Accomplish the Greatest Results.

To use time systematically is to save it. Anything that makes it possible to do in one minute what formerly took two, that avoids the waste of a second here and a minute there, that makes every instant count for productive work, means that your time is being regulated and systematized.

Short cuts, methodical habits, convenient and systematic arrangement of the desk's work, concentrated interest on the work in hand—all these make for a saving of time and an increase in the individual's capacity for work.

Increased capacity for work is the true measure of a man's growth in business. Part of the increase will come, of course, with the years, through greater familiarity with one's work, wider experience and keener judgment. But even more will come, without waiting for the years to bring it, through a proper use of the hours and minutes in the day. If the young man in the office, who wants to grow with the business and grow fast, will start to-day to systematize his time, he can accomplish more in the next month than he could in a year of experience.

A man can't grow if his day isn't big enough for him, any more than a plant can in a pot that's too small. You can get a bigger pot for the plant, but you can't get more than twenty-four hours for the man. The thing to do is to concentrate the man's work so it will take up less time in the day. Then he will have room to grow and expand in.

Every man should work to his limit—but not beyond his limit. He should learn what his limit is and then try to fill the whole time, every second of it, full of good, productive labor. He should learn to keep abreast of his work and ahead of his work, and be always trying to crowd it in and jam it down into as small a space as possible, so as to leave room for something more. It is a good thing to be reaching out for something more to do, but not unless you intend to keep it within the limit. Just as soon and just as sure as you add work that takes you beyond the limit of your endurance you defeat your own purpose. Overworking only serves to increase your capacity temporarily. It is by concentrating your work, by saving the odd minutes, and systematizing the legitimate hours of work, that you truly increase your capacity.

Have a working plan, map out the general scheme of your day's work and set down definite rules of conduct to guard against the waste of time.

It is a good business exercise to study yourself carefully and see how many little things throughout the day are interfering with your producing power. Keep track for a week of the number of minutes during the working hours that are lost; then remove the cause. Watch your temperament, energy and health every day, and if you are not at your best, find out what you are doing outside of office hours that is decreasing your capacity for work; then spend your evenings in a

different way. It is often more important to regulate the time spent away from the office than the time spent at work.

These are the general rules for the systematic use of time; but there are more definite and specific time-saving hints, offering opportunities for better business system, which, like the installation of an orderly desk, can be put into operation by the clerk of his own initiative and without the help of the "boss."

The hints given here do not cover the whole field of time-saving opportunity by any means, but it is hoped they may serve as truly practical suggestions for the man who wants to increase his capacity:

Hint No. 1.—Put in a desk system such as described in the preceding article of this series.

Hint No. 2.—Arrange the tools and materials used in your desk work so they can be reached with the least trouble and greatest speed.

Hint No. 3.—Cut out all unnecessary movements in your work. Some very little things will frequently consume a great deal of time. As an example of what is meant, the writer sat beside a desk man who worked fast and constantly. It looked at first as though he were making every minute count for productive work. But he had frequently to open the middle drawer of his desk, and every time he he did so he had to push back his chair, using both hands, to get the arms of the chair out of the way, then open the drawer, take out the scratch pad, pin, rubber band, or whatever he was after, close the drawer and finally pull his chair up to the desk again. Why didn't he get a chair without arms, or put the utensils in a more convenient place?

Hint No. 4.—Learn to do many things with your left hand. Place "tickler" slips, scratch pads and other things to which you need frequent access at your left, so you can get at them without putting down your pen or pencil.

Hint No. 5.—Always maintain a working attitude. Don't lounge at your desk. Lounging breeds slowness.

Hint No. 6.—Do all your thinking on business matters by looking down at your work. It helps concentrate your thoughts. Don't bite the end of your pencil and look out the window or around the office. There are many things going on there that will set your mind wandering away from the work in hand.

Hint No. 7.—Learn all the short cuts that can be used in the detail of your work.

Hint No. 8.—Use a fountain pen.

Hint No. 9.—Dictate rapidly. Save the time of dictating addresses by numbering the letters and turning them over to the stenographer, who has numbered her book to correspond. Save the time of re-reading the entire letter when dictating by marking the points to be answered at the first reading.

Hint No. 10.—Get down on time in the morning.

Hint No. 11.—Always know just what you are going to do the first

minute you sit down at your desk in the morning. Have a definite daily plan of getting down to your work.

Hint No. 12.—Work full up to the last minute. Some in business always let up near closing time and accomplish less in the last thirty or sixty minutes of the day than at any other time—unless, perhaps, the first thirty or sixty.

Hint No. 13.—Save time in talking. Don't be long-winded when you describe matters pertaining to your work, either to those above or below you.

Hint No. 14.—Don't argue with your superiors. Go ahead and work.

Hint No. 15.—Don't tell jokes or listen to jokes during office hours. Save them for social occasions. Work while you work.

Hint No. 16.—Don't drift into irrelevant subjects when discussing business matters. Keep to the subject in hand, make the discussion brief as possible, and get back to work as soon as you are through.

Hint No. 17.—Don't let visitors overstay at your desk. Learn how to lead the conversation your own way, to make it brief, and how to dismiss the visitors as soon as you are through.

Hint No. 18.—Walk fast.

Hint No. 19.—Save yourself all unnecessary steps. Send brief notes of instruction or information to other desks by the office boy, instead of going to take the matter up in person. Stick to your desk as much as you can, if your real work is at the desk.

Hint No. 20.—Don't keep in your own hands details that can be done just as well by someone at a lower salary, but be sure it can be done just as well, or you may find that you are losing time instead of saving it.

Hint No. 21.—Don't read the daily paper during business hours.

Hint No. 22.—Don't smoke while you are working, even though the office rules permit it.

Hint No. 23.—Don't attend to any personal matters of any sort during business hours.

Hint No. 24.—Systematize your reading outside of office hours. Don't get the newspaper habit. Learn to read them hurriedly and to cut out non-essentials.

Don't attempt to read all the monthly magazines. Decide upon a selected few and stick to them almost exclusively.—Harry Dwight Smith in System.

The Necessity of Keeping Cool.

He who would govern others must first control himself. Calmness begets coolness, and he who loses his head can not expect those around him to retain self-possession.

The head of a department, the man of the house, the mother of a family, all set the pace for their people to follow. If they lose their temper others near them will get rattled and can not work to advantage.

The leader of men knows better than to confuse the minds of his people by exaggerating trifles. Such a person is usually liked by all fair-minded people, and those under him are loyal and strive to serve his interests. This man either by intui-

tion or reason studies psychology, understands the power of one mind over another, and bestows judicious praise and is chary of blame, condemning with justice and only when he has to do so. His own coolness pervades his staff of assistants, and they are thus better able to plan and really achieve greater results. Such men are said to "get more work out of others" than do many who seem better equipped for the task.

The rank folly of asking a high salaried person to do an office boy's work does not seem to strike some persons either. They will call upon a stenographer or book-keeper at \$10 or \$15 a week to do an errand, address wrappers, or something equally foolish, and this when there is plenty to do in their own department.

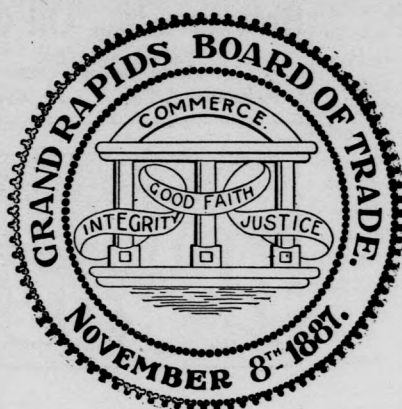
In a big office a boy is employed to run up and down stairs carrying light parcels when a slide with automatic carrier could do the work much quicker and at a fraction of the cost. The boy's wages at \$4 a week amount to \$208 a year, and the carrier would cost less than \$25 at the outset, a clear gain of \$183 in the first year alone.

One man declared he had no time to attend to having a chute made, yet he had a host of office boys and others at his elbow and a postal card would have brought a contractor to make an estimate and put in the convenience. He was of the nervous type and was called by many dealing with him a great "bluffer," constantly intimidating his employees and endeavoring to get the better of associates in business by loud talking and confusing his opponent. This policy will never prove profitable, as it is the cool man who wins out in the long run.

To Color Meerschaum Artificially.

We are not positive that genuine meerschaum pipes are colored artificially by manufacturers. If such is the case the process is a trade secret well guarded. If any of our readers can give us any information on this point we will be glad to hear from them. Meerschaum is a natural magnesium silicate, containing traces of various other substances, particularly iron. The commercial article of the best grade comes from Asiatic Turkey. Pipes made from it are prepared for the trade by boiling them in some fat, such as lard, and then in melted beeswax. This prevents the undue absorption of moisture which is the case with the untreated meerschaum. It also renders the pipes suitable for polish and for coloring. Just what chemical change takes place during the process of coloring we are unable to say. Experts tell us that the pipe must be smoked slowly and permitted to cool after each pipeful of tobacco is smoked, that is alternate heating and cooling gives the shades so much prized by those who appreciate a finely colored pipe.

Artificial meerschaum pipes, if colored at all, are colored by the manufacturers. They will not color when smoked. The best artificial pipes are made from ground meerschaum.



Perpetual

Half Fare

Trade Excursions

To Grand Rapids, Mich.

Good Every Day in the Week

The firms and corporations named below, Members of the **Grand Rapids Board of Trade**, have established permanent **Every Day Trade Excursions** to Grand Rapids and will reimburse **Merchants** visiting this city and making purchases aggregating the amount hereinafter stated **one-half** the amount of their railroad fare. All that is necessary for any merchant making purchases of any of the firms named is to request a statement of the amount of his purchases in each place where such purchases are made, and if the total amount of same is as stated below the **Secretary of the Grand Rapids Board of Trade, 89 Pearl St., will pay back in cash to such person one-half actual railroad fare.**

Amount of Purchases Required

If living within 50 miles and over 50, purchases made from any of the following firms aggregate at least.....	\$100 00
If living within 75 miles and over 75, purchases made from any of the following firms aggregate.....	150 00
If living within 100 miles and over 100, purchases made from any of the following firms aggregate.....	200 00
If living within 125 miles and over 125, purchases made from any of the following firms aggregate.....	250 00
If living within 150 miles and over 150, purchases made from any of the following firms aggregate.....	300 00
If living within 175 miles and over 175, purchases made from any of the following firms aggregate.....	350 00
If living within 200 miles and over 200, purchases made from any of the following firms aggregate.....	400 00
If living within 225 miles and over 225, purchases made from any of the following firms aggregate.....	450 00
If living within 250 miles and over 250, purchases made from any of the following firms aggregate.....	500 00

Read Carefully the Names

you are through buying in each place.

as purchases made of any other firms will not count toward the amount of purchases required. Ask for "Purchaser's Certificate" as soon as

Automobiles	Cement, Lime and Coal	Hardware	Safes
Adams & Hart	S. P. Bennett & Co. (Coal only)	Clark-Rutka-Weaver Co.	Tradesman Company
Richmond-Jarvis Co.	Century Fuel Co. (Coal only)	Foster, Stevens & Co.	Seeds and Poultry Supplies
Bakers	A. Himes	Jewelry	A. J. Brown Seed Co.
National Biscuit Co.	A. B. Knowlson	W. F. Wurzburg Co.	Shoes, Rubbers and Findings
Belting and Mill Supplies	S. A. Morman & Co.	Liquor Dealers and Brewers	Herold-Bertsch Shoe Co.
F. Ranville Co.	Wykes-Schroeder Co.	D. M. Amberg & Bro.	Hirth, Krause & Co.
Studley & Barclay	Cigar Manufacturers	Grand Rapids Brewing Co.	Geo. H. Reeder & Co.
Bicycles and Sporting Goods	G. J. Johnson Cigar Co.	Kortlander Co.	Rindge, Kalm'h, Logle & Co. Ltd
W. B. Jarvis Co., Ltd.	Geo. H. Seymour & Co.	Music and Musical Instruments	Show Cases and Store Fixtures
Billiard and Pool Tables and Bar Fixtures	Crockery, House Furnishings	Jullus A. J. Friedrich	Grand Rapids Fixture Co.
Brunswick-Balke-Collander Co.	H. Leonard & Sons.	Oils	Tinners' and Roofers' Supplies
Books, Stationery and Paper	Drugs and Drug Sundries	Republic Oil Co.	Wm. Brummeler & Sons
Grand Rapids Stationery Co.	Hazeltine & Perkins Drug Co.	Standard Oil Co.	W. C. Hopson & Co.
Grand Rapids Paper Co.	Dry Goods	Paints, Oils and Glass	Undertakers' Supplies
M. B. W. Paper Co.	Grand Rapids Dry Goods Co.	G. R. Glass & Bending Co.	Durfee Embalming Fluid Co.
Mills Paper Co.	P. Steketee & Sons.	Harvey & Seymour Co.	Powers & Walker Casket Co.
Confectioners	Electrical Supplies	Heystek & Canfield Co.	Wagon Makers
A. E. Brooks & Co.	Grand Rapids Electric Co.	Wm. Reid	Belknap Wagon Co.
Putnam Factory, Nat'l Candy Co.	M. B. Wheeler Co.	Pipe, Pumps, Heating and Mill Supplies	Harrison Wagon Co.
Clothing and Knit Goods	Flavoring Extracts and Perfumes	Grand Rapids Supply Co.	Wall Finish
Clapp Clothing Co.	Jennings Manufacturing Co.	Saddlery Hardware	Alabastine Co.
Wm. Connor Co.	Grain, Flour and Feed	Brown & Sehler Co.	Anti-Kalsomine Co.
Ideal Clothing Co.	Valley City Milling Co.	Sherwood Hall Co., Ltd.	Wall Paper
Clothing, Woolens and Trimmings.	Voigt Milling Co.	Plumbing and Heating Supplies	Harvey & Seymour Co.
Grand Rapids Clothing Co.	Wykes-Schroeder Co.	Ferguson Supply Co., Ltd.	Heystek & Canfield Co.
Commission—Fruits, Butter, Eggs Etc.	Grocers	Ready Roofing and Roofing Material	
C. D. Crittenden	Clark-Jewell-Wells Co.	H. M. Reynolds Roofing Co.	
J. G. Doan & Co.	Judson Grocer Co.		
Gardella Bros.	Lemon & Wheeler Co.		
E. E. Hewitt	Musselman Grocer Co.		
Vinkemulder Co.	Worden Grocer Co.		

If you leave the city without having secured the rebate on your ticket, mail your certificates to the Grand Rapids Board of Trade and the Secretary will remit the amount if sent to him within ten days from date of certificates.

THE PETITION NUISANCE.

Business Men Too Often Asked To Lend Their Names.

Written for the Tradesman.

The customer sat down on a barrel and drew a long piece of legal-cap from his pocket. The grocer was busy, but the customer sat and waited, slapping the document impatiently against his knee.

He was not much of a customer. The sum of his trade for a month would not amount to three dollars. Yet he acted like a man who thought he had a right to direct the opinions of the grocer. As he sat on the barrel waiting, he made no effort to conceal his anger at being obliged to wait his turn.

At last the grocer was at liberty for a moment, and the man with the paper pounced upon him.

"Sign this," he said, abruptly.

The grocer looked up with a quizzical smile on his face.

"What is it?" he asked.

"Oh, just a petition."

"Petition for what?"

"About the lights out this way. You don't think I'd ask you to sign anything wrong, do you?" he added, half angrily.

"Our ideas of right and wrong may not jibe," said the merchant, slowly unfolding the sheet.

"Well, read it," snarled the customer.

The grocer read it while the customer paced up and down the floor, carrying the expression of a much abused man.

Having completed the reading, he handed it back unsigned.

"I don't care to mix in that," he said.

"Don't care to mix in it?" repeated the customer. "What do you mean by that? Are you opposing me?"

"Get the lights if you can," said the merchant. "It is none of my business, being out of this ward, even. Honestly, though, I think the business streets out here should be lighted before the council sticks a lot of lamps down in the districts where there is hardly one house to a block."

"Well, oppose it if you want to. We'll get even with you," said the customer. "I suppose you want a few more lights placed in front of your cheap John store! You think you're the whole thing just because you've got a few goods on the shelves. I don't believe they are paid for. They won't be, if you wait for any more money from me to handle."

"Get out of the place," said the grocer. "You are too fresh. I can get along without your trade."

The customer went away snarling.

"He'll be back to-morrow asking me what I dislike about his plan for street lighting," said the grocer, going back to a commercial traveler who had been waiting for him. "He has a petition or a remonstrance, or a subscription paper, or something of the sort here about once a week."

"There are a good many like him," said the traveler. "The retail merchant seems to take the place of the policeman as a recipient of all the troubles of his district."

"I don't mind the subscription papers," said the grocer. "I can afford to pay out my good money to keep the friendship of the fools who circulate them. I give away a good many dollars a year on the word of some other fellow, but when it comes to petitions I buck."

"I noticed that," said the traveler, motioning toward the door through which the irate customer had recently disappeared.

The grocer smiled. He was thinking of the number of times the customers had left his store in just that way.

"Half an hour ago," he said, "a man came in here with a petition to the council which is directly opposed to the one that fellow had. They are both real estate agents in a small way. They have a lot of property to be handled out here, and the last one owns some vacant lots which he thinks he might sell if the city would improve them, and light them, and put in city water at the expense of the general fund."

"Is the street improved?"

"Improved! I should say not. It is up hill and down hill, and there are no walks. Think of putting lights on a street where the people are too stingy to lay walks! Not long ago the alderman from that ward wanted the street graded and graveled and walks laid. How this real estate man kicked! He wants the city to light his lots, but he won't pay out a cent. The chances are that he does not even pay the taxes, but permits the city to carry them in tax titles. The council is too easy. The penalty is rarely required."

"Must be a cheerful sort of a savage," suggested the traveler.

"Oh, he's just like a lot of others. The modern retail business man is the prey of schemers and confidence men. I have had chances this week to help bury three children, to buy flowers for two aged but improvident people who went to their reward without a cent, to pay the fare of a sick man to his home, to help buy an organ for a church where the English language is never heard, and to sign half a dozen petitions. And this hasn't been a very lively week, either."

"It all goes with the business," said the traveler. "What can I order for you to-day?"

"And I neglected to remark," said the grocer, with a smile, "that I've entertained nine drummers to-day, and been solicited to buy enough goods to last me a thousand years. Oh, I'm not kicking at you. You've heard my tale of woe, and you're going to have an order. What would you say to a patent anti-petition, anti-subscription, anti-remonstrance machine for use in groceries? You invent something of that sort and I'll buy."

Alfred B. Tozer.

Divining Rods Used in Science.

A divining rod in modern business is as romantic as it is novel. The occasion for its use presented itself when it became necessary to sink additional wells on the grounds of the imperial navy yard at Kiel for

water supply. In this territory water is found overlying an impervious hardpan, the upper surface of which is irregular. In order to avoid the expense of many trial bore holes Herr von Benlow Bothkamp used a piece of iron wire about one-eighth of an inch thick bent in the form of a hoop with long, crossed ends. This rod is held by grasping in the two hands its opposite ends which thus serve as an axis, and allowing the loop portions to project horizontally forward from the body. When passing over or near an underground flow of water the loop of the rod flies up sharply, striking the operator's breast. Armed with this instrument the expert first discovered a large underground flow undiscernible from the surface. Next at a driven well which had been closed with a plug some time before, the expert obtained no reaction in spite of the positive statement that his pipe had given an artesian flow. The plug was taken out of the pipe and no water came. Other successful tests were made. At the last spring the expert asked other members of the party to take his rod. Some felt something like an electric shock; others were insensitive.

Show This To Your Wife.

"Yes," said Henpeck, "the thing that impressed me most in Egypt was the mummy of one of the ancient queens."

"What was remarkable about it?"

"The fact that they could make her dry up and stay that way."

Saves Oil, Time, Labor, Money

By using a

Bowser Self Measuring Oil Outfit

Full particulars free. Ask for Catalogue "M"

S. F. Bowser & Co.

Ft. Wayne, Ind.



The nutritious qualities of this product are not obtainable in any other food and no other Rusk or Zwieback has that good flavor and taste found only in the

Original
Holland Rusk

Write for samples today.

Holland Rusk Co.
Holland, Mich.

See price list on page 44.

Better Than a Safe

For a Burglar Cannot Rob It

Is a Computing Scale—a good one.

It helps you to save—so pays for itself. With one on your counter you are giving honest weight to the customer, and getting pay for all you sell. They see it. You see it. Can't make mistakes. A boy can operate it. Does not get out of order. Very quick action. Very sensitive.

Every day without one is at least one dollar lost. Look at the price,

\$37.50 to \$45

Your wholesale grocer sells them.

Standard Computing Scale Co., Ltd.

Detroit, Mich.

SOLD 10,000 OF THEM—ALL SATISFACTORY

COSTLY CHEAP THINGS.

Many a Trifling Saving Costs in the End.

Written for the Tradesman.

"Give me a match, John."

They were sitting about the stove in the hardware store, six of the village residents whom the weekly newspaper usually refers to as "well-to-do and respected citizens." It was pretty near time to close for the night, and the merchant was getting ready for that event.

The man who asked for a match was a retired farmer. He had worked hard all his life, and had saved money enough to take his ease and not play the role of a miser. Instead of handing out a match he pointed to a gas jet flaring over his head.

"Oh, I hate to get up," said the other, who was a foreman in the village stove works. "You've got matches in your pocket."

"Well, what's the use of giving them away, even if I have?" asked the retired farmer. "No use in wasting things."

His own pipe had gone out, and he walked back a dozen feet, tore a strip off a sheet of wrapping paper, and lighted it at the gas jet. He lighted his pipe and handed the blazing wisp of paper to the foreman.

"There you are, and a match saved," he said, with a grunt of satisfaction. "Take care of your cents and the dollars will take care of themselves."

"In other words," said the foreman, "take care of your matches and let the merchant buy his own wrapping paper and wear out his own broom sweeping up cinders. Matches have gone up. You can't get more than a hundred for a cent now."

"It's the habit of saving that counts," said the farmer. "It's the fight against waste."

"There's a lot of fool talk about waste," said a merchant who had dropped in to walk home with the hardware man. "See here, I have heard and seen so much of this match and pin economy that it makes me angry. Don't get offended, for I am not angry at you, Mr. Hudson. You can buy a hundred matches for a cent. Now, suppose you walk back there a hundred times to get a piece of paper to light your pipe with. You have saved a cent, you think. Well, you haven't. You have worn out more than a cent's worth of shoe leather, and you have burned up more than a cent's worth of wrapping paper, besides all the dirt and smudge you have made."

"I can't see it in that way," said the retired farmer. "I have to buy matches less frequently, anyway."

"Oh, that's about as far back as any of you match and pin savers go," said the merchant, with a laugh. "You don't think of the time you must get a new pair of shoes, or the time when our friend here must buy another ton of wrapping paper. The world is full of just such economies as that."

"I had a partner once," said the man who lived in the finest house in the village and was believed to be the power behind the throne at the

bank, "who saved money in pin lots. We ran a grocery together for a little while—until, in fact, I got tired of his petty ways. Why, that man would tie packages with such small pieces of string that we lost dozens of pounds of sugar from the bursting of the packages. He turned down the gas at night until people thought we were closed and would go to the opposition store. Said he was saving gas. He refused to throw away stuff that spoiled on our hands, and many a good customer we lost because of his trying to work off damaged goods on them. He's been known to put rotten potatoes and apples in the middle of the basket and sell them to personal friends. He was a corker, that man was."

"He should have sold meat," said the foreman, with a nudge at the village butcher, who sat by his side.

"Well," said the butcher, "there's a lot of meat dealers who might give that man cards and spades, and win out at that. I've worked for men whose sole aim in life seemed to be to get rid of the scraps. They would unload tough, stringy pieces on children who came to buy when they knew the parents would bring the goods back and make a yell. Ever see a real mean butcher cut round steak? Well, I can't tell you about it, for that is a trade secret, but you just watch for yourselves. And they think they are saving. They believe the customer, standing there with his eyes on their work, don't know what they are doing to him."

"You fellows are preaching a lot of sermons over a match," said the farmer.

"All impersonal," declared the merchant. "We've got to do so much knocking in this world, anyway, and the man who tries to get something for nothing may as well take his while we are about it."

"What about the man who tried to get a match for nothing?" asked the farmer.

"Oh, the one-hundredth part of a cent!" echoed the foreman. "I'm going to make you a present of a box of matches next Christmas."

"I knew a fellow once who had a mania for saving pins," said the hardware merchant. "He would never give one away, and would rarely use one of his own if he could get one given to him. I don't know where he kept all the pins he picked up, or what good they were to him, since he wouldn't use them when he could help it. He would go across the street if he thought he saw a pin shining on the walk. He would pick them out of dust heaps, and take them out of any old clothes he happened to find. One day he picked up an old coat and became possessed of an infected pin. I don't remember what it was he had, but it came from the pin, whatever it was—from a wound inflicted by the pin, rather—and he came near dying. I guess his hospital bill was about enough to eat up all the pins he had ever saved."

"Did it cure him?" asked the foreman.

"Cure him! He went at it again harder than ever."

"The inference is clear," said the retired farmer. "Some day I shall set fire to something with one of the matches I have refused to bestow upon a friend, and lose—"

But the hardware man turned out the gas and the company parted with shouts of laughter.

Alfred B. Tozer.

How To Collect Spilled Mercury.

Mercury spilled on a table or floor is somewhat hard to collect, unless special precautions are taken, owing to its tendency to divide into small globules, which roll away at the slightest touch. If a wet ring is made around the spilled mercury, by means of a wash-bottle or otherwise, it will be found that the globules of mercury can not readily cross this ring; the mercury can then be collected without difficulty in a small shovel made from a piece of thin card, or even in an ordinary envelope.

Store rules are not made just to cause you trouble.

BONDS For Investment

Heald-Stevens Co.

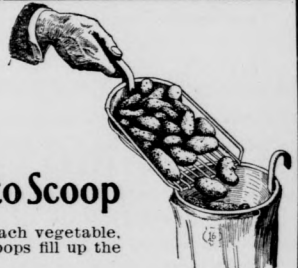
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FORRIS D. STEVENS
Secy. & Treas.

Directors:
CLAUDE HAMILTON HENRY T. HEALD
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We Invite Correspondence

OFFICES:
101 MICHIGAN TRUST BLDG.
GRAND RAPIDS, MICHIGAN



It is the Little Things That Count

A penny saved here, a penny made there, soon mount up to a goodly sum in the bank book.

The Hocking Hand Potato Scoop

saves the clerk the extra minutes spent in picking up each vegetable, giving him time to talk up other sales. One or two scoops fill up the measure. Price of Scoops 65c each.

W. C. HOCKING & CO.

101 Lake St., Chicago

Mfrs. of the famous Hocking Dry Measures—that save time in measuring goods. They save the profits wasted in over measure by broad flat wooden measures.

PRICES	
Peck, 1/2 pk, 1/4 pk, set	\$2 00
Bushels.....	1 50
1/2-bushels.....	1 25

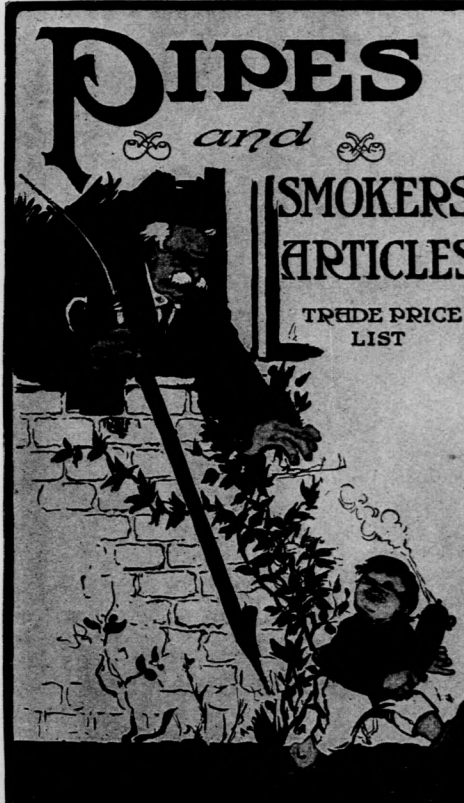
For sale by Wholesale Grocers and Paper Houses.

PIPES

and

SMOKERS ARTICLES

TRADE PRICE LIST



The most complete Holiday Line of Pipes and Smokers' Articles

Our 64 page illustrated catalog sent free on request

Steele-Wedeles Company
Chicago, U. S. A.

BLUFF AND BRAINS.

Combination Which Was a Foothold For One Man.

In addition to being practically "on my uppers" when I returned to my home city I had gone through a series of disasters that would have put many a man in the madhouse or six feet under ground. But that is only incidental. Broke as I was (I consider a man in a big city out of work, broken in health and with less than \$5 to his name, broke and all but "down and out"), the spirit of combat ran riot through my nerves.

This condition may be accounted for from the fact that I was born in the sign of the ram and the bull, which gives me perfect and natural license to "butt in" and "bull" a project through even after I am logically whipped.

It was winter—one of the good, old fashioned kind your grandfather likes to talk about when the mercury is looking for a stepladder to go farther down on—and it was up to me to secure employment.

I took inventory of capital.

The amount was too small to talk about.

There was enough to pay a week's room rent, and—but what's the use!

Work was what I wanted.

I made tracks for a newspaper office, and wrote a want ad, which stated that I was "a cracker-jack advertising solicitor, out of employment and open for a proposition from a substantial and reliable publisher."

I had been out of the city for a long time, and the town had forgotten me. It doesn't take long for a man to fade out of the memory of people here if he quits showing up regularly.

I had come back principally to forget, if possible, the things the "simple-minded, God-fearing" people of the rural districts had done to me during a year's sojourn among them. My general appearance did not indicate any lack of ability to stand a big advertiser up for a twelve page contract, for I was well dressed, well groomed, and had all the appearances of a winner.

I knew that I would have a deal better show landing an advertising job, on the jump, than anything else. Then, too, such a place would give me a chance to get around outside and make new acquaintances and hunt up the old ones.

That an "ad" would open some door for me I was morally certain, else I would never have taken the 75 cents from my little bank roll and passed it through the cashier's window. There is a great big advantage, too, in getting a line on prospective employers through the medium of a "blind ad." It gives you a chance to "size up," pick, and choose the man and business to set siege on for employment.

From the two dozen replies I found at 10 o'clock the following Monday morning I selected one that read something like this:

"To such a man as you evidently are we can give pleasant, permanent, and profitable employment," etc.

The alliteration which appealed to

my poetic nature, and the fact that the letter was from the publisher of a class magazine occupying a unique and exclusive niche in the publication field, determined me to seek the position. That job looked good to me, and I all but had it tucked away in my vest pocket after getting a shave, shine, and substantial meal. I "had it in my mind."

To be well groomed and comfortably fed gives one courage, and I had plenty of all as I made my assault upon the stronghold of the publisher. After talking to a young, clean-cut, intelligent, magnetic man for a few minutes I was more than ever satisfied that this was the job for me. That he did not fully agree with me cut no figure. There was a difference of a good round sum, per week, in our relative ideas of worth.

I had no capital to back up a bluff with, but he did not know that. I looked and talked as if I were on "easy street." He never guessed that I wanted that job so bad my heart was palpitating at a rate that bid fair to smother me. I needed the place a whole lot worse than he needed me to fill it.

We haggled on terms, for he seemed to think I was the right man to try out in this position. He wanted some one to take sole charge of the general advertising department, a man to be manager of himself and "get results" for the magazine.

Any salary above \$10 per week would have looked big to me just then. But my judgment of mankind told me that this man was not looking for a ten-a-weeker. I demanded \$40 a week and 10 per cent. commission on my business.

That made him "sit up and take notice." He was staggered, but I impressed him favorably. I could see that.

Finally, after arguing the matter up one side and down the other, I asked him to let me see his advertising rate card.

He procured it and I glanced it over, saying after a little study of the figures: "Your rates are far too low. Let me show you something."

I took a pencil and paper, and after a little figuring made up a new schedule of rates.

Then I did something that started me on my career of absolute success in this great big city.

"Here is a proposition I fancy will appeal to you and meet with your approval. I have revised your rates so that after allowing me 25 per cent. commission as pay for my services you will receive \$3 per page more for space than you are now asking. In other words, I practically pay you \$3 per page for the privilege of working for you."

He saw the point.

I went to work on that basis, with a drawing account of \$20 per week to apply on my commission until such a time as a greater amount accumulated to my credit.

Once, years before, I had heard a young woman remark that her employer, a book publisher, could not get away from a good advertising proposition. He was my first man. I went after him with all the energy,

diplomacy, and persuasive eloquence I possessed and landed six pages for a total of \$300, making a commission of \$75 for me the first week.

My employer then wanted to put me on a salary of \$40 a week, as I had at first suggested. Of course I said "nay, nay."

That was a good many years ago. But that was the beginning. Since then I have secured other positions through want ads, and one that came to me through that medium gained for me the confidence and friendship of a man who opened many business opportunity doors for me, and today I am the vice president and general manager of a half million dollar manufacturing corporation.

And, strange to relate, almost every man for whom I have worked as a result of want ads, is either a director or stockholder in the company over which I preside.

S. F. Fox

Our Curious Language.

A boy who swims may say he's swum, but milk is skimmed and seldom skum; and nails you trim, they are not trum. When words you speak, those words are spoken; but a nose is tweaked and can't be twoken, and what you seek is never soken. If we forget, then we've forgotten; but things we wet are never wotten, and houses let can not be lotten. The goods one sells are always sold; but fears dispelled are not dispold, and what you smell is never smoled. When young, a top you oft saw spun; but did you see a grin e'er grun or a potato neatly skun?

ALABASTINE

\$100,000 Appropriated for Newspaper and Magazine Advertising for 1906

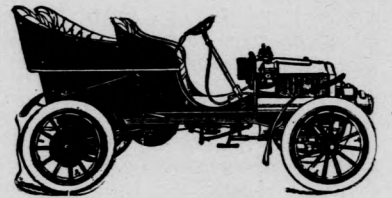
Dealers who desire to handle an article that is advertised and in demand need not hesitate in stocking with Alabastine.

ALABASTINE COMPANY

Grand Rapids, Mich

New York City

New Oldsmobile



Touring Car \$950.

Noiseless, odorless, speedy and safe. The Oldsmobile is built for use every day in the year, on all kinds of roads and in all kinds of weather. Built to run and does it. The above car without tonneau, \$850. A smaller runabout, same general style, seats two people, \$750. The curved dash runabout with larger engine and more power than ever, \$650. Oldsmobile delivery wagon, \$850.

Adams & Hart

47 and 49 N. Division St., Grand Rapids, Mich

Facts in a Nutshell

BOUR'S
COFFEES
MAKE BUSINESS

WHY?

They Are Scientifically
PERFECT

129 Jefferson Avenue
Detroit, Mich.

113-115-117 Ontario Street
Toledo, Ohio

SECRET OF SUCCESS.

It Consists in Finding Work You Like.

No advice is handed out so frequently to the man engaged in the struggle for life than that he must love his work. While the capacity for work shown by the majority of millionaires backs up what they say in this respect, the secret does not seem to be so much in a supernatural love of work in itself, as in the fact that, either by instinct, accident, or a courageous change of occupation after beginning wrong, they have found work that was congenial.

The most radical believer in the theory that it is absolutely essential to be in love with one's work in order to succeed is James B. Duke, the tobacco manufacturer. This man of many affairs works ten hours a day regularly. The fact that he is worth \$10,000,000 and has armies of helpers makes no difference. Those who know of his absolute devotion to his work and see the flash of enthusiasm in his eye when he talks of obstacles overcome have no difficulty in believing that it has been love of it which has made him what he is.

Mr. Duke's father was a struggling farmer near Durham, N. C. He lost his farm during the civil war and supported his father afterward with a primitive tobacco factory. His three sons went to the little country school. The present tobacco manufacturer was the youngest, and when he was 18 his father had saved enough to send him to college.

Perhaps it was luck, or perhaps the formative period had come earlier to Duke than it does to most men. At any rate he then and there turned his back upon the course which he would have been supposed to take, and decided upon the one which sent him into the succession of events that made him the present tobacco king.

"Give me an interest in your business, father. I would sooner have that than go to college," he said. By this time the tobacco business had been moved from the first barn to a small wooden factory. James staid in the factory and attended to the moving and packing, while his brother went on the road and promoted sales. The father retired and by a gradual transition James became the real head of the firm. During this time he was working out the theories which he now expresses as to success in the tobacco business.

"A man must love his business better than he loves anything else," he says, "if he would make success sure. It is the true and only way. We employ more than 100,000 persons in the tobacco business, and, as the director of this force, I never have failed to observe that the man who works only because he is paid to work has no chance in competition with the man who works because he would sooner do that than anything else. It is the practical secret of success. This tobacco business is my pastime as well as my duty. I never fish or hunt. Those things mean hard work, and there isn't as much fun in them as there is in business.

"A man can do best that which he

loves best. He never will succeed in this age of competition unless he finds real pleasure in his work. The making of money is not a sufficient incentive. He must find his highest enjoyment in the task itself. No man who works along that line can fail. If a man has started in a business which he cannot learn to love, then he should go into some other business. That is my judgment, based upon my own experience and observation."

Although the majority of the men who have accomplished much seem to have put their finger on the right thing from the start, there are a few great successes which never would have been made except for the courage to follow this advice of the tobacco magnate. The most wonderful example is that of Dr. D. K. Pearsons, who gave up a well established country practice when he was nearly 40 to go west. He was possessed of a turbulent desire for business life and for a wider activity than in the little round of his country practice. When he announced his proposed journey everybody said it was madness. But during the next ten years he sold millions of acres of Illinois land and piled up a fortune.

It was after many years of effort in other lines when F. Wellington Ruckstuhl, the foremost sculptor in America, came to the decision of leaving a \$5,000 job to become a sculptor.

"My father," said Mr. Ruckstuhl in relating his own experience, "was a foreman in a St. Louis machine shop. He was pious and was a deacon in the church. When I was only 14 Moody and Sankey came to town and he made me attend the meetings. I think he hoped I would become a minister. What I did was to go into a photographic supply store. During this time I read and wrote incessantly in my spare time, besides enlarging a view of the statue of Nelson in Trafalgar square into a plaster sketch ten times as large as the picture. But still I did not know my path. I then had a time of writing for the papers and my friends thought I would become a literary man. I tried to analyze myself. 'I am a man,' I said, 'but what am I good for? What am I to make of this life?' I drifted from one position to another, went west, prospected, mined, and worked on a ranch. I went to California and came near shipping to China. In time I reached St. Louis and for a year I could not find a thing to do. I became desperate.

"Finally I secured a position in a store and at the same time I saw a clay sketch. I said to myself, 'I can do as well as that.' I copied it and my second trial admitted me to the St. Louis Sketch club. I told my friends that I would be a sculptor and received laughter and ridicule for my pains. In the time I had outside the store I worked at what I had always loved without half realizing it. A first prize received for a design for a statue of Gen. Frank P. Blair gave me \$150, though when the committee discovered that I was only a clerk in a store they decided that I wasn't competent to carry out the work. The prize and newspaper no-

tices received inspired me, but my father and mother put every obstacle in my way, and I was driven from one room to another and was not even allowed to work in the attic. In the meantime I advanced in my position in the store until I became assistant manager. When I told the proprietor that I had decided to be a sculptor he gazed at me in blank amazement. 'A sculptor,' he said, and he added a few uncomplimentary remarks intermixed with dashes. 'Why, young man, are you going to give up the chance of a life time when I will double your salary? I will give you \$5,000 and promote you to manager if you will stay with me.' But I had found my life's work, although I knew it would be a struggle through poverty until I attained fame. I had confidence in myself, which was half the battle, even though my family and friends laughed me to scorn. Then came the first flush of success when even my father congratulated me, and afterward the student life in Paris. How I look back with pleasure upon those struggling yet happy days."

To turn from art to things more prosaic, it has been one of the evident things of Marshall Field's career that with him merchandise has been a passion. He has loved his store as an artist loves his studio, and during the little taste that he had of the dry goods business as a boy he determined to become a merchant.

"Many a man," says Henry Clews, "has his nose to the grindstone throughout life simply because he has chosen, or his friends have chosen

for him, some business or profession to which he is not adapted, and which he finds is not congenial to him."

G. R. Clarke.

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Absolutely Pure

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You can Guarantee It

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CREDIT MAN AND SALESMAN.**Closer Relations Between These Two Forces Essential.**

Credit men will always believe that credit men are born and not made, and salesmen will always believe that salesmen are born and not made, but the practice or art of both is founded on a scientific foundation.

As your facts are correct, as your conclusions are warranted, so your success is measured. The gathering of these facts is a science—the use of them an art.

Hence, the science of money is the foundation of finance; book-keeping has shaped the science of accounting; transportation, advertising, insurance—all are fundamentally sciences. Science lies back of credit, as it lies back of banking, which is the highest form of credit science. Salesmanship is based on the science of self-knowledge of humanity, a knowledge of goods.

"Credit is a transfer of commodities involving the return of an equivalent at some future time," and you must be sure that you are going to get it, and that it is equivalent. The credit man, therefore, must base his calculations of the desirability of a risk on the chances of getting that return on goods or collateral at a normal valuation.

The scientific man diagnoses a credit proposition from the facts and figures of a man's past and present—not only on what he has in the way of dollars and cents, but what he has in the way of business knowledge. Does the proposed risk know his business? For incompetency ruins more men than lack of capital. He gets facts and figures on the risk's business methods such as, Is the man selling at a profit? And how does he know? For the scientific credit man understands that most cost systems are sops to conscience, and most book-keeping the product of underpaid and overworked hopelessness.

The scientific credit man knows that business is sensitive; it goes only where it is invited, and stays only where it is well treated. He, therefore, considers the advertising, the salesmanship and the competition of his proposed risk. He considers the personality of the management, for morals are important.

He then considers the present financial worth—the present valuation in dollars and cents. The risk that passes such a scrutiny can hardly be a poor one—and no one of you will deny the legitimacy of the requirements. That no one of you applies the entire test to each new account goes hardly without saying. Too many of your propositions are based on confidence—not based on facts and figures, but on the psychological abstractions of your intuitions, or an arbitrary and blind confidence in a lot of figures called a statement.

Scientific credit will be based on a knowledge of the risk's business—what it is and what it should be—for that alone can determine the chances of receiving an equivalent at a future time.

The salesman must be taught. There are two dangers from which

a salesman may suffer. Often the salesman's first object or impulse is to sell the customer all he can make him buy, and the second impulse is to make so favorable a report on conditions that the order will be accepted.

The salesman needs to be shown that he gains nothing by urging his house to speculate; that it is often better to take an order for \$50 worth, instead of one for \$500; that the best way to kill competition is to let it get the bad business, all the cut-price orders.

I have met salesmen who could not demonstrate their goods; they did not know their goods. They sold on the theory of big promises; they were grafters, hot air artists. Any salesman who loads up a customer with too many goods commits a crime against his house, because an overloaded customer is a dissatisfied customer.

It does not pay to constantly make new customers—but it does pay to make old customers grow. The most valuable salesman makes his customers grow by showing judgment in catering to their needs and not to his own.

Business must be organized in every detail in these days of sharp competition. The life insurance business is to-day the most scientifically organized of all businesses. Some businesses have schools for salesmen for the express purpose of instructing them in the use and the selling of the machine or article they are to sell. This method results in the salesmen having confidence in their goods. This is the scientific method, and we have the salesmen as a scientific product of the school.

We realize that a salesman must be more of a credit man than he has been, and that a credit man must

be more of a salesman than he has been.

The process of education can be carried on by the credit man coming into closer contact with the salesman than in the past. The time has passed when the credit man wrapped himself in his cloak of dignity, considering his position too lofty for him to associate with the selling force.

The credit man now takes the salesman into his confidence; he and the sales manager stand close together, they work with a common interest and object. In a prominent house, for instance, the credit man is empowered to offer prizes to the salesman who has the cleanest business. Each month the sales bulletin shows:

Men who had accounts placed for collection.

Men who had accounts overdue.

Men who had clean sheets.

The rivalry among the selling force produces the best kind of results in right selling and right terms.

This method produces solidarity in the force. It produces a complete unity of action. Business houses are commencing to understand that men must be handled like armies. Houses are getting better control of their selling force, because business must be handled quickly and without friction. The days of special favors are rapidly waning. Houses are getting in personal touch with their demand.

Advertising has solved the question of keeping in touch with our demand and owning it. We now own the man's trade for our goods. We can swing it to whom we please. Retailers want us to send it to them. Handling our goods means simply supplying the demand for them. The salesman takes the orders. The credit man picks the men whom he wants in a town. The day of a trust in Providence and second-sight reading

Handle Marguerite Chocolates

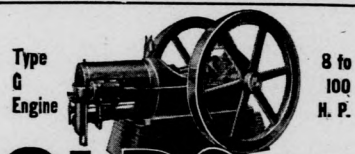
and you will please your customers

Handle Elk and Duchess Chocolates

and you can sell no other

Our best advertisers are the consumers who use our goods.

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**OLDS ENGINES****Economical Power**

In sending out their last specifications for gasoline engines for West Point, the U. S. War Dept. required them "to be OLDS ENGINES or equal." They excel all others or the U. S. Government would not demand them.

Horizontal type, 2 to 100 H. P., and are so simply and perfectly made that it requires no experience to run them, and

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Send for catalogue of our Wizard Engine, 2 to 8 H. P. (spark ignition system, same as in the famous Oldsmobile) the most economical small power engine made; fitted with either pump-jack or direct-connected pump; or our general catalogue showing all sizes.

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IF A CUSTOMER

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HAND SAPOLIO

and you can not supply it, will he not consider you behind the times?

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

of character for credit, and a hot air performance as salesmanship, is doomed.

The crying need of the hour is education in right methods, right systems, and a more complete comprehension of the idea that there is a to-morrow in which we wish to do business. Education has done much for us. But it may do more. Japan owes her present success to perfection of method—to unity of person; Russia owes her failure to a blind faith in mere bulk.

In business blind faith in mere bulk—bigness, capital—is not the strategy that wins the commercial battle. Knowledge—knowing how; knowing the game—will win more battles than mere money will ever win. We must educate.—E. St. Elmo Lewis in Salesmanship.

Money the World's Chosen Standard of Value.

Written for the Tradesman.

"When the hurly burly's done
When the battle's lost and won."

A business man can never count his gains while there is yet a possibility of losses. The ship may signal port and go down alongshore.

Values may never be estimated as fixed quantities. Nothing remains stationary. All things change, and, although subject to change, permanency of form is the great measure of wealth. Even the soil wears out, but it never disappears nor loses its usefulness while man lives. It is, as we often say, both the "habitable globe" and "terra firma." Man himself perishes, the solid earth remains. Fire, flood and wind can not destroy. Still, the continents change, and the sea is never satisfied.

The land-owner! Strange thought, the man owns the land and feels safe; the land owns the man and can wait. Wealth, we discover, is not easily defined. The man makes the thing useful by being. The thing is needful because the man wants. Foods decay quickly and are easily renewed. Value here is immediate, transient, the new crop destroys the price of the old. Failure suddenly creates enormous value, but the product itself, by its very use, is destroyed, and with its disappearance price drops to nothing.

Value in use and value in exchange is a distinction of political economists. At once, on attempting to fix values and establish wealth, confusion arises, contradiction ensues. All things are related to man, man to everything. Comparison alone reveals worth. Change is constant. Labor, time, permanency are components. Life itself is tentative.

The power to make this comparison in the complexity of commercial interests is the measure of a man's ability to make a success.

If man were to suddenly and entirely leave the earth what would remain? Silent cities and abandoned farms. When one man dies what becomes of his toil? It is the heritage of his race. What does the child inherit? The use and control of stored-up labor. As the man builds for the

future so does he leave, to one and all, wealth.

Each generation shall labor for bread; it is the irrevocable law, the immutable decree. He is a benefactor who, supplying present needs, lightens the toil of the future. This is the measure of success.

Although the principle is abstract the application is concrete. Unconsciously the man strives to conquer the pressure of the present, to lay by something that will sustain the future. Civilization is momentum. Life is activity. Wealth is thought expressed, labor crystallized.

Owning nothing, the poor man dies and we say, "He left no property." The manager of a great business dies, the enterprise stops, the affair is wound up. We say: "His estate no more than paid his debts." Each contributed, according to his ability and opportunity, his full effort to current activity. He sustained his share of the immediate necessities, filled an urgent want according to popular estimate. He was not a failure, but he left no wealth. The races of men were better for his having lived, but his children profited no more thereby than those of his neighbor. As we now view it, and as our laws declare, the man's life was not a success.

And so it is that at every step of a man's commercial career he can count his gains only by considering their permanency, by balancing them against the ceaseless loss which accompanies cessation of applied effort.

The building, the machine, the land, the social and economic scheme—system await but the touch of life to renew their force, and these remain. We believe in individualism. We say that it is right that the man shall "put his house in order," that he shall separate his toil from that of the masses, give it fixity, own it, bequeath it, and that this is his "wealth."

The business man should carry this idea with him throughout life. It enables him at all times to take stock of himself.

There are business men by the score, in every center of population, so dominated by their energy, so wrapped up in the conduct of their enterprises, that they can not distinguish between what they own and what they owe. And every one of them is on the highroad to failure.

There are others utterly unable to compare values, to discern uses. They allow crops to waste while waiting for higher prices; they erect handsome buildings in out-of-the-way places; they push trade where it should not go. When the balancing is done their energy and money are gone; there is nothing to show for either.

Money is wealth only by comparison with what we call real and personal property. It has both value in use and value in exchange. Its bulk or quantity does not equal all other wealth because it circulates, and in proportion as it circulates its quantity increases. We use it to denominate other values. It is a

standard, and its usefulness depends largely upon its stability or quality. Using money as a standard of value—or, as we really do, using the standard of value as money—man estimates his possessions.

Gold is the world's self-accepted, commercially-chosen standard of value. But if all property could be converted into gold all men would be poor. Gold is worth what it will exchange for, no more, no less; property the same.

When a man withdraws from active business he depends upon the usefulness of what he owns to sustain him. At any time in his life, according to the commonly-accepted standard, this is the measure of his wealth and his success. In the smallest degree a thorough appreciation of this fact is a precious business qualification.

To be immersed in a sea of affairs is to be in danger of drowning. To own a swamp is to be land poor. To struggle against a weight of debt is to beat the air foolishly. Old goods are poor ballast in a financial storm. Boom values are surely evanescent. A permanent corner is impossible. Never to line up against opposition is to grow weak. The business man who does not know what he is worth—comparative, not cost, values—once a year is unwise. Success is never a foregone conclusion. It only comes when the hurly burly's done.

Charles W. Stevenson.

Welsbach Burners

A good burner is as essential to perfect light as a good mantle. Welsbach Burners are designed to give the most light for the least gas, **and do it.** The cheapest burner will give a fair light for a short time, but don't be deceived by the temporary good light of such a burner put up on trial, as in a few days the mantle will grow dim and blacken, the glassware break, and the burner become useless, and the purchase price is lost.

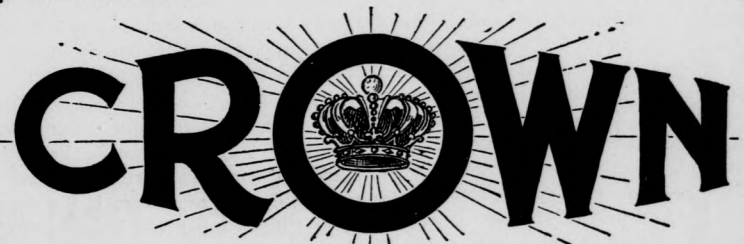
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(a postal with your full address). IS WELL SPENT and will save you many dollars if you think now, or ever, of buying a piano or organ! Seek knowledge about the "Crown" instruments. You should know all about them before you buy any of the many. We can't tell the story here; it's too long, but won't you please ask for it now—to-day—and we will gladly and freely tell you fully all about these wonderfully perfect goods.



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combine all the **proven good** of the past and present, embody all merits and improvements; are built of very best materials by select and most skillful artisans. They excel in tone, touch, style, finish and durability, and have many patented and fine features no other has; are built to endure and to satisfy, **and they do.** We also sell cheap pianos (not our own make) at lowest rates. Fair prices, easy terms, square dealings. We are **not** in any Labor or Capital "trust," but we do trust the people. Your credit is good with us if it is at your own home. Lest you forget, **write to-day;** don't delay!

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"Bent, the straight maker and dealer." Established 1870.

211 A Wabash Avenue, Chicago, Ill., U. S. A.



Necessity of Candor on Both Sides During Courtship.

There are many persons, not lovers alone, but the friends and relatives of those who fain would marry, well-wishers or otherwise, who apparently concern themselves in greater or less degree because of the glamour and general atmosphere of illusion which is more or less an inevitable accompaniment of courtship. In every relation of life there is necessarily more or less make-believe, what children call "play-pretend," and when "Kind sirs sit down to court a fair maiden so shy," their first thought is to appear as well as possible in her eyes. It is the way of the world, the law of nature, and it doth not yet appear how it can well be avoided.

And when "in the spring a young man's fancy lightly turns to thoughts of love," the said young man is apt to become for the time being an altogether different person from his ordinary self. This might do no harm; on the contrary, if the transformation were permanent, instead of, as is usually the case, temporary and transient. The man or woman who really endeavors to be better than he or she really is, for the sake of the beloved, proves true sincerity, and is always elevated by the effort. To seem is, however, quite another matter from to be.

There are comparatively few men who, when they set themselves to work in earnest to woo a woman, are not, however morally upright they are ordinarily inclined to be, to say the least, a little dishonest. They do not know it usually; the dishonesty is involuntary and unconscious. The men have no intent to deceive, but none the less they are dissemblers. There is a natural, and in no degree reprehensible, desire to cut the best figure one can in the eyes of her whom one wishes to win, to put the best foot foremost, and one is apt to overdo the thing without knowing it. It is merely the natural "sprint" which one makes in order to win a race, a pace which is the result of emotion, and which it is impossible to maintain. One is often astounded at the meekness of the most ill tempered men when in the society of women whose affections they seek, while on the other hand, the wrath of patient men, provoked because of injury or insult to the woman they love, is a thing to fear and avoid. In most cases when advice is given as to how to woo a woman, it really amounts to a suggestion that the suitor shall impress her with the belief that he is a totally different person from himself. When such advice is followed is it to be wondered at that when she is wooed and won, the man in all probability lives to regret it?

Ovid said ages ago that "Love is an affair of credulity." The eyes of affection are proverbially blind; still it is not wise to presume too far upon

that blindness. A worldly-wise and caustic leader of society in the last generation used to say that it is never well to attempt to keep a secret from one's husband or wife, unless one is sure that it can and will be kept inviolable. There is proverbially much in the art of putting things, and the first telling is worth incalculably much, sometimes everything. Crispi, the great Italian statesman, once at a dinner party in Paris told the story of an American millionaire who one day confided to him the fact that a young nobleman, whom they both knew, wore a wig. He, the nobleman, was a young man of extremely handsome appearance, and no one suspected that his beautiful locks were not his own natural adornment.

"He told my daughter and myself last evening," said the American; "in fact, he took off his wig and showed us his bald head. We were astonished, and if he had not dined with us, I would have been sure he had had too much champagne. It certainly was absurd!"

"You have confided to me a secret of considerable importance," replied Crispi, gravely. "Allow me to offer you and your daughter my sincere congratulations."

"Congratulations! Upon our knowing that the fellow is bald? You are pleased to be humorous, Signor."

"Not at all," replied Crispi. "What you have told me means that the Count intends to propose marriage to your daughter. He is the soul of honor, and his honor rebels at the idea that the young lady might accept his proposal in ignorance that he wears a wig."

The event proved that Crispi was right. If all men who propose were to take off their wigs, figuratively and literally, to the women whom they sue, they might spare themselves the annoyance and mortification which result when the women discover the bare facts for themselves, as they must do some day, provided they say "yes." In truth, it is not many months since a German judge granted an absolute divorce to a wealthy woman who had married a man who wore a wig, not knowing of his baldness, and having moreover a constitutional antipathy to bald heads.

The advice to tell everything before marriage, and the not telling such things as ought to be told, in all justice and sincerity, are doubtless responsible for much marital unhappiness. One must use discretion, but in any case, it is the lesser evil to tell too much than not to tell what is honest and fair. It is neither more nor less than a swindle (the obtaining of goods upon false pretenses) for either man or woman with a shady past to marry one who is in ignorance thereof. The dead past may have buried its dead, but the ghosts have an unpleasant fashion of arising from the grave and stalking abroad at inconvenient moments. Moreover, deception, willful and deliberate, is an offense which is hard to forgive. It is not pleasant to feel that one has been tricked, and when the treachery is that of "mine own familiar friend in whom I trusted," the betrayal is

bitter, and the wound poignant and deep.

It is a no less pernicious than popular fancy that one does not marry the family of one's husband or wife. It may be possible to be altogether removed physically from one's relatives by marriage, a state of affairs which may not be unpleasant, when it is the result of circumstances, but none may wholly escape their influence. No well informed person, nowadays, doubts, much less denies, the radical effects of heredity, effects so great that in a sense one not only marries the whole immediate family of one's spouse, but becomes affiliated to countless previous generations, any one of whom may have unforeseen influence, not merely upon that spouse, but upon other men and women yet unborn.

It is a grave and serious sin against another to marry that other when one has disreputable relatives, discreditable ancestors to be reckoned with sooner or later. Love is no excuse for the concealment of such disgraceful antecedents. On the contrary, true love would rather a thousand times suffer personal torture than inflict pain upon the beloved. A family skeleton is a grewsome thing, which none has any right to take with him to share the bed and board of another, even although else he must sup sorrow and lie in darkness all his life.

Dorothy Dix.

Office Girl Saves Money by Boarding Herself.

Written for the Tradesman.

"You'd scarcely believe," said the girl who works in an office for \$7 per, "that going home to my luncheon, even though I have to pay car fare both ways and use up fuel to do the cooking, is quite a saving, all things considered."

"Well, it is, and it comes about in this way:

"You see, I am one of the sort of girls who find 'little pretty things' welnigh irresistible. It's mighty hard work for me to get past a store window that contains some dainty little fixin' that just exactly suits my taste or my need without slipping inside, paying the price and walking off with a similar piece of feminine adornment."

"I'm a great hand to want a lot of fancy stocks, belts, combs, pocket-books, fans, etc., to draw on when I am in a hurry to go somewhere. I don't, as a rule, get expensive things, for I don't feel that I can afford such, but in the aggregate I suppose I have spent a lot of money on just what you might call folderols. The expense comes in in the amount of those I bought and not in their great cost."

"I often have thought that this expenditure is throwing good money away, for when the ribbons get soiled I simply have a lot of dirty old stuff on my hands, for they don't look nice washed with soap and water, and I am 'scart' to death to try gasoline since there have been so many dreadful accidents connected with its use."

"I have no one to 'do up' these doodads but myself. I do my own washing on Saturday afternoons after my

week's work is done in the office. I generally get the pieces dry before night and, if I don't have to go down town in the evening of that day, I get them all ironed before I go to bed. If I can't get them all ironed before I sleep I finish them up on Monday or some other evening of the following week.

"Now, I can wash and iron white clothes pretty good, 'if I do say it that shouldn't,' as the countrywoman said. But somehow or other I can't seem to grasp the knack of 'doing up' ribbons nicely—they always have such a 'washed out' look that they are anything but satisfactory after I get through the cleaning process with them. As I said, gasoline I am afraid of. So there I am.

"I buy and buy and buy ribbons and fancy collars, etc., and, I am sorry to say, am extravagant in the wearing of them—I can't rest until I put a thing on and wear it 'every day'—and my dresser gets full of rifruff, that is no good on earth after I've 'switched it all out.'

"About six months ago I made up my mind I would stop taking my meals at restaurants and would see how I liked it to 'board myself.' I find that I do like much better this way of getting along. I am able to have just what I like to eat, cooked as I prefer it, and, what is more, I eat on clean dishes!

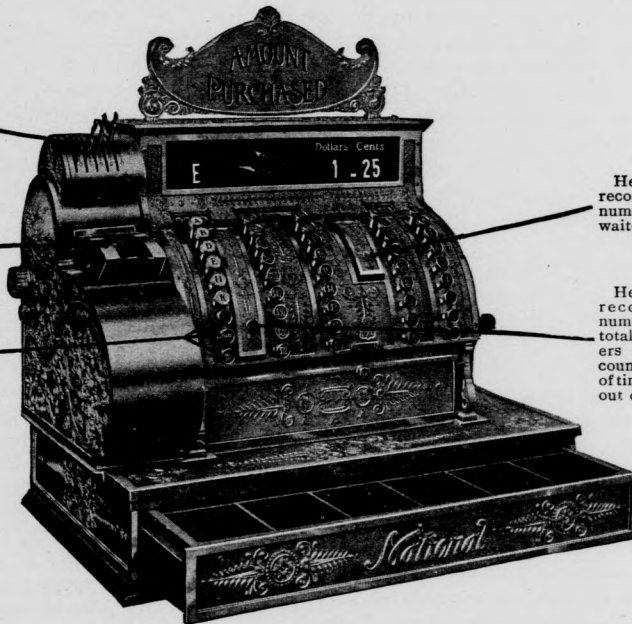
"Of course, keeping house for one's self is no easy task in connection with office work, as it is nothing but hurry, hurry, hurry all the time. But one can't have all exactly according to one's wishes in this world, everything has its drawbacks. But then, everything has its compensations, too; and I must say I enjoy life better now than when I was eating 'any ole stuff' in a restaurant. I was taught when I was little how to cook, and I dote on having my eatables 'just so.'

"Well, I'm getting back to what I started out to say, which is this: That I now have small time at noon to prance up and down the street looking at the pretty things in the windows; and, as I have to do my washing and ironing on Saturdays after I get home from my other work, I never go down town of a Saturday evening unless I am absolutely obliged to; I'm so tired I have to go to bed and rest. So, as I don't get the opportunity to gaze along at the store windows, I am not tempted to buy, buy, buy all the time, the way I used to be. And I find that it is really quite a saving. The way I managed, I now find, made too big a hole in my much-needed earnings. I buy good wholesome food, and I can allow myself a little luxury now and then—some tidbit which I could not have did I pay out all my spare change for the small accessories of dress. Besides—and this is the best part of the 'new leaf'—I have been putting some of my earnings into the bank each week; so it is not imagination on my part that I spent too much money on little articles that did me no good and were so perishable that they soon got to 'looking like thirty cents!'" T. A.

These levers keep track of credit customers. Also keep lot and size, stock numbers or cost and selling prices.

Here under lock for proprietor is printed record of every transaction, including cost and selling prices, lot and size numbers, etc.

Improved way of handling the credit sales, money received on account and money paid out. Makes it impossible to forget to charge.



Here under lock is record showing total number of customers waited on each day.

Here under lock is a record showing total number of charge sales, total number of customers who paid on account, and the number of times money was paid out during the day.

MAKE up your mind today that you are going to let automatic machinery take care of your greatest troubles. You cannot afford to waste time and energy doing things that a machine will do just as well.

-----Cut off here and mail to us today-----

National Cash Register Company
Dayton Ohio

I own a _____ store. Please explain to me
what kind of a register is best suited for my business.
This does not obligate me to buy.

Name
Address
No. clerks

Initiative Counts Most in Active Business Life.

Written for the Tradesman.

"That's a good idea," said the hardware dealer. "Some day I'll work it out."

"Work it out now," said the hardware dealer's brother.

The merchant shrugged his shoulders and sat down on a box of stove castings.

"I want to go at it with a clear mind," he said, "and I'm dead tired now."

The brother thrust his hands into his pockets and walked meditatively up and down the store floor, noting how things had gone quieter since his last visit. The brother was something or other in a big city bank, and wore diamonds, and came out to the little country town about once a year to see how the merchant was getting along. It usually didn't take him long to find out, for the brothers had shared their pocket money as boys and had never quite gotten out of the habit of helping each other, although of late years the help had all been going in one direction.

He came back to where Bob—they were never anything but "Bob" and "Jim" to each other—sat on his box of castings and looked down at him with a smile.

"Do it now," he repeated.

"Oh, I've heard that before," said Bob. "There's always some exasperatingly energetic person to butt in. I want to do things when I can do them best, and that is after I have arranged and ticketed them in my mind. You would stand behind Edison with a goad and expect him to invent to order. You're all right, Jim, but the microbe of business is eating you up alive. You're wearing yourself out too fast."

The banker brother, who looked fresher and more contented than the hardware brother, laughed.

"My son," he said, "permit me to deliver unto you a sermon. The text of this sermon shall consist of one word. That one word is 'Initiative.' In the brutal vocabulary of commerce it means, 'Do it yourself.' It expresses the quality that makes the wheels go round—that enables the people of the Far East are going to do about things in general without waiting for the mails. It's another word for the live wire that goes around the world and dodges off into all sorts of corners and odd places. It's the quality that does things."

"We have a lecture course here this winter," laughed the hardware man. "Suppose you come out and let others know about this Wonderful Thing."

"To tell you the truth," said the banker, "we don't care to have the general population of the world too energetic. Some one once said that human thought is all on one circuit, and if this is true there wouldn't be enough vim to go around with the whole world jumping into things. That would make it harder for us to get what we want. Now, about the lecture on 'Initiative.'"

"You are walking or riding and

you get an idea. Perhaps something or somebody suggests it. Perhaps it just pops into your head from some pre-historic brain cell never opened before. Anyhow, you get the idea, and you promise yourself that you'll develop it some day. You think that if you keep your mouth shut there will be no danger of losing it.

"But you don't know the world if you think that. It may be that a thought, even when unexpressed in words, leaves its imprint on the air, like a note of music, and goes on forever, as some say music does, digging its way into other brains and making the owners believe it original with them. I don't attempt to understand the proposition, but I do know that when a man gets an idea he had better get what he can out of it as quickly as possible. If he delays he'll see the thing he believes to be locked securely in his own breast in the market places with some other fellow's name on it, and the money it made in some other fellow's pocket."

"You are too imaginative for a banker," said the hardware man.

"Oh, there's nothing imaginative about this," was the reply. "It isn't even speculative. We all know that when an idea strikes the earth it breaks out in a hundred different places at once. Now, this idea you have about improving the coal stove is all right. During all the years coal stoves have been in use no one has thought of the attachment you suggest. But the thing is out now, and you will hear from it before long. Patent it now if you want to realize on the idea."

"When you get any notion in your head that looks good to you go at it. If you don't, you'll see some other man's name on it, as I said before. It is no good to follow. The man who takes the initiative is the man who wins. Look here—I can improve on half the articles you have in stock, but what's the use? Hundreds will be doing the same thing. The world will have imitators to choose from, that is all. The original is the thing."

"How many times have you seen success won with an idea that had passed through your mind long before you saw the finished product? The initiative is the thing. Get there first. If you have a fight on your hands get in the first wallop. Don't wait for some one else to help you study out a thing. Do it yourself. Remember that the invisible currents of the air may now be carrying your attachment notion to some receptive brain—the brain of some other fellow who won't sleep until he has protected himself. Take the initiative. Do it now."

The hardware man laughed at his brother's earnestness, and they went out together for a day's fishing. He forgot his stove improvement for a long time and then when he thought of it again he hadn't time to work it out. A year later he received a letter from his brother, one sentence of which read as follows:

"By the way, there's a new stove on the market. It has the attachment

we talked about a year ago. Did you ever act on your idea?"

Then the hardware man sat grimly down and wrote a series of resolutions, after the manner of Buster Brown. The resolutions disclaim any knowledge of invisible air currents or of ideas traveling about on them but they are strong on doing things without waiting. Alfred B. Tozer.

Water-Glass Process for Preserving Eggs.

The process consists in making the solution of the silicate in hot water, of about the consistency of syrup. The eggs, after carefully removing dirt, filth, etc., are then coated with the solution either by immersion or by smearing the solution on them. To be of service the coating must be complete. The water-glass, on drying, forms an impervious coating, which, by keeping out the atmosphere, prevents the entrance of the germs of decay and putrefaction. After coating the eggs should be packed away in fresh charcoal powder that has been thoroughly dried, or a mixture of this and bran. Eggs so prepared are said to keep for a long time. It has been said that if eggs are immersed for a few seconds in boiling water, just long enough to kill the germs on and in the shell, and to produce a very thin layer of coagulation just next to the shell on the inside, they will keep indefinitely.

Martin Neuss.

Saints are more than pickled sermons.

Duck and Corduroy Coats

With Blanket or Sheepskin Lining

Our Stock is Very Complete

Prices Right

Brown & Sehler Co.

Grand Rapids, Mich.

Wholesale Only

You Can Make Gas

100 Candle Power Strong at

15c a Month

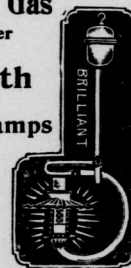
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Brilliant Gas Lamps

We guarantee every lamp

Write for M. T. Catalog. It tells all about them and our gasoline system.

Brilliant Gas Lamp Co.
42 State St., Chicago



NEW YORK CHICAGO ST. LOUIS DENVER SAN FRANCISCO

CABLE ADDRESS—GOLDS

LOCAL & LONG DISTANCE TELEPHONES

NEW YORK & ST. LOUIS CONSOLIDATED SALVAGE CO.

INCORPORATED UNDER THE LAWS OF THE STATE OF MISSOURI
CAPITAL STOCK \$10,000 FULLY PAID

ORIGINAL SPECIAL SALES SYSTEM

ADAM GOLDMAN, President & Genl. Manager

HOME OFFICES, GENERAL CONTRACTING AND ADVERTISING DEPARTMENTS

Century Building, ST. LOUIS, U.S.A.

The recognized, most reliable and most trustworthy corporation conducting special sales. We prove it by outclassing any other company following us in this line of business. Write any jobbing house you may be doing business with for reference.

New York & St. Louis Consolidated Salvage Co.

INCORPORATED

Home Office: Contracting and Advertising Dept., Century Bldg., St. Louis, U. S. A.

ADAM GOLDMAN, Pres. and Genl. Mgr.

The Beauties of Nature and Its Harmony.

Written for the Tradesman.

The world we live in is a most beautiful one, and I doubt if we could have made a better selection could we have chosen our own planet. Who would, or could, criticise the arch of the blue sky, with its fleecy clouds driven by the winds and caused to fall on the thirsty pastures; or the crest of the wave with its crystalline flash, or the curve of the snow-bank where the merry children coast. What is more beautiful than the fern leaf penciled by frost on the window-pane, or the supposed sunset, or the brooks rippling by in gladness, as they wend their way to the river. Then this body takes up its course, and winds among rocks, through rapids and onward, occasionally flowing through lily beds, thence to the sea, and again surges onward until it reaches the mighty ocean.

While we notice the still waters of the lakes we note the contrast to the sea, with the music of its resounding waves, its fresh air and the sublime lesson it teaches.

Sometimes lying like a sleeping infant, then the waves roll up and curve in graceful forms only to fall at our feet on the shore.

At last we behold the broad expanse of the ocean, with its never-ceasing surging tide, ever ready to carry onward the ships of progress and to aid the swift connection of countries. The waters, on their way to the ocean, turn the millwheels of our factories, and give up quantities of fish which supply our lands with food.

The great sun (our source of light and heat), the moon and the twinkling stars, countless as the sands of the sea shore, illuminate the night.

Passing through the air we find a power, electricity, giving power to move cars and makes quick communication with those miles away, with instant reply.

Looking up we observe great masses of rocks, some even looming beyond the clouds, and if we were to stroll along their sides we would find springs of pure water and places where Nature had deposited soil, this being covered with trees, under which the weary traveler might rest before toiling onward.

We find deer abounding in these

forests, and, coming down its hill-sides, we would find fertile valleys with orchards filled with fruit, and in its meadows the kine and lambs would be grazing.

Underneath these lands we have coal beds, and precious metals, some of which are used as a commodity between people, and still others to make useful articles to run our establishments and households.

Then there are the brick, stone and lime quarries on and from which our dwellings are founded.

We also find oil beds, useful in many ways.

Beyond these fertile lands we behold great deserts without vegetation.

Beautiful is the scene when summer drops into autumn, and, harkening, hear the song of merry birds as they rustle among the falling leaves of various tints.

Then come the gentle snowflakes, covering the sweet flowers, every one, and putting them to sleep, to keep them safe through the winter days.

These days roll on, bringing us nearer to springtime, when we will again hear the warble of birds and gaze on the vegetation coming up with renewed life.

At last the change has been wrought and the frozen earth is blessed with the sunbeams. All hearts rejoice as they gaze on the frozen land turning to foliage of green.

Then the warm spring rains, descending, bring forth all vegetation and sweet May blossoms.

We can then hear the cooing of the doves and the humming of the bees as they revel in glad sunshine.

Oh, who could doubt that the Creator of all this must be the perfection of loveliness and glory!

Of course, there are obstacles, but they are overwhelmed by good, and then if it was not for the bitter we could not appreciate the sweet.

Life is as we make it. So let us deem our beautiful land as it really is, a Garden of Eden, and thus we will find heaven on earth.

Let us thank the Divine One for creating this paradise, and lastly creating us and placing us in its midst to enjoy its peace and blessings.

Lucia Harrison.

The pure in heart never stop to thing about it.

Regaining Lost Customers.

In every business, there are some customers lost, the number depending on the nature of the business and the carefulness or carelessness with which the old accounts are traced. A firm will open an account with a house, buy regularly for a while and then drop out—why? Conditions change. The buyer finds it to his advantage to purchase elsewhere.

In many lines of business, where there are a great many accounts, there is a lack of system in tracing these customers. In the wholesale grocery business, where the line of goods carried is large and varied and where the accounts are multitudinous, each clerk usually has his hands full of routine work.

With the bound ledger the active accounts are carried to a new book when the old one is discarded. If the loose-leaf or card ledger is used, when a customer becomes "deadwood" his ledger sheet or card is filed away in the transfer file and may never again be thought of, unless, by chance, that customer sends in an order or inquiry. Apparently no thought is given to whether the customer is still in business or whether the account is still desirable. The supposition is the salesman is on the ground and covers his territory. Most salesman, however, after they have established a trade, have a tendency to degenerate into "order-takers," which is far from salesmen.

To follow up these customers when the old accounts are carried to the transfer file, retain the ledger leaves

on the desk until they can be thoroughly looked up as to whether or not they are still desirable credit risks. Send a list of each salesman's customers to him, asking the reasons for their not buying and whether he thinks they should be solicited or not. From this list, carefully revised by the credit department, a card mailing-list is made up. Next get out a series of three circular letters, leaving the date, name and address to be supplied by a stenographer. Make the letters terse and to the point. If the first letter fails to elicit a response, send the second and third at proper intervals. Inclose suitable advertising matter with each letter.

By this system many firms have reclaimed more than fifty per cent. of desirable old accounts, some of which had not been sold for years. These accounts otherwise would have been filed away and possibly never again heard from. It is these small savings, whether in the expense account or in the loss of valuable trade, that add largely to a firm's profit, and the clerk who devises and puts into execution plans for such work as this adds correspondingly to his value and usefulness to the firm that employs him.—David Lay in System.

In a Barber Shop.

Bald-Headed Man (with a hair fringe)—Can you shave me without removing my collar?

Barber—Yes, sir; and I can cut your hair without taking off your hat.

This is



the Sign

That Guarantees Good Service

The best is always the cheapest. It pays to use the Long Distance Telephone because you are there and back before your slow competitors, writing, telegraphing or traveling get started. 4,000 subscribers in Grand Rapids. Are you one of them? Call Contract Department Main 330 or address

Michigan State Telephone Company

C. E. WILDE, District Manager, Grand Rapids

Here
It
Is
At
Last!

A FLYER!!

\$35

FOR THIRTY DAYS ONLY we will ship to enterprising merchants our famous American Hollow-wire System, consisting of four No. 5-LP Lamps, 5-gallon steel tank and pump as illustrated and 100 feet of hollow wire for only \$35.00. Don't miss this opportunity to provide your store with a 2500 candle power light.

WHITE MANUFACTURING CO., Chicago Ridge, Illinois
182 Elm Street

The
Light
That
Draws
Trade

SHOES

Advertising Scheme Adapted To Nearly Every Locality.

Speaking of new ones, new ones in the advertising line, I mean, are there any caterpillars on the shade trees in your town? What! None? Well, there will be some time.

Perhaps not this year or next year, but some time they'll surely strike your lovely little village, and the village papers will talk about how everybody ought to work together to save the shade trees, and the school children will be competing for prizes as to which grade will deliver to the village council the most cocoons, and there will be regular salaried men spraying the trees and smashing worms and otherwise fighting the pests.

One out of every three readers of these, my words of prophecy, know all about the shade tree pest already, for they are spreading everywhere—the caterpillars, I mean, not the readers—although, I suppose it is true in both senses, the way newspaper circulation keeps growing.

The caterpillars will reach your town some time, if they haven't yet, and when they do, be ready with this new scheme of ours.

We've got caterpillars now, and this year we have handed the villagers the neatest little advertising scheme we have ever put out.

One of the ways householders have of fighting the pests is to encircle each shade tree in front of the house with a band of sticky flypaper. Mr. Caterpillar crawls up the tree as far as the flypaper, but can't cross. Another scheme is to put a wad of cotton batting around the tree. The worm finds such a nice ready-made nest that he builds his nest right there and doesn't go any farther, and by and by, just before the new crop comes on, the bands are taken off and burned.

Another plan is a combination of the two: A paper band of fly stickum lined on the under side with cotton. These bands are a good bit of trouble to manufacture, and considerable expense to buy, so the plan I got up was to furnish householders in the village free with nice bands of wide, heavy paper, lined with a strip of cotton flannel, or batting, a smear of stickum on the outside, through which our advertisement in the blackest of black printers' ink, showed plainer than the automobile advertisements next to pure reading matter, jumping on billboard advertising in the Ladies' Home Journal.

The bands don't cost much to manufacture. At first we got them up ourselves. Bought cotton, and cut it into strips, had the heavy paper printed by the local printer, glued the cotton on the back, and then went around and put the bands on ourselves. For the stickum we had the local druggist mix up some dope he said was right, which we smeared

over the band with a brush, after we got it on the tree.

Just think of having good shoe advertisements for Laster & Fitem on eight trees right in front of the residence of the mayor of Lasterville. At first we printed our advertisement in a single line, which ran entirely around the tree, but after a time we learned wisdom and made separate advertisements about a foot long, each, so that no matter from which side you approached the tree you got a complete advertisement.

Later on the hardware man came over and asked why he couldn't go into the scheme with us. He could, and shared the expense, and got every other advertisement, and by and by the druggist wanted to come in, and our expense was reduced to one-third, and still we had an advertisement on every tree of three feet around and over. About this time we began making the bands in long strips which we could cut off in lengths to fit a tree so that there was no waste or lapping, and we had them printed at a city house which did the work in rolls on a cylinder press, and furnished the strips to us at very low prices, with the advertisements printed one to every foot alternately, but we still put the cotton on ourselves and send out men every month to renew the bands, collect the old ones and burn them.

Lasterville's shade trees certainly look funny now, and every tree is a continual advertisement all during the caterpillar season.

I think next year that we will enlarge the syndicate to eight or ten the demand for the bands is so great and even then, with the large number of trees our advertisement would occur often enough along the streets. It will save expense, and as long as the businesses which are represented are non-conflicting, I don't see that it will make any difference, particularly as, being the originators of the scheme, it is generally credited to us. That is one reason why I would advise doing it alone at first, even if the expense is a little large on the start; sop up the credit, and then share it with other non-conflicting businesses.

Even the farmers have been coming in for protection, but we have had to draw the line there. We have offered to give them enough bands for the shade trees along the road, but to furnish enough for their fruit trees was asking too much. Of course, they have understood this when it was explained to them, and we have turned this into good business, too.

Each one of the merchants interested in the bands has got out a premium scheme, giving so many bands free with every ten dollars in trade. In addition we have offered them for sale at a price which is low, but still about 20 per cent. above what they cost us. Of course, we do not bother to put advertising on these bands.

Altogether our band advertising has been a pretty good scheme and in the long run it isn't going to cost much.

And that brings me to another country advertising scheme which is akin to the bands. Until recently I have never been satisfied with any

A Good Many Men



want a shoe with stuff in it—something they can wade through mud with and tramp over frozen ground with.

Hard-Pan Shoes

for men are the shoes that meet the demand. Every season the demand for them increases the limit in value. Every pair sold means a friend made. Lots of orders are now in. Don't remember seeing yours yet.

Made in fifteen styles and for boys as well as men. It's a mistake if you don't order a case right now. Our name is on the strap of every pair.

The Herold-Bertsch Shoe Co.

Makers of Shoes
Grand Rapids, Mich.

Leather Top Lumbermen's

To Ship at Once

Men's 8 inch Top Tuff Soo R. E.....	\$1 90
Men's 10 inch Top Tuff Soo R. E., Rawhide Lace.....	2 05
Men's 14 inch Top Tuff Soo R. E., Rawhide Lace.....	2 30
Men's 18 inch Top Tuff Soo R. E., Rawhide Lace.....	2 60
Boys' 8 inch Top Tuff Soo R. E.....	1 53
Youths' 8 inch Top Tuff Soo R. E.....	1 37
Men's 8 inch Top Old Colony Gum Soo.....	1 50
Boys' 8 inch Top Old Colony Gum Soo.....	1 20
Youths' 8 inch Top Old Colony Gum Soo.....	1 05
Men's 18 inch Waterproof Canvas Top Tuff R. E. Soo...	2 35
Boys' 16 inch Waterproof Canvas Top Tuff R. E. Soo...	1 90
Youths' 14 inch Waterproof Canvas Top Tuff R. E. Soo...	1 75

STATE AGENTS

HOOD RUBBERS

Geo. H. Reeder & Co.

Grand Rapids, Mich.

country advertising except big painted signs, painted lettering on fences, mile posts, advertising board signs, and the name signs I told you about a while ago, but lately we have been using a new one.

I have learned one thing, and that is, that it isn't necessary that a country road announcement need be very large. I learned it of the local bill poster, who has been putting up some baking powder advertising printed on a sort of waterproofed cardboard, yellow background with the advertisement printed in black.

He had only one size about the width of an ordinary fence board, and two feet long, but when I went gunning for them I had them made in three sizes, the one mentioned, twenty inches long by one foot high, and sixteen inches long by nine inches high.

We have had these printed by the thousand. We tack them up everywhere. The firm which does the work for us adds a cut of a shoe on each one, and when we put them up we get them as close to the street or road as we can.

A fence, even a fence post, an old building, trees, sheds, almost anything that you can get a tack into, will take one of the three sizes, and I have been greatly surprised to find how long they last and how they catch the eye. Of course, it is a summer day's diversion to drive around the country putting them up.

All of this is advice to save up and get ready for next year, but—

Here's one that is seasonable:

It isn't original with us. I wish that it had been. Ball & Instep thought of it first, and it would be butting in for us to use it, but you may be the first to use it in your town.

Lasterville is a great place for semi-public dances. Not the common sort, you know, but popular dancing parties on a large or small scale. For instance, the State armory, or one of them, is located here, and every two weeks they have a big dance, when a hundred couples or so attend. Then the firemen have dances in their rooms, and in one or two of the neighboring country towns there are held occasionally what are called "hall dances," run, sometimes, by church societies, sometimes by charitable associations and sometimes by social and dancing clubs.

Usually these affairs are run as economically as possible, and to save the expense dancing cards are usually dispensed with. Now, you know, all men and most girls long for a dancing card party so that their dances may be booked ahead as much as possible, and partly as souvenirs, and it occurred to Charlie Ball that here was a good opportunity for doing a favor, and getting a little lasting advertising at the same time.

He went around to a lot of the ringleaders in these affairs and offered to furnish dance cards free for each dance, provided that he was permitted to use all of the last page and part of the first page for neat advertising.

He had no trouble whatever in getting the privilege, and his announce-

ments, printed on the dance cards of the opening ball at the armory last week, when 200 couples danced for six hours, must have been good business booming.

From each of the committees that he called on he got the idea of about how they liked their dances arranged, how many, and all that, and then he printed two or three thousand of that particular sort, with blank spaces on the front of the neat four-paged card, for the lady or gentleman to write in the event and date, also blank for the name of gentleman and lady who attended together. For instance, at the armory, they alternate waltz and two-step with the lancers every tenth dance. The firemen like waltz, lancers, two-step, quadrille, and so on, in about that order, and out in the country most of the dances run, quadrille, waltz, quadrille, quadrille, two-step, money musk, Virginia reel, waltz, quadrille, two-step, quadrille, etc., or something like that.

Charlie told me the other day that he now had five assortments or dances in stock, and when the committees come to get their programmes now, which about all of them do, Charlie trots out his samples, they look them over, and he supplies them with the number they require of whichever assortment of dances they prefer.

Some of his cards are made very pretty, but he has not fooled away any money on buying the special blank cards, embossed and otherwise put out by the printers' supply houses. All of the work is done right in our local job offices from sheet cardboard. A few tiny half-tones that he has had made have been used, and some stock society cuts which the office had on hand, and the result is a very neat card at a very low price when ordered in such quantities. For some very special occasions he has got out special cards, but he says that he hardly thinks that this pays. The stock cards do.

The advertising he puts on is neat and clever. The cuts used are of fancy slippers, etc., and the wording is interesting besides being advertising.

That makes three of a kind. Next time I write I hope for a full house.

The fall trade is the best we ever had and white goods are going to sell again next season.—Ike N. Fitem in Boot and Shoe Recorder.

Electricity Awakens India.

An electrical awakening in India is supplementing the hydroelectric stations at Mysore, the largest in Southern Asia, with big plants in the Punjab. The power is to be generated on the Bari canal and transmitted over a distance of seventy miles to Lahore and 100 miles to Amritsar. Coal at these cities now costs from \$5 to \$6 per ton, so that the low price at which electric power will be supplied is expected to lend great interest to industrial enterprises at Lahore and Amritsar. Another London association has been formed to develop hydraulic power in the Jumna River, and to transmit electric power to Delhi, 140 miles distant, and possibly to Simla, ninety-five miles distant in the opposite direction.

Buck Sheep

with wool on



6 in. Lace	- - -	\$6.00 per dozen.
8 in. Lace	- - -	8.00 per dozen.
15 in. Boot	- - -	13.50 per dozen.

We carry a full assortment of warm goods, Leggings and footwear.

Hirth, Krause & Co.
Grand Rapids, Mich.

Our "Custom Made" Line Of

Men's, Boys' and Youths' Shoes

Is Attracting the Very Best Dealers in Michigan.

WALDRON, ALDERTON & MELZE

Wholesale Shoes and Rubbers

State Agents for Lycoming Rubber Co.

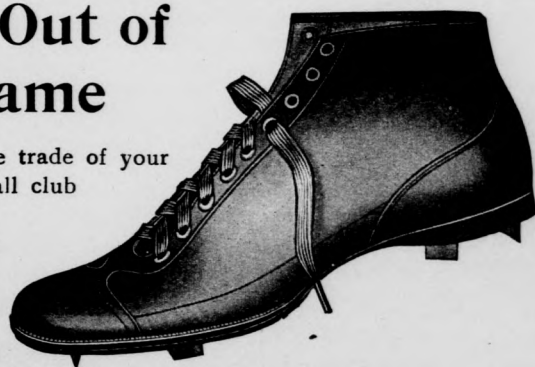
SAGINAW, MICH.

You Are Out of The Game

Unless you solicit the trade of your
local base ball club

**They Have to
Wear Shoes**

Order Sample Dozen



And Be in the Game

SHOLTO WITCHELL
Everything in Shoes

Sizes in Stock

Majestic Bld., Detroit

Protection to the dealer my "motto"

No goods sold at retail.

Local and Long Distance Phone M 2226

FAST FREIGHT WORK.**Railroads Do Not Keep Up with the Times.**

Written for the Tradesman.

"I've lost half a ton of live chickens," said the commission man.

"That's exasperating," said the clerk at the railroad office.

"The other day I lost a whole car-load of fruit."

"That's worse."

The railroad freight clerk was not sympathetic. He lounged back on his stool and grinned. He carried a look which was a wish that the shipper would go away and leave him alone. One often sees that expression on the faces of those who are supposed to wait on the public.

"I suppose those chickens can get along for a week or so more without food or water," said the shipper.

"It's too bad," said the clerk. "Where do you think they went to? I'm sure they haven't arrived here."

"I'm not a mindreader," said the shipper, angrily. "If I was I wouldn't have anything to work on around here. It's up to your company to find those chickens."

"You might go through the freight shed and look for them," said the clerk. "Might have come in on a late train."

"Do you mean to say that you don't know whether they are here or not?" demanded the shipper. "Don't you keep records? I suppose you think that if I wait long enough I'll see a big Bramapootra rooster come walking in here with a polite request for water for his wives."

"If you think I've got your chickens, you may search me," said the clerk, signaling to his associates with his eyes, just to call attention to the fact that he was defying the unbearable public.

"Oh, I don't suspect you," said the shipper, angrily. "These hens are farm-raised and possess good manners. They wouldn't stay with you on a bet."

The shipper turned toward the door and there saw a business associate doubled up with laughter.

"What's the matter with you, Dan?" he demanded. "Think there's something funny in having half a ton of chickens die of thirst on this antediluvian old road?"

"It struck me as being funny that you should ever expect to see them, once being lost. If this company lost a station house it couldn't find it. If a thing doesn't go right straight, smack through from the start, she's a gonner. There is no system. Why, if the business men who are obliged to patronize modern railroads should handle their affairs the way the railroads do, there wouldn't be any business for them to do."

"Mighty strange," said the shipper. "Everyone finds fault with the railroads, and justly. They don't keep up with the times. They do things by guess. It is an agony to do business with most of them. The public is not well served."

"I have given over the idea of getting freight on time," said the other. "In any other line of business I can make calculations, but I can't when

figuring with freight men. Accidents will happen, but I do not speak of special cases of failure on the part of the companies. It is a wonder, a thing to talk about, if goods get through on time. The express companies have no such trouble. The railroads could do as well if they took the same precautions."

"I understand that the manager of these companies want to serve the public well," said the shipper, reflectively. "The fault must be with the men employed. The system appears to be all right, if you sit down and look at it when you haven't got lost goods out, but somehow the results are not what they should be. I do not kick on short delays. What I object to is having a large consignment lost—just dropped out of sight."

"Not long ago I had some goods to ship South. They did not arrive. It was a week before I could get any attention at the freight office. Then I found that, by mistake on the part of a cheap truck man, the goods had been loaded into a car going north. That looked easy to me. The goods were found. I waited a week. I waited three weeks. In about six weeks the goods were delivered."

"Now, I took some pains to find out where they were all the time. They were first shipped to the wrong place. Although the address was plain and they were often enquired for, they lay in that freight office ten days before they were taken out. Then, instead of being sent on to their destination, they were unloaded here. They lay at the freight office here ten days, with enquiry being made every day."

"Then they were started along. They were taken off at a transfer point and left there two weeks. Then they were shipped on past the place of consignment. When they did get to the freight house to which they were shipped, they were lost in the shuffle and it took three days to find them. Now, just think of any one but a railroad company doing business like that. Why, a man in my line, to do such things, would be driven out of the trade. Why don't the roads take a brace?"

"I guess they need more men or better men or a better system," said the other. "You hear nothing but kicks from business men. If every man who had anything to do with the delays in the case I have referred to had been discharged, and the cause of the discharge made known, there would have been better service on that road for a time at least. An employe can't keep his place and make such blunders in any other business. Think of a road losing household goods and refusing to pay for them for two years on the theory that they may be found! That is a lot of satisfaction! If you sue the company you get only delays. It looks like a hopeless case, one which competition alone can cure."

"Well," said the shipper, "I'll go and duplicate my order for the chickens, and that means another suit. Fine business, this."

Xtra Good

The shoes we make are of many kinds, each of which is extra good. You may not be able to use them all. But no matter where you do business there are some shoes in our line that it will pay you always to have in stock.

Solid comfort from the start, excellent service to the finish—that is the life history of our footwear.

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

It is Admitted

by thousands of the leading shoe dealers all over the country that the

Walkabout Shoes

The \$3 Shoe With a \$5 Look

are the best selling shoes they ever carried in stock. They never have a dissatisfied customer.

We have a proposition to make one dealer in each town. Better write us and become one of the satisfied ones.

MICHIGAN SHOE CO., Distributors
DETROIT, MICHIGAN

And a thousand business men are thinking the same thing.

Alfred B. Tozer.

The Successful Man Must Be an Egotist.

Written for the Tradesman.

There are thousands of young men—and young women, too, for that matter—working in the retail stores of our country who are dreaming of the day when they will be successful business men and business women; when they will own stores and have people working for them instead of their working for some one else. To these columns of advice, some bad, some good, are being written daily; but it is mostly upon the old lines. Honesty, hard work and that sort of thing, they are being told all the time, will win them success.

What is the use? They know this already. The young man who does not realize this before he ever starts to work has small chance of success. There are a hundred and one other things that the young man must practice, to be successful. Not the least of these is egotism. This sounds like dangerous advice to give to any one. On the contrary it is good advice. One of the greatest faults with young men who are starting on a business career is that they have not egotism enough. If a man has a belief in himself, a feeling that if he starts to do a thing he will succeed, he stands a good deal better chance of winning out than the young man who is modest. The man who is not sure that he has the ability to get ahead in any line of work should never go into that work, because, until he is sure that he has picked something that he can do well and is sure of being successful at it, he is not going to throw himself body and soul into it.

By egotism is not meant the thing that makes foolish young people set themselves up as know-it-alls but the thing that makes them feel that they have a place in the world, that by hard, earnest work they will rise to that place and, once there, have confidence that they will fill it well. A man who is not egotistic enough to feel that he is somebody, that he really has an important place in the world to fill, is not a good man to bet on for a winner or even for place. A man who is not sure of himself goes into a thing and carries it on in a half-hearted way, in the nature of an experiment. He does not quite know whether he is good for anything or not. He has no confidence in his ability to grasp a problem and wrestle with it. It requires exertion of the most strenuous sort to get ahead nowadays, and the man who does not feel that he is going to be the victor in the long run doesn't feel that the effort that he is required to put forth is justified by the rather doubtful end. Consequently he is lukewarm. He never does his best. He is thinking all the time that if he proves a failure he will regret the time and energy he has spent.

After a man has satisfied himself that he has picked the right course, after he is satisfied that he is now on

the road to success, he "digs in," to use an expression that is exceedingly forceful, although at variance with good English. The man who says, "I will win!" in nine cases out of ten does win. In his own mind he is some one. He amounts to something. Although but an atom in the world, he believes that he can be an atom that will amount to something and leave a place vacant, no matter how small, when he is gone.

There are egotists and people who are "stuck on themselves." Many persons would place both in the same class; but such an arrangement would be unjust to the egotist. The right sort of egotist is a man to tie to. He is going to get there. He feels that he has a chance of success and that he can do something. He does it. There is little chance of the business egotist losing by it. Many advance the theory that such a man would be unwilling to learn. He would be too sure of himself and of the success of his own methods.

Such, however, would not be the case with the man who was sure of his ability to succeed in the long run. His confidence of his own worth would make him all the more liable to watch the methods of others, as he would see that by so doing he would benefit himself in the end. The proposition as a whole would loom up before him too large to allow any small intermediate thing to interfere with a rapid and successful traversing from the beginning to the goal of his ambition.

To the clerk in the store, bound as he is, even, with the stereotyped methods of the science of selling, this little dash of egotism can be used very handily. He should not be afraid to use new methods in his work, to introduce new ideas in everything he does. There is many a man occupying a poor position to-day, when he might be occupying a better one, simply because he did not have backbone enough or sufficient belief in himself to broach new ideas which ran through his brain. The constant fear that this would not be a success or that something else might not be met with favor has kept him from advancing new theories that, if brought to the attention of those in power, would have been the making of the intelligent but faint-hearted person. If the great thinkers of the world had not had sufficient confidence in themselves to advance new ideas in the face of the scoffing pubtitudes where would we have been in regard to advancement and modern improvement? The world loves the thinker and the doer, the man who is dominant, who is sure of himself and confident. The percentage of people who are content to be led is so large that when a man comes along who is egotistical enough to feel that he is a leader they feel the force of his magnetic, I-can-do personality and meekly fall in behind.

Be an egotist. Feel that you are all right, that you are good for something and have a place in the world and can fill it, and the chances for success are multiplied an hundred-fold.

Burton Allen.

The Best Thing To Kill Flies.

Charles A. Laub, a Cleveland druggist who has a store in the apartment building at Payne and Willson avenues, recently tried a new method of ridding the store of flies. He brought out the fire department and incurred the temporary enmity of many of his neighbors.

He closed his store and placed sulphur in tin pans about the store. The sulphur—there was a quantity of it—burned well. The fumes began to ascend, much to the discomfort of the flies and of the people who were sleeping in the apartments over the store. Someone believed the drug store was on fire and turned in an alarm. The firemen burst open the doors, and after stumbling about with their hands over their noses for a few minutes, discovered the cause of the trouble and unceremoniously dumped it into the street.

A committee waited upon Laub, and he declared that their coming was entirely unnecessary, as he had concluded that fly paper was the best thing to kill flies with.

Commercial wisdom lies in anticipating the wants of customers.

To abuse privileges is the quickest way to get them curtailed.

ESTABLISHED 1888



We face you with facts and clean-cut educated gentlemen who are salesmen of good habits. Experienced in all branches of the profession. Will conduct any kind of sale, but earnestly advise one of our "New Idea" sales, independent of auction to center trade and boom business at a profit, or entire series to get out of business at cost.

G. E. STEVENS & CO.,
324 Dearborn St., Chicago, Suite 460
Will meet any terms offered you. If in rush, telegraph or telephone at our expense. No expense if no deal. Phones, 5271 Harrison, 7252 Douglas.



Also instruction by MAIL. The McLACHLAN BUSINESS UNIVERSITY has enrolled the largest class for September in the history of the school. All commercial and shorthand subjects taught by a large staff of able instructors. Students may enter any Monday. Day, Night, Mail courses. Send for catalog.
D. McLachlan & Co., 19-25 S. Division St., Grand Rapids

TRACE YOUR DELAYED
FREIGHT Easily
and Quickly. We can tell you
how. **BARLOW BROS.,**
Grand Rapids, Mich.

We have the facilities, the experience, and, above all, the disposition to produce the best results in working up your
OLD CARPETS INTO RUGS

We pay charges both ways on bills of \$5 or over.
If we are not represented in your city write for prices and particulars.
THE YOUNG RUG CO., KALAMAZOO, MICH.

Mayer
MARTHA WASHINGTON
COMFORT SHOES

The Shoe Without Buttons or Laces

This is a most remarkable shoe—when once introduced the demand invariably increases. Many of our customers declare that it is as staple an article as sugar. Imitators fail in their efforts to produce the comfort features of the Martha Washington. Like the Honorable and Western Lady, this shoe will be extensively advertised in over 1,700 newspapers, embracing seven different languages. Better put in a stock. We'd like to send a salesman.

F. Mayer Boot & Shoe Co
Milwaukee, Wis.



This Quartered Oak Desk

Grand Rapids make, 50 in. long, 50 in. high, 32 in. deep, with heavy raised and moulded panels.

Only \$25.00

delivered anywhere in Grand Rapids.

The Sherm-Hardy Supply Co.

Wholesale and Retail Office Furniture
5 and 7 So. Ionia St. Grand Rapids, Mich.

CLERKS' CORNER

Keep in the Procession if You Would Advance.

An examination into the ways of millionairessdom leaves no doubt but that it has its beginnings in two distinct and different methods.

There is the unusually strong and aggressive quality of the man who wrests success from his enemies, and there is the gentle and more up to date art of keeping along with the procession. The large number of successes which have been made this last way during the last few years point to it as a course which fits particularly well with present day competition.

As a means of reaching the top it probably never has been so frankly confessed to or so well put into words as it was by Lenore F. Loree. Loree, by the way, is sincere of purpose, absolutely frank, and deservedly popular. "I don't know how I came to be a railroad president," he says, "when others of equal ability who started with me have thus far reached only places as general managers of railroads. It is hard to tell why one man gets ahead of another. As for myself, I got in with a crowd of good people who were moving along. I stepped into the middle of the road and stayed there, and moved with the crowd."

Investigation shows that a large number of even the greater millionaires, either in the start or at some other point in their lives, profited by the method which includes with capability the art of making friends. It was exactly such ethics that got Carnegie his start. After he had been promoted from the post of fireman in the basement of a telegraph company at a salary of \$2.50 a week to work in the office, which varied with that of a district messenger, he happened one day to take a telegram to Thomas A. Scott, the District Superintendent of the Pennsylvania Railroad. Mr. Scott was a stern-faced man, short of speech, and severe of discipline. Young Carnegie began his friend making habit then and there by his attitude, which was different from the usual shuffling one of the messenger boy, and by the confident smile which he gave him in return for the Superintendent's glare of enquiry.

"Scott saw at a glance that the boy had a temperament which was in direct contrast to his own, and he took a fancy to him. He asked him if he was satisfied with being a messenger boy all his life and heard that at odd moments he was studying telegraphy and already had learned how to handle a key. Mr. Scott came to a quick conclusion and asked the boy to enter the employ of the Pennsylvania Railroad office as a telegraph operator. He learned all there was to know about train dispatching and was made private secretary to his employer, where his pleasant manner was useful in

straightening out tangles which the latter got into by his austerity. Mr. Scott, who grew more fond of Carnegie, put investments in his way, and later when Scott was made vice-president of the Pennsylvania he made the young man superintendent of the Pennsylvania's Western division. From this on Carnegie, who had the eye of a hawk for opportunity, soon began to pave his way with gold by his investments.

It is through the post of private secretaryship that many other men have entered the crowd that was moving along. George B. Cortelyou, with his first post of Government stenographer, as secretary to the Postoffice Inspector, and his promotion and frequent re-establishment in this position with the President, all of which have finally landed him in a cabinet position, is a shining example of this kind of success. Another instance was that of Valentine P. Snyder.

When Cleveland appointed Daniel Manning as his first Secretary of the Treasury in 1885, Mr. Snyder went to Washington as Mr. Manning's private secretary. From this he was appointed chief clerk in the United States Treasury office, then a special examiner of mints, and later on deputy comptroller. In 1887 he was appointed national bank examiner in New York, a place which he held for three years. A great factor in his success has been his geniality and the qualities of goodfellowship which have enabled him to retain the friendship as well as to command the respect of his business associates. He always has displayed the faculty for making and keeping valuable friends.

It was the friendship of Manning which not only gave him his first start but later when he reorganized the Western National Bank with the then remarkable capital of \$2,500,000 he turned again to his young friend as one of his chief assistants and the later was made vice-president.

A still later instance of the getting there of a stenographer who, although not of the millionaire class, has raised himself from poverty is that of the recently regenerate mayor of Philadelphia. Weaver began as a stenographer in a law office. He was patient, skilled and unusually intelligent. More than this, his evenness of temper and agreeableness of manner made him much liked by his employers. He soon made known his ambition to study law, and in this he was helped by the firm for which he worked. They also helped him to gain admission to the Philadelphia bar. He at first accepted such practice as he could get, which was chiefly collections. He was tactful, resourceful, complacent and made friends with uncommon facility and retained their confidence. It was his popularity and apparent suppleness which led at the same time to his first successes and to his being selected as the tool for the political ring which he has repudiated.

Another case in point is that of Mr. Ryan, who started with nothing in Baltimore. He got into a house there of which John D. Barry was

the head. He inspired both Mr. Barry and the Southern men who were Mr. Barry's business associates, with whom young Ryan himself frequently came in contact, with confidence. He was offered a position in New York through Mr. Barry, and it has always been understood when he later began his financial career in that city that he had the assurance of business and trusts given him by some of these Southern merchants and financiers. It also is believed that some of his early triumphs and some of his later successes were made possible by the friendship of these financiers.

Benjamin F. Winchell is another instance of the momentum of the stream of success in some places. Winchell's rapid rise in the railroad business in addition to his being favorably placed was due to a happy combination of ability and popularity, and in connection with one of his promotions is an instance which shows the exceedingly fine balance at times even of friendship. It was after the death of President Washburn of the Fort Scott and Memphis. A certain Southern railway president walked into the Memphis office and asked: "Who is to be president?"

"We have a list of men who have been recommended to us," was the answer.

"I see. Are there many men upon that list of applicants?"

The information did not please the visiting President, who evidently had a friend of his own in mind.

"Have you Winchell's name on that list?" he asked hopefully.

"Yes," was the reply. "He has been recommended by friends."

The President was confident.

"He hasn't applied?"

"No," was the answer.

"Then I recommend Winchell."

Winchell was elected president of the Memphis. His friend would not recommend any man who would apply for the position of president, and Winchell didn't apply. His friends recommended him. G. R. Clarke.

A lady called at the butcher's the other morning, and requested him to weigh her little girl, a child under twelve months old. The butcher happens to be one of those people whose thoughts are apt to become easily confused, particularly under the stress of a busy day. It happened that at the moment the shop was full of customers. Taking the infant in his arms he dumped it hurriedly on the scale. "Eighteen pounds seven ounces," exclaimed the butcher, absent-mindedly, and (brandishing his knife), "shall I bone it, ma'am?" But before he could recover himself and correct the error, the horrified mother had seized her child and fled the scene.

Things are sizzling in Russia. The fire is so furious that the pot is boiling over, and in the smoke and steam and confusion it is difficult to say whether the ultimate result will be for better or for worse.

Never run down the store that supplies your bread and butter.

Never Be Indispensable If You Would Succeed.

If you want to succeed in this world, do not consider yourself indispensable—and, beyond that, never be indispensable.

The man who thinks a firm can not get along without him is sure to be fired—and the man who really is invaluable in a firm is almost as certain to be one of the poorest paid, hardest worked drudges in the shop.

These things I know by my own experience and from observing others. The man who knows the shop from top to bottom, who can do anything, fit into any shaped hole, and pull the firm through any emergency, is usually the poorly paid drudge. The man who doesn't know the business at all, but is brilliant in one special line, is the man who is head of that department and drawing the best salary.

In my own case I started at the bottom and learned the business thoroughly in every detail and every department. I thought it would help me, that I ought to know all about our line. Instead of helping me, it made me the hardest worked, and, incidentally, one of the poorest paid men in the shop—that is, of the men who held any sort of responsible position.

I was in one department, and more than made good there. I achieved some little reputation, and some outside reputation. So much, in fact, that I received several offers, at increased salary, to go away as a specialist in that line. I regarded myself as valuable to my firm, and I thought the firm would appreciate my value. It did. I had worked my way almost to the top of my department—the next vacancy meant that I would be the head, when suddenly there was a startling weakness in another department. I was called upon to fill this place, dragged from my first success, and thrown, at the same salary, into a lower place in another department to help out. I made good there. I knew that line almost as well as my first, and I achieved some office reputation in that line. It was impossible in that position to become known outside the office. The head got all the credit.

For two years I toiled there. Then came a flattering offer to accept a position in a rival company at my specialty. I did not want to "hold up" my employers by telling them I had received an offer of more pay. I thought if they really appreciated my services they would have increased my pay. So without any warning or "bidding" for my services I resigned.

The flutter that followed my resignation was flattering to my vanity. The firm did not want to lose me. The head of the concern took me out to dinner and—over the dinner—he rebuked me for quitting. I told him, truthfully, that I much preferred to stay with the firm, but that it had shown me no appreciation—had used my best services to its own advantages and without reward to me, had robbed me of my chance of promotion because I would do the firm more

good in another capacity and yet had not increased my salary.

Then he made me an offer. He guaranteed that if I would stay with his firm for thirty days longer I would be promoted. I told him I already had done business with the rival and was no longer free to accept any offer he might make.

He asked me if I would stay if he—personally, through personal friendship with the head of the rival firm—would secure my release from my agreement. I told him I would. He represented to the rival firm that I was injuring my own prospects by quitting, and the other firm gave me a release from my promise. Later I learned that it did not impress them favorably, and that, indeed, they were prejudiced against me because of this act.

Within a few weeks I was promoted—to the head of another department. The salary was not changed. I protested, but it did no good. I was required to work seven days a week—nine hours a day—eleven on Sunday—for the same pay I had received in the other two jobs.

Then I realized I had made a mistake in not going to the other firm, but it was too late. I got angry and threatened to quit. My employer was sorry. Retrenchment was necessary. He could not increase salaries then, but maybe later.

Anyhow, I worked fourteen months, seven days a week—without a day off and without a vacation. Then I asked for more pay.

They switched me to another department—with two men above me—at the same pay. Then I quit.

After nine years of hard work I walked out without prospects—and nothing to show for having refused a dozen jobs—under persuasion from the firm—when offered more money.

The moment I quit the firm was after me hot foot. I was abused as a deserter who had thrown them down. I accepted another job—at a slightly increased salary—and after a short time my old employer bid me back.

Then I got my revenge. I demanded exactly double what he had paid me before, stipulating eight hours a day and six days a week. I got the job and still hold it.

Incidentally, it did not pay the firm, either. They beat me out of possibly \$12 a week for eight years. I am now getting \$18 a week, more than I would have dared ask. If I hold the job six years I'll be ahead of the game. Also I shall demand an increase shortly. In addition, my respect for the firm has been ruined. I know my services are invaluable, and out of revenge for having been beaten out of what I earned I shall demand more than I earn.

George Wagner.

Enough To Found a Home.

"When Mr. Casey died he left all he had to the orphan asylum."

"Indeed, that was good of him. What did he leave?"

"His twelve children."

Voluntary service is worth double the kind that must be forced.

Hardware Price Current

AMMUNITION				
Caps				
G. D., full count, per m.	40			
Hicks' Waterproof, per m.	50			
Musket, per m.	75			
Ely's Waterproof, per m.	60			
Cartridges				
No. 22 short, per m.	2 50			
No. 22 long, per m.	3 00			
No. 32 short, per m.	5 00			
No. 32 long, per m.	5 75			
Primers				
No. 2 U. M. C., boxes 250, per m.	1 60			
No. 2 Winchester, boxes 250, per m.	1 60			
Gun Wads				
Black Edge, Nos. 11 & 12 U. M. C.	60			
Black Edge, Nos. 9 & 10, per m.	70			
Black Edge, No. 7, per m.	80			
Loaded Shells				
New Rival—For Shotguns				
No.	Drs. of Powder	oz. of Shot	Size	Per 100
120	4	1 1/2	10	\$2 90
129	4	1 1/2	9	2 90
128	4	1 1/2	8	2 90
126	4	1 1/2	6	2 90
135	4 1/2	1 1/2	5	2 95
154	4 1/2	1 1/2	4	3 00
200	3	1	10	2 50
208	3	1	8	2 50
236	3 1/4	1 1/2	6	2 65
265	3 1/4	1 1/2	5	2 70
264	3 1/4	1 1/2	4	2 70
Discount, one-third and five per cent.				
Paper Shells—Not Loaded				
No. 10, pasteboard boxes 100, per 100.	72			
No. 12, pasteboard boxes 100, per 100.	64			
Gunpowder				
Kegs, 25 lbs., per keg.	4 90			
1/4 Kegs, 12 1/2 lbs., per 1/4 keg.	2 90			
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 60			
Shot				
In sacks containing 25 lbs.				
Drop, all sizes smaller than B.	1 85			
Augurs and Bits				
Snell's	60			
Jennings' genuine	25			
Jennings' imitation	50			
Axes				
First Quality, S. B. Bronze	6 50			
First Quality, D. B. Bronze	9 00			
First Quality, S. B. S. Steel	7 00			
First Quality, D. B. Steel	10 50			
Barrows				
Railroad	15 00			
Garden	33 00			
Bolts				
Stove	70			
Carriage, new list	70			
Plow	50			
Buckets				
Well, plain	4 50			
Butts, Cast				
Cast Loose Pin, figured	70			
Wrought, narrow	60			
Chain				
Common, 7 c.	5 c.	6 c.	4 1/2 c.	
BB, 8 1/4 c.	7 1/4 c.	6 1/4 c.	5 c.	
BBB, 8 c.	7 c.	6 c.	4 1/2 c.	
Crowbars				
Cast Steel, per lb.	5			
Chisels				
Socket Firmer	65			
Socket Framing	65			
Socket Corner	65			
Socket Slicks	65			
Elbows				
Com. 4 piece, 6 in., per doz.	net. 75			
Corrugated, per doz.	1 25			
Adjustable	dis. 40 & 10			
Expansive Bits				
Clark's small, \$18; large, \$26.	40			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
Files—New List				
New American	70 & 10			
Nicholson's	70			
Heller's Horse Rasps	70			
Galvanized Iron				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	dis. 12 13 14 15 16 17			
Discount, 70.				
Gauges				
Stanley Rule and Level Co.'s	60 & 10			
Glass				
Single Strength, by box	dis. 90			
Double Strength, by box	dis. 90			
By the light	dis. 90			
Hammers				
Maydole & Co.'s new list	dis. 33 1/2			
Yerkes & Plumb's	dis. 40 & 10			
Mason's Solid Cast Steel	\$30c list 70			
Hinges				
Gate, Clark's 1, 2, 3.	dis. 60 & 10			
Hollow Ware				
Pots	50 & 10			
Kettles	50 & 10			
Spiders	50 & 10			
House Nails				
Au Sable	dis. 40 & 10			
House Furnishing Goods				
Stamped Tinware, new list	70			
Japanese Tinware	50 & 10			

Iron	
Bar Iron	2 25 rate
Light Band	3 00 rate
Knobs—New List	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
Levels	
Stanley Rule and Level Co.'s	dis.
Metals—Zinc	
600 pound casks	8
Per pound	8 1/2
Miscellaneous	
Bird Cages	40
Pumps, Clister	75 & 10
Screws, New List	85
Castors, Bed and Plate	50 & 10
Dampers, American	50
Molasses Gates	
Stebbins' Pattern	60 & 10
Enterprise, self-measuring	30
Pans	
Fry, Acme	60 & 10
Common, polished	70 & 10
Patent Planished Iron	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 30
Broken packages 1/2 c per lb. extra	
Planes	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	49
Bench, first quality	45
Nails	
Advance over base, on both Steel & Wire	
Steel nails, base	2 35
Wire nails, base	2 15
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	30
4 advance	45
3 advance	70
2 advance	50
Fine 3 advance	15
Casing 10 advance	25
Casing 8 advance	35
Casing 6 advance	25
Finish 10 advance	25
Finish 8 advance	45
Finish 6 advance	85
Barrel 1/2 advance	
Rivets	
Iron and tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
Ropes	
Sisal, 1/2 inch and larger	9 1/2
Sand Paper	
List acct. 19, '86	dis. 50
Sash Weights	
Solid Eyes, per ton	28 00
Sheet Iron	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz	5 50
Second Grade, Doz	5 00
Solder	
1/4 @ 1/2	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron	60-10-5
Tin—Melyn Grade	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade	\$1.25
Tin—Allaway Grade	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade	\$1.50
Boiler Size Tin Plate	
14x56 IX, for Nos. 8 & 9 boilers, per lb	13
Traps	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45
Wire Goods	
Bright	50-10
Screw Eyes	50-10
Hooks	50-10
Gate Hooks and Eyes	50-10
Wrenches	
Baxter's Adjustable, Nickle'd	80
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70 & 10

Crockery and Glassware

STONEWARE	
Butters	
½ gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	56
10 gal. each	70
12 gal. each	84
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70
Churns	
2 to 6 gal. per gal.	6½
Churn Dashers, per doz	84
Milkpans	
½ gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6
Fine Glazed Milkpans	
½ gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6
Stewpans	
½ gal. fireproof, bail, per doz	85
1 gal. fireproof bail, per doz	1 19
Jugs	
½ gal. per doz.	46
¼ gal. per doz.	42
1 to 5 gal., per gal.	7½
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun	31
No. 1 Sun	38
No. 2 Sun	50
No. 3 Sun	85
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
	Per gross
Pints	5 00
Quarts	5 25
½ gallon.	8 00
Caps.	2 25
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
Per box of 6 doz	
Anchor Carton Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top.	1 70
No. 1, Crimp top.	1 75
No. 2, Crimp top.	2 75
Fine Flint Glass in Cartons	
No. 0, Crimp top.	3 00
No. 1, Crimp top.	3 25
No. 2, CVrimp top.	4 11
Lead Flint Glass in Cartons	
No. 0, Crimp top.	3 31
No. 1, Crimp top.	4 01
No. 2, Crimp top.	5 04
Pearl Top in Cartons	
No. 1, wrapped and labeled.	4 60
No. 2, wrapped and labeled.	5 30
Rochester in Cartons	
No. 2, Fine Flint, 10 in. (85c doz.)	4 61
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 51
No. 2, Lead Flint, 10 in. (95c doz.)	5 56
No. 2, Lead Flint, 12 in. (\$1.65 doz.)	8 77
Electric in Cartons	
No. 2, Lime. (75c doz.)	4 26
No. 2, Fine Flint. (85c doz.)	4 69
No. 2, Lead Flint. (95c doz.)	5 59
LaBastie	
No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90
OIL CANS	
1 gal. tin cans with spout, per doz.	1 21
1 gal. galv. iron with spout, per doz.	1 25
2 gal. galv. iron with spout, per doz.	2 11
3 gal. galv. iron with spout, peer doz.	3 11
5 gal. galv. iron with spout, per doz.	4 11
3 gal. galv. iron with faucet, per doz.	3 75
5 gal. galv. iron with faucet, per doz.	4 75
5 gal. Tilting cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 65
No. 2 B Tubular	6 40
No. 15 Tubular, dash	6 59
No. 2 Cold Blast Lantern	7 71
No. 12 Tubular, side lamp	12 60
No. 3 Street lamp, each	3 50
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx. 10c.	91
No. 0 Tub., cases 2 doz. each, bx. 15c.	50
No. 0 Tub., bbls. 5 doz. each, per bbl.2	00
No. 0 Tub., Bull's eye, cases 1 dz. each	25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0 ¾ in. wide, per gross or roll.	25
No. 1 ¾ in. wide, per gross or roll.	30
No. 2, 1 in. wide, per gross or roll	45
No. 3, 1½ in. wide, per gross or roll	85
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00
Credit Checks	
500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00
Steel punch	25 00



Weekly Market Review of the Principal Staples.

Brown Goods—The disposition of sellers is to make a general advance in prices on all brown goods, and it would not be surprising if values were raised an eighth or quarter cent within the next week. There have been no spot goods on hand of any moment for months past, nor will there be for months to come. Buyers, it is known, are just as badly in need of goods now as they were months ago. As cotton prices strengthen, sellers' views of goods values fall in the same line, and as sellers control the situation it must be expected that prices will show much stiffness from now on. The quietness in export circles in no way affects sellers' feelings. They believe that domestic needs are large enough to absorb all production not under order on old export business until the time arrives when Asia will again be a buying factor. More or less business continues for domestic accounts in 3.50 and 4-yard sheetings and drills. In heavy goods, such as ducks, osnaburgs and hickory stripes, buyers are continually complaining of poor opportunities and the lack of spot goods. All napped staple goods, and in particular domets, are very difficult to buy, and sellers have taken advantage of their opportunities here by quoting stiffer prices. Denims and colored drills are very much oversold and yet buyers continue active in their purchases. Light gray goods of print cloth yarn construction are quoted at an eighth of a cent better than a week ago. Lining converters are very much interested in nearly all convertibles as they place much faith in the talk of higher values for the future.

Bleached Goods—Bleached goods buyers are operating more freely. The higher prices quoted on gray goods have been the stimulating element, and while finished goods are not any higher than a week ago, they are likely to be very shortly if present conditions continue. Bleacheries are very much congested and deliveries are somewhat backward. Medium and low grade goods are very scarce and are likely to be for months to come.

White Goods—The general condition of the white goods market remains most satisfactory. It is more difficult to get goods than obtain orders. Many of the mills making fine count gray goods are entirely sold up for many months to come, and will only take orders subject to delivery when convenient. Terms of this nature naturally are not altogether satisfactory to the trade; nevertheless, they are being accepted, there being no alternative. The price situation remains very firm, and in some lines an advance has been made. This is particularly true with regard to India linons. These have proved high favorites in the buying. So great has been the demand, indeed, that there

is every possibility of a scarcity later on. Retailers have bought much more freely than expected. While it was anticipated that heavy orders would be booked on Indian linons, the large business placed has come as a surprise. The fact of the matter is that retailers realize it is going to be a big white season, and that, too, in sheer materials. This can mean little else than India linons to the majority of the trade. Lawns and other very sheer materials are too fine, too delicate for the popular classes. They lack the wear demanded by a very large proportion of women, especially residents of the rural districts. These will give preference to the more substantial India linon. Although India linons are in such excellent request, French and Persian lawns and other sheer fabrics are not being put on one side, but are also freely taken. Fancies, too, are coming along splendidly. In fact, it is probable that a considerable shortage in these will be manifested before long. Early in the season the opinion was held by many that fancies would not be good, that there would only be a fair call for a limited number of styles. Recent developments, however, have disproved this, as fancies of every nature have developed a marked degree of strength.

Cotton Underwear—On lines of cotton underwear the main consideration at the present time is the delivery of long-delayed orders. That is, buyers are anxious for the delivery of those orders placed by them months ago, the non-delivery of which has caused so much comment.

Hosiery—In the hosiery end of the market the same conditions rule. New lines of wool goods have been opened and are attracting good orders from buyers. Price conditions are the same and prices rather than quality seem to be the main thing with buyers.

Carpets—Jobbers report a fair volume of business and they expect a prosperous season. The sales are confined principally to high grade goods, the takings of Brussels carpets being large. Manufacturers of standard ingrain are preparing to offer high-grade goods for the next season at prices in some cases as high as 66c for the best two-ply all-wool ingrain. Heretofore jobbers have objected to paying 56c for high grade, or what they called high grade, ingrain. If the jobbers do not like the price they need not take the goods and undoubtedly the manufacturer who intends to remain in the business will find some other channel to get his goods into the hands of the consumers. Many of the manufacturers realize that the coming season is to mark either the beginning of a new era of prosperity for the ingrain trade or else the more rapid disintegration of the business. For two years past it is doubtful if half a dozen of the exclusively ingrain manufacturers have made any profits. In talking about the present condition of the ingrain carpet industry, a man who has been connected with it for a great many years, and who is familiar with all the large and many of the small

plants, said that, based on their earnings for the last two years, the ingrain plants were practically worthless as an investment. Furthermore, unless manufacturers recognize the evil conditions and the causes and try to remove the causes the industry will practically cease to exist within a few years.

Uncle Sam Grows Rich from Crops.

The horn of plenty is overflowing in Uncle Sam's country, and this year's phenomenal harvests, which will yield a larger money return than any other in his history, promise the firm foundation for a national prosperity such as the world never has seen. Railroad lines face a congestion of cars and clogging of terminals, railmakers and car builders are crowded with orders, ocean freights are in demand, manufacturers are running night and day, arable lands have advanced from 25 to 100 per cent. in value, more building is being done than ever before, labor is fully employed at high wages; to Japan and Corea enlarged exportations will flow. These nations contemplate spending something like \$30,000,000 for railway materials and equipment, of which a large part will be allotted to the United States. Japan has already purchased in this country the last six months over 200 locomotives, 5,000 railway cars, 400 iron and steel bridges and much electrical machinery. It is said that the nation has never held a more advantageous position agriculturally, commercially, financially and politically than in 1905.

HATS At Wholesale

For Ladies, Misses and Children
Corl, Knott & Co., Ltd.
20, 22, 24, 26 N. Div. St., Grand Rapids.



HOLD UPS From Kankakee

Drawers Supporters like you want them. Missing link between suspenders, pants and drawers. A smile getter for a dime. Tell your traveling man you want to see them.
HOLD UP MFG CO., Kankakee, Ill.

Electric Signs of all Designs

and general electrical work.
Armature winding a specialty.

J. B. WITTKOSKI ELECT. MNFG. CO.,
19 Market Street, Grand Rapids, Mich.
Citizens Phone 3437.

Wm. Connor

has resumed the Wholesale Clothing business, handling Men's, Boys' and Children's, and is located at Room 116, Livingston Hotel. Office hours 8 a. m. to 5:30 p. m., except Saturdays, when he closes at 1 p. m. Mail or telephone orders promptly attended to. Phones—Citizens, 5234; Bell, 234.

STORM COATS

For Outdoor Workers

Now is the time to fill in your stock while our assortment of sizes is complete. We carry a good variety of the popular sellers.

Prices and Styles are as follows:

- Boys' Triplex Covert Coats, Grey, sizes 4x16, @ \$9 and \$12 per dozen.
- Men's Triplex Covert Coats, Grey, sizes 34x44, @ \$12 and \$13.50 per dozen.
- Men's Triplex Covert Coats, Tan, sizes 34x44, @ \$18 and \$21 per dozen.
- Men's Black Duck Coats, Blanket lined, sizes 34x44, @ \$12 per dozen.
- Men's Black Duck Coats, Blanket lined, Rubber interlined (waterproof) sizes 34x44, @ 18\$ per dozen.
- Men's Reversible Coats, Leather—Corduroy, sizes 34x44, @ \$4.25 each.
- Mackinaws (a good assortment) @ \$29, 33, \$39 and \$42 per dozen.
- We also have the Men's Triplex Covert Coats in overcoat lengths, sizes 36x48, @ \$24 per dozen.

Our line of Lumberman's Socks, Heavy Wool Mittens, Leather Gloves and Mittens, etc., is one of exceptional values. Try us if stock is low.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan

Some New Features in the Collar Trade.

Belatedly, it is true, but none the less surely, the wing collar is taking the place that was assigned to it. Loitering summer has kept turn-over collars in use longer than ordinarily and for this reason the demand for wings did not manifest itself as quickly and prominently as it did a year ago. Very recent orders, however, indicate that the wing is still a firm favorite and that the demand will, as heretofore, outrun the supply. There is really no approved form in wings this season, large and small tabs being sought about evenly. This fact is significant, though—the leaning in four-in-hands is now unmistakably toward slightly narrower shapes. Hence, moderate tabs are likely to be in wider request among consumers, as the big tabs are only suited to broad cravats. Such seemingly little signs are worth watching, and they afford trustworthy clues to the character and extent of the demand for autumn and winter. The great “popularity” of the wing collar has brought its inevitable penalty—exaggerated and freakish shapes. As a result there is a bit of a feeling in shops of the upper class against the wing and the good old fold of conservative shape is again strongly endorsed for morning, business and lounge wear and is fast gaining all round.

Pokes and lapfronts are in normal request thus far, but there is a well-defined expectation in some quarters that the poke will be a larger factor in selling this winter than within several years. The explanation of this is simple: Many wearers are tired of wings and will naturally turn to the other standing forms as a relief from one-collar monotony. On the other hand, it should be remembered that the drift in cravats is away from capacious squares and Ascots, the shapes that go best with the poke collar. It would, of course, be to the advantage of the retailer to have a marked demand for poke collars spring up, but this does not seem probable during the present season. Few pokes fit properly and the trouble of getting a well-fitting poke doubtless militates against their vogue. Collar manufacturers are not at fault in the matter. Even the most skillfully cut poke will not fit a loose shirt band. Haberdashers would do well to instruct their clerks to ascertain how high a poke collar a customer can wear with ease and to give him some general directions about the fit of a poke and the necessity of wearing a correctly cut shirt with it. Unless a poke sits on the neck high and snug—better too tight than too loose—and have points that project well forward under the chin, it looks unbecoming. To be sure, the demand for poke collars will never be widespread and it is not a shape adapted to most faces. Nevertheless, a fashion always starts at the top and works its way toward the bottom. Thus, the increased favor with which the poke collar is regarded this season by shops of the best class is a sign not to be disregarded. Both pokes and lapfronts shown in some

lines have tape loops in front to simplify the adjustment of the evening tie. There is also a line of stitching on some pokes to help the launderer to roll the points properly. Altogether, to roll the points properly. Altogether, this winter's pokes and lapfronts are graceful forms incorporating decided improvements over their predecessors and worth greater display on the part of every progressive retailer.

Despite the lateness of the season, there is still a straggling demand for turn-down collars with wide-spaced fronts. This shows what a firm hold the comfortable shapes that ruled all summer have upon the consumer. The lion's share of orders for fold collars coming forward just now is for conventional shapes with edges meeting closely in front. Quite a few orders call for higher collars than have been worn in several seasons. The fold collars cut in front so as to give the effect of a V-shaped opening have been well received, as, indeed, we predicted they would be six months ago. This style affords another illustration of the indisputable fact that a fashion is born in the “exclusive” shop and finds its gradual way into the “popular” one. The peevish critic of “modishness” should be relegated to the attic with a parrot and a spinning-wheel as companions. Knitting wristlets and embroidering doilies are occupations level with his tastes and talents.—Haberdasher.

Danced on Enemy's Grave.

“I have danced on the grave of the man who was my worst enemy and thus filled a promise made nearly twenty years ago,” said a well-dressed gentleman to an acquaintance at the Reading terminal. “I came from my home, 100 miles away, for that purpose and I'm going back satisfied.” Pressed for details, he said: “I became involved in a business deal when young and inexperienced and was robbed of my last penny by a merchant who turned a deaf ear to my parents for mercy. He was clearly within the law, but any other man would have given an ambitious youngster another chance. When he laughed at me I told him I'd live to dance on his grave, and he laughed again.

“Five years ago he retired from business and came to Philadelphia; six weeks ago he died. When I heard of his death I remembered my threat. The world is using me well, and neither expense nor time interfered with a determination to fulfill my pledge. I came here last Saturday and on Sunday went to the cemetery where my enemy is buried. When I found the burial plot I waited until there were few persons near by, then slipped over the iron railing and did a dozen steps on the new grave. I felt better right away.”

Cooks Bless Electricity.

Let the housewife rise up and call electricity blessed. Benevolent are its uses in the home if an electrical oracle be correct. By its aid spring cleaning may be abolished and houses kept ten times cleaner than now under the “cyclical system of displacing

dirt and dust.” Col. R. E. B. Cromton, of Great Britain, predicts that electric power will soon supersede the toils of the housemaid, motors driving machinery for washing dishes, cleaning flats, roasting and grinding coffee, chopping meat, kneading dough, doing the laundry work, cleaning metal effects, polishing silver and jewelry, cooling the refrigerator, pressing clothes, rocking the baby—in brief, doing all and more than the ten fairies on a woman's hand can ever be expected to achieve.

PILES

CURED

...without...

**Chloroform,
Knife or Pain**

Dr. Willard M. Burleson
103 Monroe St., Grand Rapids

Booklet free on application



Fine Table Linens

Nothing is more attractive than a nice line of Table Linens and Napkins.

We carry a large assortment in bleached, half bleached and cream from 20c to \$1.50 the yard.

Red Cotton Damasks from 20c to 37½c the yard.

And Linen Napkins from 85c to \$3.50 a dozen.

We will be pleased to show you our line.

P. STEKETEE & SONS

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

Verily! We Begin to Look Like a Real City

The merchants on our main business streets are doing it with Outside and Inside Gas Arc Lamps.

Show windows, sidewalks and streets are much improved.

Pearl and Ottawa Sts.

Grand Rapids Gas Co.

COMMERCIAL TRAVELERS

Michigan Knights of the Grip.
President, H. C. Klockseim, Lansing;
Secretary, Frank L. Day, Jackson; Treas-
urer, John B. Kelley, Detroit.

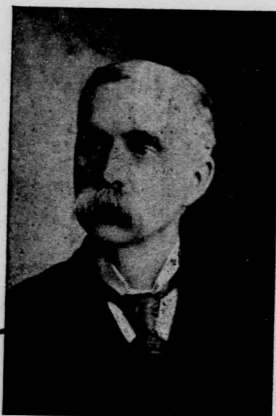
United Commercial Travelers of Michigan
Grand Counselor, W. D. Watkins, Kal-
amazoo; Grand Secretary, W. F. Tracy,
Flint.

Grand Rapids Council No. 131, U. C. T.
Senior Counselor, Thomas E. Dryden;
Secretary and Treasurer, O. F. Jackson.

Jackson Council Endorses James Cook for Grand Secretary.

Jackson, Nov. 13—At a regular meeting of Jackson Council, No. 57, U. C. T., held Saturday evening, Oct. 14, James Cook was unanimously endorsed as a candidate for Grand Secretary at the annual meeting and election to be held next June in Petoskey.

The members of Jackson Council are desirous of bestowing upon Brother Cook the honor that goes with the holding of this position. They feel that he is especially qualified in every way to perform the duties that are peculiar to this office. These reasons alone are ordinarily sufficient for selecting a candidate for most any kind



James Cook

of an office. The members of Jackson Council have not stopped here in selecting Brother Cook for this place, but have taken into consideration the fact that they can see in him the right material for a member of the Supreme Council. They believe that the Grand Council of Michigan should maintain as great strength and as much influence in the Supreme Council as other Grand Councils, and in order to do this we must continue to fill the offices of the Grand Council with men whose interests and knowledge in U. C. Tism extend into the workings and deliberations of the Supreme body. The Supreme Council has wisely and liberally provided in its constitution that each subordinate Council shall have the privilege of sending a representative to the meetings of the Supreme Council held each year in Columbus. Jackson Council, No. 57, took advantage of this provision and sent Brother Cook to the last meeting. On Saturday evening, Oct. 14, he gave a report to our Council which every member of the U. C. T. in

Michigan ought to have heard. Prominent members in our Council remarked that they thought more of the organization than ever before after hearing this interesting and complete report. The members of the Council concluded that they had done what every Council ought to do in sending a representative to the Supreme meeting and, furthermore, that they had sent a man who ought to be a member of this Supreme body.

If we can elect Brother Cook Grand Secretary and hold him in this office for three years he will then become eligible to a seat in the Supreme Council, and it is safe to assert that he will by that time be prepared to represent the Grand Council of Michigan in a way that will be for the best interests of all concerned. He is a man doubly fitted for the position—human, of course, but wise in his decisions, quick to act and fearless to stand for his convictions. He has the ability to present his convictions in a scholarly and dignified way, commanding the attention and respect of those who hear him.

James Cook commenced life on a farm in Lenawee county, Michigan, in 1848. In 1864, realizing that Uncle Sam needed his services, he presented himself for the defense of the Union and remained in the service until the close of the war. He then went back on the farm and remained there until 1880, when he took up the profession of a traveling salesman, in which profession he is still engaged. He is a charter member of Jackson Council, No. 57, has been through the chairs and has always been a loyal and valuable member of the organization.

We have carefully taken into consideration the interests of the individual members, as well as those of the subordinate, Grand and Supreme bodies, in asking the Grand Council of Michigan to accept our endorsement and elect Brother James Cook, of Jackson, Grand Secretary.

Spurgeon.

Suddenly Acquired Fortunes Usually Quickly Squandered.

The sudden acquisition of unaccustomed wealth is responsible for many strange freaks on the part of the newly enriched. Thus, a Durham collier, after inheriting the sum of \$100,000 from an uncle who had emigrated to Australia, purchased a male and female elephant from a traveling menagerie, and had a large and gaudy carriage built, to which he harnessed them, and then drove out with his wife and children till stopped by the police. He spent his money in six months, chiefly at race meetings, and is now—once more a humble collier—glad of the scant wage that insures him of the comparatively scanty wage that he receives from the clerk in the pay shed.

The case of a once popular French novelist is still remembered in Parisian literary circles. Reaping a harvest from two or three capital books that took all Paris by storm, the author purchased a palace in Italy, a villa on the Riviera, a castle in Scotland, and a town house on the Champs Elysees.

It seemed his ambition to possess as many residences as a prince of the blood. Although all these properties were heavily mortgaged, the smash came within a year, and the novelist, loaded with debts that he would never be able to repay, calmly disappeared, and was afterward recognized as an Arab trader and lord of many caravans plying between Harrar and Jibutit.

The novelist, who had adopted a suitable Arab name, stood high in the favor of the Emperor Menelik. Consumption cut short a career that for variety and adventure far exceeded any romance that the novelist himself had ever penned.

Another "freak capitalist" was a Spanish lady of Badajoz, who, winning \$200,000 in the Manila lottery, collected the money and set out secretly for Paris, leaving her husband and children in complete darkness as to her whereabouts.

Eight months later she returned to her home penniless, but accompanied by thirty huge trunks, the contents of which accounted for the vanished thousands.

On arriving in Paris she had apparently set about spending her money with a will. Clothes of every description and artificial aids to beauty had eaten up the whole of her fortune. Dresses, costly underwear, corsets, boots, gloves and hats, all marked with the names of the most fashionable makers, represented three-fourths of her purchases. In the remaining trunks were cosmetics, false hair, figure improvers, face creams, chin straps, cures for obesity, in short, every kind of article advertised by "beauty specialists," and the quacks who abound in all big cities. Beyond being the best dressed woman in Badajoz for several seasons, she had reaped little benefit from her good fortune.

More extravagant still was the Russian gentleman who gambled away an inheritance of 6,000,000 rubles (\$3,000,000) within a year and was only saved from complete disaster by the odd chance that he had papered his bedroom wall with hundred ruble notes. He ended by giving Russian lessons for a small fee in Paris.

The exploits of the late Marquis of Anglesey are paralleled and exceeded by those of the son of a wealthy Hungarian sugar refiner. The young man not only had a replica of the Roman Colosseum erected on one of his estates, but would himself descend into the arena, in imitation of the emperors of old. Dressed as a gladiator and armed only with the short Roman thrusting sword, he would engage lions, tigers and bears in single combat, often paying as much as \$5,000 for the specimen that furnished him and his friends with a half hour's entertainment.

The Hungarian authorities put a stop to these savage exhibitions, and while the remainder of his wealth lasted, he had to content himself with an ordinary circus. He died dramatically, when on the verge of being declared a bankrupt, taking poison

at the close of a farewell feast, to which he had invited his neighbors and tenants.

Disappointed.

"Don't you know," said the young man who thinks he has a musical talent, "I sprained my throat the other day playing the cornet."

"Yes," replied his landlady, "and the neighbors sent their sympathy until they heard the truth."

"What truth?"

"They thought you had sprained the cornet."

No matter how much freedom the Czar may grant, it is not likely that the Jews will ever be very happy in Russia. The prejudice against them there is evidently intense, as the mobs turn upon them whenever opportunity offers, as has been seen in Odessa this week. The Jews who are able will get out of Russia as rapidly as possible.

BANKERS LIFE ASSOCIATION of Des Moines, Ia.

What more is needed than pure life insurance in a good company at a moderate cost? This is exactly what the Bankers Life stands for. At age of forty in 28 years cost has not exceeded \$10 per year per 1,000—other ages in proportion. Invest your own money and buy your insurance with the Bankers Life.

E. W. NOTHSTINE, General Agent
406 Fourth Nat'l Bank Bldg.
GRAND RAPIDS, MICHIGAN

Traveling Men Say!

After Stopping at

Hermitage European Hotel

in Grand Rapids, Mich.

that it beats them all for elegantly furnished rooms at the rate of 50c, 75c, and \$1.00 per day. Fine cafe in connection. A cozy office on ground floor open all night. Try it the next time you are there.

J. MORAN, Mgr.

All Cars Pass Cor.

E. Bridge and Canal

A Whole Day for Business Men in New York

Half a day saved, going and coming, by taking the new

Michigan Central "Wolverine"

Leaves Grand Rapids 11:10 A. M., daily; Detroit 3:40 P. M., arrives New York 8:00 A. M.

Returning, Through Grand Rapids Sleeper leaves New York 4:30 P. M., arrives Grand Rapids 1:00 P. M.

Elegant up-to-date equipment. Take a trip on the Wolverine.

LIVINGSTON HOTEL

The steady improvement of the Livingston with its new and unique writing room unequalled in Michigan, its large and beautiful lobby, its elegant rooms and excellent table commends it to the traveling public and accounts for its wonderful growth in popularity and patronage.

Cor. Fulton and Division Sts.
GRAND RAPIDS, MICH.

Gripsack Brigade.

A. E. Kent, who has represented the J. E. Lee Co., Conshohocken, Pa., in Michigan for the past five years, resigned Nov. 1 to accept a position with Seabury & Johnson, New York. Mr. Kent will continue in the same territory, making his headquarters at the Wayne Hotel, Detroit.

A South Haven correspondent writes: Fred Stuckum has signed a contract with Melchor Bros., of Chicago, one of the largest barber supply houses in the country, to travel for them through the States of Ohio, Indiana, Illinois, Kentucky and Tennessee. He expects to start out next week.

Graham Roys, who has covered Southern Michigan and Northern Ohio and Indiana for the past twenty-eight years for L. H. Beals & Co., of Westfield, Mass., has transferred his services to the Steiner & Moore Whip Co., of the same place. The change was rendered necessary by reason of a violation of contract on the part of Beals & Co., who will undoubtedly regret their action before many months have elapsed. Mr. Roys is the soul of honor and represents the highest type of faithfulness and loyalty.

Traverse City Eagle: George W. Carey, of Marshall, died suddenly Nov. 6, at Park Place of an illness that lasted only a few hours. Death was caused by neuralgia of the heart. Mr. Carey was taken ill while in Owen's cigar store and a doctor was summoned, who relieved him as much as possible and assisted him to his room at Park Place. The man dropped down on the bed with all his clothes on and, as it was thought the spell would soon pass away, he was not put to bed. He revived considerably and the doctor left him, giving Landlord Holden instructions to visit the room occasionally. Chester Black, an employe of the hotel, went to change the water bottle and as he stepped out for the water heard the man gasp. He called Mr. Holden, who responded immediately. The doctor was summoned again, but the man had breathed his last before his arrival. The deceased was a traveling man for the tobacco firm of Daniel Scotten & Co., of Detroit, and called on the trade here about six times a year. He was well known among the business men. He was a Mason. He leaves a wife in Marshall.

J. Boyd Pantlind recently celebrated the 31st anniversary of his connection with the Morton House. When the house was opened it was a small three-story structure with less than seventy-five rooms, and Boyd Pantlind was its first clerk. The house was then owned by Pantlind & Lyon, with A. V. Pantlind, an uncle, as a member of the firm. Boyd Pantlind has been with the house ever since and is known to every traveling man who visits Grand Rapids. He has had a very important part in developing Grand Rapids as a furniture market, for despite the handicap for many years in the shape of limited accommodations Mr. Pantlind succeeded in making the furniture crowd reasonably comfortable during each suc-

ceeding season. "Mort" Rathburn, who is the manager of the house, has been in that position twenty years, and Gus Nichols, chef, and Miss Hines, housekeeper, have been with the house for thirty-one years. Besides these, there are a number of employes who have served from fifteen to twenty years in various capacities. Miss Annie Fayne has been a waitress in the house for thirty-one years.

The Northern Mileage Book Bureau will shortly wind up its existence and, generally speaking, it has conducted the work entrusted to it with discretion and good judgment. The Tradesman has learned of but one case of dishonorable action on the part of the Bureau and, although the Secretary's attention has been repeatedly called to this, he has refused to make good, which naturally leads to the conclusion that in case the Northern Bureau is re-established—a condition not so remote as it may appear to some persons—more stringent rules should be adopted by the railroads, to the effect that the work of the Secretary may be reviewed by the parties at interest. This will prevent any abusive authority on the part of the officer in charge and preclude the smirch of fraud which is now inseparably connected with the old bureau.

Status of the Mileage Book Matter.

Governor Warner has arranged for a conference with the executive committee of the mileage book bureau of the Central Passenger Association relative to the use of the Northern mileage book in Michigan. The conference will be held in Chicago Dec. 9, and will be attended by representatives of Michigan jobbers who are employers of traveling men and who feel themselves aggrieved over the change from the ideal Northern book to the inconvenient and altogether reprehensible C. P. A. book. Although some of the railway officials intimate that the C. P. A. book has come to stay, others concede that the book is not only inconvenient to the traveling man, but unjust and unfair to the employer, because it compels the traveling man to devote from one to two hours extra every day to make the exchanges, and this time is either subtracted from his own leisure or the time for which his employer pays him. In either case an innocent party is cheated and the railroad is not materially benefited.

In the opinion of the Tradesman, the railroads will recede from their position, because they have never yet been able to do business long in such a way as to incur the illwill and opposition of the traveling fraternity or the shipping interests of the State. The old Chicago & West Michigan undertook to establish the train gate system, but it proved so obnoxious and annoying that it was voluntarily withdrawn after three weeks' trial. The railroads have also issued orders prohibiting traveling men from riding on freight trains, but later on the orders were modified or rescinded when it was found that freight was being diverted from the roads which undertook to create unnecessary hardships for the traveling men.

Practically the only reason ad-

vanced by the railway officials for the use of the C. P. A. book is that some conductors and some traveling men are dishonest. This much may be taken for granted, because there are dishonest men in every walk of life, but any rightminded man will readily conclude that it is manifestly unfair to punish ninety-nine honest men because the hundredth man happens to be a rogue. Corporations, as well as governments, should conduct their affairs in such a way as to bring about the greatest good to the greatest number and it is certainly unjust and unreasonable for the railroads to adopt any method which works hardship to the majority in order to scourge the black sheep in the flock.

Business houses cannot have everything the way they would like to have it. They make losses and have some undesirable trade and they meet unexpected expenses and they are obliged to take into consideration the elements of death, fire, flood, fraud and failure. Is there any reason why the railroads should have all clear cream? The Tradesman maintains that they should assume their share of the burdens, the same as business houses have to, and not throw unnecessary and uncalled-for obstacles in the pathway of the men who tread the ways and byways of commerce.

After a \$12,000 Position.

Eldora, Iowa, Nov. 14—Plenty of candidates are in the field for the \$12,000 secretaryship of the Iowa State Traveling Men's Association and, as the election is to take place the 20th of this month, a great many will attend the meeting. There are now over 24,000 members of the Association and 10,000 of these members are residents of Iowa. The fee is 50 cents per member per year to the Secretary and the \$12,000 job is considered "juicy."

There are nine or ten candidates in the field and the society is now in the throes of the hottest contest that has ever marked its history. Candidates are said to be spending money like water in an effort to round up a majority of the members. One candidate is said to have spent over \$700 already in cigars, railroad fares and dinners. The candidates are J. E. Elkinton, J. C. Christie, L. C. Deets, R. A. Borrowman, A. H. Fraley, J. Jolly Jones, of Des Moines, C. C. Porter, of Ottumwa and W. J. Vanderveer, of Marshalltown.

Annual Election of Post A.

Lansing, Nov. 14—The following were elected as officers of Post A, M. K. of G., for the ensuing year, at the meeting of the Post held at the Hudson House, Saturday evening, November 11: Chairman—John A. Raymond; Vice-Chairman, J. D. Powers; Secretary—E. R. Havens; Treasurer E. L. Smith; Sergeant-at-Arms—C. F. Poxson; Board of Directors—J. C. Saunders, D. S. Duffield, H. B. Bradner, F. M. Seibley, A. B. Casterlin.

E. R. Havens, Sec'y.

Oscoda—Hull & Ely will put in a stock of logs for their sawmill at this place.

In Memory of Willis P. Townsend.

Again the Grim Reaper has swung his scythe and another veteran commercial traveler has taken his last order and has passed to the Great Beyond to that bourne from whence no traveler returns.

Willis P. Townsend, who for twenty-four years traveled in Michigan territory, has checked his grips for the last time and has laid down to eternal rest.

Willis P. Townsend was born in Dowagiac, Michigan, on Dec. 4, 1851, and died in Grand Rapids on the morning of Nov. 11, 1905. His boyhood days and early manhood were spent in the home of his birth, and for some years he was engaged in the bakery business in Dowagiac. In the early eighties he entered the employ of the Hanselman Candy Co., of Kalamazoo, and covered Northern Michigan. In 1885 he came to Grand Rapids and represented Eaton & Christenson, remaining with that house and its successor until the concern sold out to the National Biscuit Co., since which time and until his death Mr. Townsend was one of the representatives of that corporation.

No traveling man in this territory had more friends and fewer enemies than Will Townsend. Modest and unassuming, faithful to his trust, honorable in his dealings, he will be missed by his many customers who were all his warm personal friends.

Mr. Townsend was a consistent member of the Baptist church and lived up to the teachings of that faith. His belief in a Christian life was evidenced in his contact with his fellow men. Mr. Townsend was a home man; he loved his home and his family and leaves to mourn his going a wife and little girl, who draw consolation from the memory of his affable and manly life.

Mr. Townsend was a member of Valley City Lodge, No. 86, F. & A. M.; Peninsular Chapter, No. 65, O. E. S.; Division Tent, K. O. T. M., and the Knights of the Grip. The funeral services were conducted at his late home, 103 Henry street, by Rev. W. P. Lovett, pastor of the Wealthy avenue Baptist church, of which Mr. Townsend was a member. The services at the grave were conducted by Valley City Lodge, F. & A. M.

Mr. Townsend had been ill for nearly two years, but up to within a few days of the end he had continued his work on the road. He bore his sufferings in a manly way and fought like a hero against the inevitable. Only a week ago he was out and about his business and the day that the fatal seizure came was preparing for his trip on the road. He became unconscious last Wednesday afternoon and passed away painlessly at 7 o'clock Friday morning. He is at rest. He has fulfilled his mission and somewhere, sometime, we will find him waiting for us.

Death's but the freeing of a soul

From tenement of clay;
'Tis but the night that must precede
The dawn of brighter day.

Leo A. Caro.



Michigan Board of Pharmacy.
 President—Harry Heim, Saginaw.
 Secretary—Arthur H. Webber, Cadillac.
 Treasurer—Sid. A. Erwin, Battle Creek.
 J. D. Muir, Grand Rapids.
 W. E. Collins, Owosso.
 Next meeting—At Grand Rapids, Nov. 21, 22 and 23.
 Meetings during 1906—Third Tuesday of January, March, June, August and November.

Michigan State Pharmaceutical Association.

President—Prof. J. O. Schlotterbeck, Ann Arbor.
 First Vice-President—John L. Wallace, Kalamazoo.
 Second Vice-President—G. W. Stevens, Detroit.
 Third Vice-President—Frank L. Shiley, Reading.
 Secretary—E. E. Calkins, Ann Arbor.
 Treasurer—H. G. Spring, Unionville.
 Executive Committee—John D. Muir, Grand Rapids; F. N. Maus, Kalamazoo; D. A. Hagans, Monroe; L. A. Seltzer, Detroit; S. A. Erwin, Battle Creek.
 Trades Interest Committee—H. G. Colman, Kalamazoo; Charles F. Mann, Detroit; W. A. Hall, Detroit.

How To Change the Atmosphere of the Store.

A good many of us are already planning to go to Boston in December. We are going for business, and yet—are we not conscious of the bubbling of a little fountain of perpetual youth within us; do not business and pleasure blend and seem as one as we think of meeting "the boys" again?

Who will look after the business while we are gone? Why, the boys, of course—the clerks. We are going to give them many instructions before we leave—we have some fears that things will not go just right while we are away.

As this little doubt creeps in to mar the pleasure of anticipation, does not thought go back to the time when the "old man" left us in charge of the store, instructed us too much, and under-estimated both our honesty and ability? As we approach the time when the boys will have a heavier load so that we temporarily forget the petty details of our own responsibility, let us drop into reverie for a few minutes and consider whether or not we are doing our full part to solve the "clerk problem."

When we were boys—"But," you interrupt me—"it was so different when we were boys. Everything was so crude, we had so much dirty work, clerks had it so much harder then." If that is true, did not the employer have equally greater hardships? However, this is not really true. The greatest hardship or happiness that an individual can conceive is that which has come into his own life.

Looking deep into conscience, do we not see that we were very much the same as the boys we have under us now, the same joys and sorrows, the same grievances and cares? When one of our boys wants an extra night off, does not memory take us to the time when we wanted an extra night, and were refused? Do we not feel that the refusal was unnecessary, unkind? We wanted to go out with a girl that night, the only girl in the world. Have we not always felt a little bitter towards the employer

who refused that request? Why can we not let our boy off to-night? Perhaps he wants to be with the only girl in the world—to him. But it is our night off; we want to be with the only girl in the world; the one who is wife and still "the only girl." Perhaps there is another boy concerned. He may be a very little boy, whose soft white arms, in clasping around our neck, seem to lift us above all earthly things; perhaps he is just at the age when circus posters are high art and we want to take him to see the show; perhaps he is just home from college and we want to show him to our friends, that they may see what a fine, manly fellow he is.

The other boy, the boy in the store, has a father, too. Some place up the State there is a father thinking about him, thinking that his son is so fortunate in being with you; he knows that you have a boy of your own and will therefore be kind to and understand his boy. Do you understand him? Are you getting out of him the best that is in him by encouraging his love for you—or is he learning his profession mid bitter tears through your fear that you are losing something by not keeping him continually at it; if he is, you are not only making him miserable, but you are not getting the result you most desire—i. e., his undivided attention to your interests.

We old codgers have a habit of talking about the joys of youth. When the clerk is happy and overflowing with boy spirits, we say that he reminds us of our own happy boyhood. Are we sure that we do not view boyhood as happy because for us it is seen through the haze of vanished years? When we have reprimanded our boy and see the blush upon his face or moisture in his eye, does he remind us of our boyhood then? Do we remember the reprimands we received? Do we remember that even although those reprimands were deserved they were made with unnecessary harshness? Are we not sometimes unnecessarily harsh and exacting?

Would it not be better if we remembered that present sorrow at any period of life is the deepest sorrow that memory holds? Do we remember that when we came out of college we, too, thought we knew it all? Have we forgotten how we were puffed up with pride when we "passed the board"? Have we forgotten how our first employer upbraided us for having failed to learn things that no college could teach, how he shattered our ideals and lessened our ambition with the hardest speech? Are we not unconsciously doing the same?

There are too many drug stores. Why? What did you go into business for? Was not one of the chief considerations that of being free from servitude? In the thought that you would soon have a clerk did you have the thought: "I will get even now?" A shameful thought. Yet I have even heard it expressed, and where it is thought, it is done. Did you learn from a hard taskmaster nothing but hardness? How can you

excuse yourself except by acknowledging that you deserved all the hardships you endured?

The boys are often wrong—and we are only boys of older growth; controlled, corrected and sometimes condemned, they certainly should be. But do you ever praise? Some men have a so-called policy that prevents them from distinguishing between praise and flattery. They believe that only harshness corrects. They seem to think that kind words, words of appreciation, lead to presumption and conceit. No greater error was ever made. Men who have gone through life with such a policy have accomplished less, were less loved, and are less mourned than any others.

The poorest boy tries sometimes. If you want him to try all the time, let him know that you know it, when he does try. See how his face lights up; see how his shoulders square and note the added energy, the increased interest that he puts into the business. When you correct him harshly, notice the glare of resentment in his eyes; see how he has drawn away, been thrust away from you and your interests. Do not pass his error unnoticed, but wait a bit before correcting him. You may use the same words of correction, but the voice will be different, the eyes less hard—and perhaps your hand will rest upon his shoulder. See how he accepts the correction then; how he will look up into your face, confess his fault, and promise to try to do better—and he will.

Organization has done so much to broaden and refine us; it has increased our mercy as it has increased our vision, made us think more before speaking, as it has given us more to speak of. If it has taught us to be more lenient with each other, more ready to praise, less quick to condemn—have we not learned enough of the beauty and worth of this change among ourselves to enable us to apply the same virtues to the "clerk question?"

Try it just a very little bit first. See what even a cheery "Good morning" will do, when you come into the store. You are not called "Old Grumpy," outside of the store (I know a man who is deservedly called that by his clerks). Keep some of those outside smiles for the boys inside. You need not be familiar, but give the boys "a raise" in cordiality. You say they will not appreciate it. Not if you do it hypocritically. Not if you do it solely for the sake of dollars. Do it for your own self-respect and happiness. See how good you will feel and how much brighter the world grows when you have tried for just one day to keep the best side, the good natured side of yourself to the fore.

You can do it; you can do things you dreamed impossible—change the whole atmosphere of the store; you can change the boys, bring them closer to you and your interests; if you will keep in mind the fact that you were—and are yet—"Only a boy."

—Joel Blanc in Pharmaceutical Era.

The Drug Market.

Opium—On account of strong competition the price has been reduced. There is no other reason for this as there is no doubt of a small crop, and higher prices are looked for later on.

Quinine—Is dull and weak and has declined 1c per ounce.

Baberry Wax—On account of extreme scarcity has advanced.

Burgundy Pitch—On account of higher primary markets has advanced.

Cocaine—Is higher abroad but unchanged in this market. The late decline was on account of competition between two makers. It is possible that an advance will take place shortly.

Haarlem Oil—There is very little to be had. It is not on account of scarcity of oil but of bottles, owing to the strike in glass factories in Holland.

Wahoo Bark of the Root—Has again advanced on account of very little being on the market.

Juniper Berries—Are steadily advancing on account of small crop.

Oil Cubebs—Is higher on account of Gum Camphor—Is very firm at of advance in the berries.

Oils Anise and Cassia—Have both advanced and are very firm and tending higher.

Oil Cloves—Has advanced on account of higher price for the spice.

Gum Camphor—Is very firm at the late advance.

Gum Aloes Barbadoes—Continues very high and there may be another advance.

"The only difference between the old woman and the new woman is that the old woman worked for her board, whereas the new woman works for wages." So said one of the speakers at the convention of women's clubs at Binghamton. Quite a few women, the real clever ones, it is believed, are now getting both board and wages.

Holiday Goods

Visit our sample room and see the most complete line.

Druggists' and Stationers'
 Fancy Goods Leather Goods
 Albums Books
 Stationery
 China Bric-a-Brac Perfumery
 Games Dolls
 Toys

Fred Brundage

Wholesale Druggist

Muskegon, 32-34 Western Ave. Mich.

Do You Sell Holiday Goods?

If so, we carry a Complete Line Fancy Goods, Toys, Dolls, Books, Etc. It will be to your interest to see our line before placing your order.

Grand Rapids Stationery Co.
 29 N. Ionia St., Grand Rapids, Mich.

Advanced—
Declined—

Liquor Arsen et			Rubia Tinctorum	12 @	14	Vanilla	 9	00 @	
Hydrarg Iod ..	@	25	Saccharum La's	22 @	25	Zinci Sulph	.....	7 @	8
Liq Potass Arsnit	10 @	12	Salacin	 4	50 @	Oils			
Magnesia, Sulph.	2 @	3	Sanguis Drac's..	40 @	50	Whale, winter ..		70 @	70
Magnesia, Sulph bbl	@	1 %	Sapo, W	.....	12 @	Lard, extra		70 @	80
Mannia, S F	 45	50	Sapo, M	.....	10 @	Lard, No. 1		60 @	65
Menthol	 3	40 @ 3	Sapo, G	.....	@	12	Linseed, pure raw		37 @
Morphia, S P & W2	35 @ 2	60	Selditz Mixture	20 @	22	Linseed, boiled		33 @	43
Morphia, S N Y Q2	35 @ 2	60	Sinapis	.....	@	18	Neat's-foot, w str		65 @
Morphia, Mal.	.. 2	35 @ 2	Sinapis, opt	.....	@	30	Npts. Turpentine	..Market	
Moschus Canton.		@	Snuff, Maccaboy,				Paints	bbl.	gal.
Myristica, No. 1	25 @	30	DeVo's	.....	@	51	Red Venetian	..1 %	2 @ 3
Nux Vomica po 15		@	Snuff, S'h DeVo's		@	51	Ochre, yel Mars 1 %	2	@ 4
Os Sepia	 25	@	Soda, Boras	.....	9 @	11	Ocre, yel Ber	..1 %	2 @ 3
Pepsin Saac, H & P D Co	.....	@ 1 00	Soda, Boras, po	.....	9 @	11	Putty, comm'r	1 2 1/2	@ 3
Picis Liq N N 1/2 gal doz	.....	@ 2 00	Soda et Pot's Tart	.....	25 @	28	Putty, strictly pr	2 1/2	@ 3
Picis Liq qts	.....	@ 1 00	Soda, Carb	.....	1 1/2 @	2	Vermillion, Prime		
Picis Liq, pints	.....	@ 60	Soda, Bi-Carb	.....	3 @	5	American	.....	13 @ 15
Pil Hydrarg po 80	.....	@ 50	Soda, Ash	.....	3 1/2 @	4	Vermillion, Eng.	..75	@ 80
Piper Nigra po 22	.....	@ 18	Soda, Sulphas	.....	@	2	Green, Paris	.....	14 @ 18
Piper Alba po 35	.....	@ 30	Spts, Cologne	.....	@	2 60	Green, Peninsular	.....	13 @ 16
Pix Burgum	.....	@ 8	Spts, Ether Co.	50 @	55	Lead, red	.....	6 %	@ 7
Plumbi Acet	 12	@ 15	Spts, Myrcia Dom	.....	@ 2 00	Lead, white	.....	6 %	@ 7
Pulvis Ip'e et Opil	130 @	1 50	Spts, Vin Rect bbl	.....	@		Whiting, white S'n	.....	@ 90
Pyrethrum, bxs H & P D Co, doz	.....	@ 75	Spts, Vi' R't 1/2 gal	.....	@		Whiting, Gilders'	.....	@ 35
Pyrethrum, pv	 20	@ 25	Spts, Vi' R't 5 gal	.....	@		White, Paris Am'r	.....	@ 125
Quassia	 8	@ 10	Strychnia, Cryst'l	1 05 @	1 25	Whit'g Paris Eng cliff	.....	@ 1 40	
Quina, S P & W.	..21 @	31	Sulphur Subl	.....	2 % @	4	Universal Prep'd	1 10 @	1 20
Quina, S Ger.	 21	@ 31	Sulphur, Roll	.....	2 1/2 @	3 1/2	Varnishes		
Quina, N Y	 21	@ 31	Tamarinds	.....	8 @	10	No. 1 Turp Coachl	10 @	1 20
Quina, N Y	 21	@ 31	Tererebith Venice	28 @	30	Extra Turp	.....	1 60 @	1 70
			Theobromae	45 @	50				

Hazeltine & Perkins
Drug Co.
Grand Rapids, Mich.

GROCERY PRICE CURRENT

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

ADVANCED

DECLINED

Index to Markets
By Columns

		1		2	
		AXLE GREASE		Plums	
		Fraser's		Pineapple	
		1lb. wood boxes, 4 ds. 3 00		Grated	
		1lb. tin boxes, 3 doz. 2 35		Sliced	
		3 1/2 lb. tin boxes, 2 ds. 4 25		Fair	
		10lb. pails, per doz. 6 00		Good	
		15lb. pails, per doz. 7 20		Fancy	
		25lb. pails, per doz. 12 00		Gallon	
		BAKED BEANS		Raspberries	
		Columbia Brand		Standard	
		1lb. can, per doz. 9 7		Russian Caviar	
		2lb. can, per doz. 1 40		4lb. cans	
		3lb. can, per doz. 1 80		4lb. cans	
		BATH BRICK		1lb. cans	
		American		Salmon	
		English		Col'a River, talls.	
		BROOMS		Col'a River, flats.	
		No. 1 Carpet		Red Alaska	
		No. 2 Carpet		Pink Alaska	
		No. 3 Carpet		Sardines	
		No. 4 Carpet		Domestic, 1/4s	
		Parlor Gem		Domestic, 1/2s	
		Common Whisk		Domestic, Must'd 5 1/2	
		Fancy Whisk		California, 1/4s	
		Warehouse		California, 1/2s	
		BRUSHES		French, 1/4s	
		Scrub		French, 1/2s	
		Solid Back 8 in		Shrimps	
		Solid Back, 11 in		Standard	
		Pointed ends		Fair	
		Stove		Good	
		No. 3		Fancy	
		No. 2		Strawberries	
		No. 1		Standard	
		Shoe		Fancy	
		No. 8		Tomatoes	
		No. 7		Fair	
		No. 4		Good	
		No. 3		Fancy	
		BUTTER COLOR		Gallons	
		W. R. & Co's, 15c size.1 25		CARBON OILS	
		W. R. & Co's, 25c size.2 00		Perfection	
		CANDLES		Water White	
		Electric Light, 8s		D. S. Gasoline	
		Electric Light, 16s		Deodor'd Nap'a	
		Paraffine, 6s		Cylinder	
		Paraffine, 12s		Engine	
		Wicking		Black, winter	
		CANNED GOODS		CEREALS	
		Apples		Breakfast Foods	
		3 lb. Standards..		Bordeau Flakes, 36 1 lb	
		Gals. Standards..		Cream of Wheat, 36 2 lb	
		Blac-berries		Crescent Flakes, 36 1 lb	
		Standards		Egg-O-See, 36 pkgs	
		Beans		Excella Flakes, 36 1 lb	
		Baked		Excella, large pkgs	
		Red Kidney		Force, 36 2 lb	
		String		Grape Nuts, 2 doz.	
		Wax		Malta Ceres, 24 1 lb	
		Blueberries		Malta Vita, 36 1 lb	
		Standard		Mapl-Flake, 36 1 lb	
		Brook Trout		Pillsbury's Vitos, 3 doz	
		Gallon		Raisins, 36 2 lb	
		2lb. cans, s. piced		Sunlight Flakes, 36 1 lb	
		Clams		Sunlight Flakes, 20 lge	
		Little Neck, 1lb. 1 00		Vigor, 36 pkgs	
		Little Neck, 2lb. 01 50		Zest, 20 2 lb	
		Clam Bouillon		Zest, 36 small pkgs	
		Burnham's 1/4 pt		Original Holland Rusk	
		Burnham's, pts		Cases, 5 doz.	
		Burnham's, qts		12 rusks in carton.	
		Cherries		Rolled Oats	
		Red Standards		Rolled Avena, bbls.	
		White		Steel Cut, 100 lb sacks	
		Corn		Monarch, bbl	
		Fair		Monarch, 100 lb sack	
		Good		Quaker, cases	
		Fancy		Cracked Wheat	
		French Peas		Bulk	
		Sur Extra Fine		24 2 lb. packages	
		Extra Fine		CATSUP	
		Fine		Columbia, 25 pts.	
		Moyen		Columbia, 25 1/2 pts.	
		Gooseberries		Snider's quarts	
		Standard		Snider's pints	
		Hominy		Snider's 1/4 pints	
		Standard		CHEESE	
		Lobster		Acme	
		Star, 1/4 lb		Carson City	
		Star, 1 lb		Peerless	
		Picnic Tails		Elsie	
		Mackerel		Emblem	
		Mustard, 1lb.		Gem	
		Mustard, 2lb.		Jersey	
		Soused, 1 1/4		Ideal	
		Soused, 2lb.		Riverside	
		Tomato, 1lb.		Warner's	
		Tomato, 2lb.		Edam	
		Mushrooms		Leiden	
		Hotels		Limburger	
		Buttons		Pineapple	
		Oysters		Sap Sago	
		Cove, 1lb.		Swiss, domestic.	
		Cove, 2lb.		Swiss imported	
		Cove, 1lb. Oval.		CHEWING GUM	
		Peaches		American Flag Gum	
		Pie		Beeman's Pepsin	
		Yellow			
		Pears			
		Standard			
		Fancy			
		Peas			
		Marrowfat			
		Early June			
		Early June Sifted			

3

4

5

Black Jack	55	Kream Klips	20	Hominy	
Largest Gum Made	60	Lady Fingers	12	Flake, 50lb sack	1 00
Sen Sen	55	Len Yen	11	Pearl, 200lb. sack	3 70
Sen Sen Breath Perf.	1 00	Lemonade	11	Pearl, 100lb. sack	1 85
Sugar Loaf	55	Lemon Gems	10	Maccaroni and Vermicelli	
Yucatan	55	Lemon Biscuit Sq.	8	Domestic, 10lb box	80
		Lemon Wafer	16	Imported, 25lb box	2 50
		Lemon Cookie	8	Pearl Barley	
		Malaga	11	Common	2 15
		Mary Ann	8	Chester	2 25
		Marshmallow Walnuts	16	Empire	2 25
		Marshmallow Creams	16		
		Muskegon Branch, Iced	11		
		Moss Jelly Bar	12		
		Molasses Cakes	9		
		Mixed Picnic	11 1/2		
		Mich. Frosted Honey	12		
		Mich. Coconut Fstd.	12		
		Honey	12		
		Newton	12		
		Nu Sugar	8		
		Nic Nacs	8 1/2		
		Oatmeal Crackers	8		
		Orange Slices	16		
		Orange Gems	8		
		Penny Cakes, Asst.	8		
		Pineapple Honey	15		
		Pretzels, Hade Md.	8 1/2		
		Pretzellettes, Hand Md.	8 1/2		
		Pretzellettes, Mac Md.	7 1/2		
		Raisins Cookies	8		
		Revere, Assorted	14		
		Richwood	8 1/2		
		Rubbe Sars	9		
		Scotch Cookies	10		
		Snowdrop	16		
		Spiced Gingers	9		
		Spiced Gingers, Iced	10		
		Spiced Sugar Tops	9		
		Sultana Fruit	15		
		Sugar Cakes	9		
		Sugar Squares, large or small	9		
		Superba	8		
		Sponge Lady Fingers	25		
		Urchins	11		
		Vanilla Wafers	16		
		Vienna Crimp	8		
		Whitehall	10		
		Waverly	8		
		Water Crackers (Bent & Co.)	16		
		Zanzibar	9		
		In-er Seal Goods			
		Almond Bon Bon	1 50		
		Albert Biscuit	1 00		
		Animals	1 00		
		Bremner's But. Wafers	1 00		
		Butter Thin Biscuit	1 00		
		Cheese Sandwich	1 50		
		Coconut Macaroons	2 50		
		Cracker Meal	7 5		
		Faust Oyster	1 00		
		Five O'clock Tea	1 00		
		Frosted Coffee Cake	1 00		
		Frotana	1 00		
		Ginger Snaps, N. B. C.	1 00		
		Graham Crackers	1 00		
		Lemon Snaps	50		
		Marshmallow Dainties	1 00		
		Oatmeal Crackers	1 00		
		Oysterettes	50		
		Pretzellettes, H. M.	1 00		
		Royal Toast	1 00		
		Saltine	1 00		
		Saratoga Flakes	1 50		
		Seamour Butter	1 00		
		Social Tea	1 00		
		Soda, N. B. C.	1 00		
		Soda, Select	1 00		
		Sponge Lady Fingers	1 00		
		Sultana Fruit Biscuit	1 50		
		Unedda Biscuit	1 00		
		Unedda Jinjer Wafyer	1 00		
		Unedda Milk Biscuit	50		
		Vanilla Wafers	1 00		
		Water Thin	1 00		
		Zu Zu Ginger Snaps	50		
		Zwieback	1 00		
		CREAM TARTAR			
		Barrels or drums	29		
		Boxes	30		
		Square cans	32		
		Fancy caddies	35		
		DRIED FRUITS			
		Sundried Apples	@ 5 1/2		
		Evaporated	@ 5 1/2		
		California Prunes			
		100-125 25lb boxes			
		90-100 25lb boxes	@ 4 1/2		
		80-90 25lb boxes	@ 4 1/2		
		70-80 25lb boxes	@ 5 1/2		
		60-70 25lb boxes	@ 6 1/2		
		50-60 25lb boxes	@ 6 1/2		
		40-50 25lb boxes	@ 7 1/2		
		30-40 25lb boxes	@ 8 1/4		
		1/2c less in 50lb cases.			
		Citron			
		Corsien	@ 13 1/4		
		Currants	@ 7 1/2		
		Imp'd 1lb. pkg.	@ 7 1/2		
		Imported bulk	7 @ 7 1/2		
		Peel			
		Lemon American	12		
		Orange American	12		
		Raisins			
		London Layers, 3 cr			
		London Layers, 4 cr			
		Cluster, 5 crown			
		Loose Muscatis, 2 cr			
		Loose Muscatis, 3 cr			
		Loose Muscatis, 4 cr			
		L. M. Seeded, 1 lb.			
		L. M. Seeded, 3/4 lb.			
		Sultanas, bulk			
		Sultanas, package			
		FAIRINACEOUS GOODS			
		Beans			
		Dried Lima	5		
		Med. Hd. Pk'd.	1 75 @ 1 85		
		Brown Holland	2 25		
		Farina			
		24 lb. packages.	1 75		
		Bulk, per 100 lbs.	3 00		

6	7	8	9	10	11
HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 5 lb. pails, per doz. 70 15 lb. pails, per pail. 35 30 lb. pails, per pail. 65 JELLY Pure 30 Calabria 23 Sicily 11 Root 14 MEAT EXTRACTS Armour's, 2 oz. 45 Armour's, 4 oz. 20 Liebig's, Chicago, 2 oz. 2 75 Liebig's, Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 55 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 26 Good 22 Half barrels 2c extra. MINCE MEAT Columbia, per case. 2 75 MUSTARD Horse Radish, 1 dz 1 75 Horse Radish, 2 dz 3 50 OLIVES Bulk, 1 gal. kegs. 1 25 Bulk, 2 gal. kegs. 1 15 Bulk, 5 gal. kegs. 1 10 Manzanilla, 8 oz. 90 Queen, pints 2 35 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 8 oz. 1 45 Stuffed, 10 oz. 2 30 PIPES Clay, No. 216 1 70 Clay, T. D., full count 65 Cob, No. 3 85 PICKLES Medium Barrels, 1,200 count. 4 75 Half bbls., 600 count. 2 88 Small Barrels, 2,400 count. 7 00 Half bbls., 1,200 count. 4 00 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted. 1 20 No. 20, Rover, enameled. 1 60 No. 572, Special. 1 75 No. 98 Golf, satin finish. 2 06 No. 808 Bicycle. 2 00 No. 632 Tour'n't whist. 2 25 POTASH 48 cans in case Babbitt's 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess Fat Black 15 00 Short cut 15 00 Bean 12 50 Pig 20 00 Brisket, Clear 15 00 Cured Family 13 50 Dry Salt Meats S. P. Bellies 11 Bellies 10 1/4 Extra Shorts 8 1/2 Smoked Meats Hams, 12 lb. average. 11 Hams, 14 lb. average. 11 Hams, 16 lb. average. 11 Hams, 18 lb. average. 10 1/2 Skinned Hams 10 1/2 Ham, dried beef sets 13 Shoulders, (N. Y. cut) Bacon, clear 12 California Hams 7 Picnic Boiled Ham. 12 Boiled Ham 16 1/2 Berlin Ham, pressed. 8 Mince Ham 9 Lard Compound 5 1/4 Pure 8 1/4 80 lb. tugs. advance 1 1/2 60 lb. tubs. advance 1 1/2 50 lb. tins. advance 1 1/4 20 lb. pails. advance 3/4 10 lb. pails. advance 3/4 5 lb. pails. advance 1 3 lb. pails. advance 1 Sausages Bologna 5 Liver 6 1/2 Frankfort 7 Pork 6 1/2 Veal 8 Tongue 9 1/2 Headcheese 6 1/2 Beef Extra Mess 9 50 Boneless 10 50 Rump, new 10 50 Pig's Feet 1/4 bbls. 1 10 1/2 bbls., 40 lbs 1 85 3/4 bbls. 3 75 1 bbl. 7 75 Tripe Kits, 15 lbs. 70 1/4 bbls., 40 lbs. 1 50 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 28 Beef rounds, set 16 Beef middles, set 45 Sheep, per bundle 70 Uncolored Butterine Solid, dairy 10 Rolls, dairy 10 1/4 @ 11 1/4	Canned Meats Corned beef, 2 2 50 Corned beef, 14 17 50 Roast beef 2 00 @ 2 50 Potted ham, 1/4 45 Potted ham, 1/2 85 Deviled ham, 1/4 45 Deviled ham, 1/2 85 Potted tongue, 1/4 45 Potted tongue, 1/2 85 RICE Screenings 3 1/4 Fair Japan 4 1/2 Choice Japan 4 5 Imported Japan 4 5 1/2 Fair La. hd. 5 1/2 Choice La. hd. 6 Carolina, ex. fancy 6 1/2 @ 7 SALAD DRESSING Columbia, 1/2 pint. 2 25 Columbia, 1 pint. 4 00 Durkee's, large, 1 doz. 4 50 Durkee's Small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box. Arm and Hammer. 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 3 00 Wyandotte 100 1/2 3 00 SAL SODA Granulated, bbls 85 Granulated, 100lb cases. 1 00 Lump, bbls 80 Lump, 145lb kegs 95 SALT Common Grades 100 3lb sacks 1 95 60 5lb sacks 1 85 28 10 1/2 sacks 1 75 56 lb. sacks 30 28 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56lb. sacks 20 Common Granulated, fine 80 Medium fine 85 SALT FISH Cod Large whole @ 6 1/2 Small whole @ 5 1/2 Strips or bricks. 7 1/2 @ 10 Pollock @ 3 1/2 Hallbut Strips 14 Chunks 14 1/2 Herring Holland White Hoop, bbls 11 50 White Hoop, 1/2 bbls 6 00 White Hoop, keg. @ 75 White Hoop mchs @ 80 Norwegian @ Round, 100lbs 3 75 Round, 40lbs 1 75 Scaled 14 Trout No. 1, 100lbs 7 50 No. 1, 40lbs 3 25 No. 1, 10lbs 90 No. 1, 8lbs 75 Mackerel Mess, 100lbs. 13 50 Mess, 40 lbs. 5 90 Mess, 10lbs. 1 65 Mess, 8 lbs. 1 40 No. 1, 100 lbs. 12 50 No. 1, 4 lbs. 5 50 No. 1, 10lbs. 1 65 No. 1, 8 lbs. 1 1/2 Whitefish No. 1 No. 2 Fam 100lb. 9 50 3 50 50lb. 5 00 1 95 10lb. 1 10 52 8lb. 90 44 SEEDS Anise 15 Canary, Smyrna. 8 Caraway 8 Cardamom, Malabar. 1 00 Celery 15 Hemp, Russian 4 Mixed Bird 4 Mustard, white. 8 Poppy 8 Rape 4 1/2 Cuttle Bone 25 SHOE BLACKING Handy Box, large, 3 dz. 2 50 Handy Box, small. 1 25 Bixby's Royal Polish. 85 Miller's Crown Polish. 85 SNUFF Scotch, in bladders. 37 Maccaboy, in jars. 35 French Rappie in jars. 43 SOAP Central City Soap Co. Jaxon 2 85 Boro Naphtha 3 85 J. S. Kirk & Co. American Family. 4 05 Dusky Diamond, 50 8oz 2 80 Dusky D'nd, 100 6oz. 3 80 Jap Rose, 50 bars. 3 75 Savon Imperial 3 10 White Russian 3 10 Dome, oval bars. 2 85 Satiret, oval 2 15 Snowberry, 100 cakes. 4 00 LAUTZ BROS. & CO. Acme soap, 100 cakes. 2 85 Naphtha, 100 cakes. 4 00 Big Master, 100 bars. 4 00 Marselles White soap. 4 00 Snow Boy Wash P'r. 4 00	Proctor & Gamble Co. Lenox 2 85 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 A. B. Whisley Good Cheer 4 00 Old Country 3 40 Soap Powders Central City Soap Co. Jaxon, 16 oz. 2 40 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gross lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 Scouring Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 55 Cassia, Saigon, in rolls. 55 Cloves, Amboyana. 22 Cloves, Zanzibar 15 Mace 15 Nutmegs, 75-80 35 Nutmegs, 105-10 35 Nutmegs, 115-20 30 Pepper, Singapore, blk. 15 Pepper, Singap. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 48 Cloves, Zanzibar 18 Ginger, African 15 Ginger, Cochlin 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Hemp, 6 ply 13 Flax, medium 20 Wool, 1lb. balls 6 VINEGAR Malt White Wine, 40gr 8 1/2 Malt White Wine, 80gr 12 Pure Cider, B & B 12 Pure Cider, Red Star. 12 Pure Cider, Robinson. 13 Pure Cider, Silver. 13 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels, wide band 1 10 Bushels, 1 10 Market 35 Splint, large 6 00 Splint, medium 5 00 Splint, small 4 00 Willow, Clothes, large. 7 00 Willow Clothes, med'm. 6 00 Willow Clothes, small. 5 00 Bradley Butter Boxes 2lb size, 24 in case 72 3lb size, 16 in case 68 5lb size, 12 in case 63 10lb size, 6 in case 60 Butter Plates No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Barrel, 15 gal., each 2 70 Clothes Pins Round head, 5 gross bx 55 Round head, cartons 75 Egg Crates Humpty Dumpty 2 40 No. 1, complete 32 No. 2, complete 18 Faucets Cork lined, 8 in. 65 Cork lined, 9 in. 75 Cork lined, 10 in. 85 Cedar, 8 in. 55 Pop Sticks Trojan spring 90 Eclipse patent spring. 85 No. 1 common 75 No. 2 pat. brush holder 85 12 lb. cotton mop heads 1 40 deal No. 7 90 Pails 2-heop Standard 1 60 2-heop Standard 1 75 2-wire, Cable 1 70 3-wire, Cable 1 90 Cedar, all red, brass 1 25 Paper, Bureks 2 25 Fibre 2 70	Telegram 84 Pay Car 33 Pearl Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyo 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Piper Heidsick 66 Boot Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Car 34 Flat Cor 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb 27 I X L, 16 oz. pails 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz 39 Yum Yum, 1lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1lb. 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 Good Indian 25 Self Binding 25 Silver Foam 20-22 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 22 Cotton, 4 ply 22 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium 20 Wool, 1lb. balls 6 WICKING Malt White Wine, 40gr 8 1/2 Malt White Wine, 80gr 12 Pure Cider, B & B 12 Pure Cider, Red Star. 12 Pure Cider, Robinson. 13 Pure Cider, Silver. 13 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels, wide band 1 10 Bushels, 1 10 Market 35 Splint, large 6 00 Splint, medium 5 00 Splint, small 4 00 Willow, Clothes, large. 7 00 Willow Clothes, med'm. 6 00 Willow Clothes, small. 5 00 Bradley Butter Boxes 2lb size, 24 in case 72 3lb size, 16 in case 68 5lb size, 12 in case 63 10lb size, 6 in case 60 Butter Plates No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Barrel, 15 gal., each 2 70 Clothes Pins Round head, 5 gross bx 55 Round head, cartons 75 Egg Crates Humpty Dumpty 2 40 No. 1, complete 32 No. 2, complete 18 Faucets Cork lined, 8 in. 65 Cork lined, 9 in. 75 Cork lined, 10 in. 85 Cedar, 8 in. 55 Pop Sticks Trojan spring 90 Eclipse patent spring. 85 No. 1 common 75 No. 2 pat. brush holder 85 12 lb. cotton mop heads 1 40 deal No. 7 90 Pails 2-heop Standard 1 60 2-heop Standard 1 75 2-wire, Cable 1 70 3-wire, Cable 1 90 Cedar, all red, brass 1 25 Paper, Bureks 2 25 Fibre 2 70	Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 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 00 18-in., Standard, No. 2. 6 00 16-in., Standard, No. 3. 5 00 20-in., Cable, No. 1. 7 50 18-in., Cable, No. 2. 6 50 16-in., Cable, No. 3. 5 50 No. 1 Fibre 10 80 No. 2 Fibre 9 45 No. 3 Fibre 8 55 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 3 50 Single Peerless 2 75 Northern Queen 2 75 Double Duplex 3 00 Good Luck 2 75 Universal 2 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 13 in. Butter 1 15 15 in. Butter 2 00 17 in. Butter 3 25 19 in. Butter 4 75 Assorted, 13-15-17 2 25 Assorted 15-17-19 3 25 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white 2 1/2 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short cut. 13 Wax Butter, full count. 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz 1 15 Yeast Cream, 3 doz 1 00 Yeast Foam, 1 1/2 doz 58 FRESH FISH Jumbo Whitefish @ 12 1/2 No. 1 Whitefish @ 10 1/2 Trout 9 1/2 @ 11 Halibut @ 10 Ciscos or Herring. @ 5 Bluefish 10 1/2 @ 11 Live Lobster @ 25 Boiled Lobster. @ 25 Cod @ 10 Haddock @ 8 Pickel @ 10 Pike @ 7 Perch, dressed. @ 8 Smoked White @ 12 1/2 Red Snapper @ Col. River Salmon. @ 13 Mackerel 15 @ 16 OYSTERS Cans Extra Selects Per can F. H. Counts 28 Market 35 F. J. D. Selects 33 Perfection Standards. 25 Anchors 22 Standards 20 Bulk Oysters Per Gal. F. H. Counts 1 75 Extra Selects 1 75 Selects 1 50 Perfection Standards. 1 25 Standards 1 15 Shell Goods Clams Per 100 Oysters 1 25 HIDES AND PELTS Hides Green No. 1 11 @ 11 1/2 Green No. 2 10 @ 10 1/2 Cured No. 1 13 1/2 @ 13 1/2 Cured No. 2 12 @ 12 1/2 Calfskins, green No. 1 13 Calfskins, green No. 2 11 1/2 Calfskins, cured No. 1. 14 1/2 Calfskins, cured No. 2. 13 Steer Hides, 60lb over 13 1/2 Pelts Old Wool Lambs 60 @ 1 40 Shearlings 40 @ 1 25 Tallow No. 1 @ 4 1/2 No. 2 @ 3 1/2 Wool Unwashed, med. 26 @ 28 Unwashed, fine 21 @ 23 CONFECTIONS Stick Candy Pails Standard 7 1/2 Standard H H 7 1/2 Standard Twist 8 Jumbo, 32 lb. 7 1/2 Wet H H 8 Boston Cream 10 Old Time Sugar stick 30 lb. case 13	Mixed Candy Grocers 6 Competition 7 Special 7 1/2 Conserve 7 1/2 Royal 8 1/2 Broken 10 Cut Loaf 8 Leader 8 1/2 Kindergarten 10 Bon Ton Cream 9 French Cream 10 Star 11 Iland Made Cream 15 Premio Cream mixed 13 O F Horehound Drop 11 Fancy-In Pails Gypsy Hearts 14 Coco Bon Bons 12 Fudge Squares 12 1/2 Peanut Squares 9 Sugared Peanuts 11 Salted Peanuts 11 Starlight Kisses 11 San Blas Goodies 12 Lozenges, plain 10 Lozenges, printed 11 Champion Chocolate 11 Eclipse Chocolates 13 Eureka Chocolates 13 Quintette Chocolates 12 Champion Gum Drops 8 1/2 Moss Drops 10 Lemon Sours 10 Imperial 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 20lb pails 12 Molasses Chews, 15lb. cases 12 Molasses Kisses, 10 lb. box 12 Golden Waffles 12 Old Fashioned Molass- es Kisses, 10 lb. box. 1 20 Orange Jellies 50 Fancy-In 5lb. Boxes Lemon Sours 55 Peppermint Drops 55 Chocolate Drops 61 H. M. Choc. Drops 61 H. M. Choc. Lt. and Dark No. 12 1 00 Bitter Sweets, ass'd 1 25 Brilliant Gums, Crys. 60 A. A. Licorice Drops 90 Lozenges, plain 55 Lozenges, printed 55 Imperial 60 Mottos 60 Cream Bar 55 G. M. Peanut Bar 55 Hand Made Cr's. 80 @ 9 Cream Buttons, Pep. and Wintergreen. 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted, 25 lb. case 2 75 Buster Brown Goodies 30lb. case 3 50 Up-to-Date Assmt, 32 lb. case 3 75 Ten Strike Assort- ment No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike No. 3 8 00 Ten Strike, Summer as- sortment. 6 75 Kalamazoo Specialties Hanselman Candy Co. Chocolate Maize 18 Gold Medal Chocolate Almonds 18 Chocolate Nugatines 18 Quadruple Chocolate 15 Violet Cream Cakes, bx 90 Gold Medal Creams pails 13 1/2 Pop Corn Dandy Snack, 24s 65 Dandy Snack, 100s 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 3 00 Pop Corn Balls, 200s 1 25 Cicero Corn Cakes 5 per box 60 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS-Whole Almonds, Tarragona 16 Almonds, Avica 16 Almonds, California sft shell 16 Brazil 12 Filberts 13 Cal. No. 1 16 Walnuts, soft shelled. Walnuts, French 13 1/2 Table nuts, fancy 13 Pecans, Med. 11 Pecans, ex. larg. 12 Pecans, Jumbos. 13 Hickory Nuts pr bu Ohio new 5 Cocoanuts Chestnuts, New York State, per bu Shelled Spanish Peanuts. 8 @ 8 1/2 Pecan Halves 50 Walnut Halves 28 @ 32 Filbert Meats 25 Alicante Almonds 23 Jordan Almonds 47 Peanuts Fancy, H. P. Suns. 6 Fancy, H. P. Suns. 7 Roasted Choice, H. P. Jbo. @ 7 1/2 Choice, H. P. Jum- bo, Roasted @ 8 1/2

Special Price Current

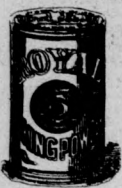
AXLE GREASE



Mica, tin boxes .75 9 00
Paragon .55 6 00

BAKING POWDER

JAXON
1/4 lb. cans, 4 doz. case.. 45
1/4 lb. cans, 4 doz. case.. 85
1 lb. cans, 2 doz. case 1 60



Royal
10c size 90
1/4 lb cans 1 35
6oz. cans 1 90
1/2 lb cans 2 50
1/4 lb cans 3 75
1 lb cans 4 80
3 lb cans 13 00
5 lb cans 21 50

BLUING

Arctic, 4oz ovals, p gro 4 00
Arctic, 8oz ovals, p gro 6 00
Arctic, 16oz ro'd, p gro 9 00

BREAKFAST FOOD

Walsh-DeRue Co.'s Brands



Sunlight Flakes
Per case 4 00
Wheat Grits
Cases, 24 2lb pack's.. 2 00

CIGARS



G. J. Johnson Cigar Co.'s
Less than 500. 33
500 or more. 32
1,000 or more. 31

Worden Grocer Co. brand
Ben Hur

Perfection 35
Perfection Extras 35
Londres 35
Londres Grand 35
Standard 35
Puritans 35
Panatellas, Fins. 35
Panatellas, Bock 35
Jockey Club 35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb pkg, per case 2 60
35 1/4 lb pkg, per case 2 60
35 1/4 lb pkg, per case 2 60
16 1/4 lb pkg, per case 2 60

FRESH MEATS

Beef

Carcass 4 @ 8
Forequarters 4 1/2 @ 5
Hindquarters 6 @ 9
Loins 7 @ 16
Ribs 7 @ 14
Rounds 4 1/2 @ 6
Chucks 4 @ 5
Plates 3 @ 3

Pork

Loins 9
Dressed @ 6 1/2
Boston Butts @ 8
Shoulders @ 7 1/4
Leaf Lard @ 8 1/2

Mutton

Carcass @ 7 1/2
Lamb @ 12

Veal

Carcass 7 @ 9

CLOTHES LINES

Sisal

60ft. 3 thread, extra.. 1 00
72ft. 3 thread, extra.. 1 40
90ft. 3 thread, extra.. 1 70
90ft. 6 thread, extra.. 1 29
72ft. 6 thread, extra..

Jute

40ft. 75
72ft. 90
90ft. 1 05
120ft. 1 50

Cotton Victor

50ft. 1 10
72ft. 1 25
90ft. 1 60

Cotton Windsor

50ft. 1 30
60ft. 1 44
70ft. 1 80
80ft. 2 00

Cotton Braided

40ft. 95
50ft. 1 35
60ft. 1 65

Galvanized Wire

No. 20, each 100ft. long 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1lb
White House, 2lb
Excelsior, M & J, 1lb ..
Excelsior, M & J, 2lb ..
Tip Top, M & J, 1lb ..
Royal Java
Royal Java and Mocha..
Java and Mocha Blend..
Boston Combination

Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Saginaw;
Meisel & Goeschel,
Bay City; Godsmark, Du-
rand & Co., Battle Creek;
Fleibach Co., Toledo.



CONDENSED MILK
4 doz. in case

Gail Borden Eagle 6 40
Crown 5 90
Champion 4 52
Daisy 4 70
Magnolia 4 00
Challenge 4 40
Dime 3 85
Peerless Evap'd Cream 4 00

FISHING TACKLE

1/2 to 1 in 7
1 1/4 to 2 in 8
1 1/2 to 3 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

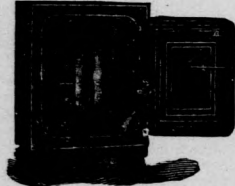
Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size 1 10
Cox's 2 qt. size 1 61
Knox's Sparkling, doz 1 20
Knox's Sparkling, gro 14 00
Knox's Acidu'd, doz 1 20
Knox's Acidu'd, gro 14 00
Nelson's 1 50
Oxford 75
Plymouth Rock 1 25

SAFES



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

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size.. 6 50
50 cakes, large size.. 3 25
100 cakes, small size.. 3 85
50 cakes, small size.. 1 95

Tradesman Co.'s Brand.



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

We sell more 5 and 10 Cent Goods Than Any Other Twenty Wholesale Houses in the Country.

WHY?

Because our houses are the recognized headquarters for these goods.

Because our prices are the lowest.

Because our service is the best.

Because our goods are always exactly as we tell you they are.

Because we carry the largest assortment in this line in the world.

Because our assortment is always kept up-to-date and free from stickers.

Because we aim to make this one of our chief lines and give to it our best thought and attention.

Our current catalogue lists the most complete offerings in this line in the world. We shall be glad to send it to any merchant who will ask for it. Send for Catalogue J.

BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only
New York Chicago St. Louis



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, Etc.

Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.

99 Griswold St.

Detroit, Mich.

OUR CASH AND CHARGE DUPLICATING SALES BOOKS



ARE SATISFACTION GIVING, Error Saving, Labor Saving Sales-Books.

THE CHECKS ARE NUMBERED, MACHINE-PERFORATED, MACHINE-COUNTED. STRONG & HIGH GRADE CARBON

THEY COST LITTLE

BECAUSE WE HAVE SPECIAL MACHINERY THAT MAKES THEM AUTOMATICALLY.

SEND FOR SAMPLES AND ASK FOR OUR CATALOGUE. A

SALES BOOK DETROIT, W.R. ADAMS & Co. MAKERS - MICH.

Leading the World, as Usual

LIPTON'S CEYLON TEAS.



St. Louis Exposition, 1904, Awards

GRAND PRIZE and Gold Medal for Package Teas.

Gold Medal for Coffees.

All Highest Awards Obtainable. Beware of Imitation Brands.

Chicago Office, 49 Wabash Ave.

1-lb., 1/2-lb., 1/4-lb. air-tight cans.

A Bakery Business in Connection

with your grocery will prove a paying investment.

Read what Mr. Stanley H. Oke, of Chicago, has to say of it:

Middleby Oven Mfg. Co., 60-62 W. VanBuren St., City. Chicago, Ill., July 26th, 1905.

Dear Sirs:—The Bakery business is a paying one and the Middleby Oven a success beyond competition. Our goods are fine, to the point of perfection. They draw trade to our grocery and market which otherwise we would not get, and, still further, in the fruit season it saves many a loss which if it were not for our bakery would be inevitable.

Respectfully yours,

STANLEY H. OKE.

414-416 East 63d St., Chicago, Illinois.

A Middleby Oven Will Guarantee Success

Send for catalogue and full particulars

Middleby Oven Manufacturing Company

60-62 W. Van Buren St., Chicago, Ill.

Place your business on a cash basis by using Tradesman Coupons

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—The New Walloon Hotel; located on one of the finest lakes and most popular summer resorts in Northern Michigan. Modern in every respect, electric light plant, water works, fine view of lake, 60 rooms, good trade established. Anyone wishing a fine hotel business cannot find a better location. Address A. E. Hass, Walloon Lake, Mich. 148

Large manufacturer will sell half interest in business; established five years; requires \$8,000 capital or more; big field; large profits. Will bear close inspection. Address F., P. O. Box 202, Detroit, Mich. 137

I will name you free, with full information, a stock which I guarantee, will, in three months, sell for double its present price. You can invest from \$5 up. Jos. Rapenbrock, Bradford Block, Cincinnati, Ohio. 146

Wanted—Clear White Oak Baluster and Furniture Squares. We have trade for more than we can get out and wish to contract with reliable mill company for several cars for winter delivery. Give price delivered Buffalo, N. Y., Philadelphia, Pa. Pittsburg Sawmill Lumber Co., Jeannette, Pa. 145

For Sale—An up-to-date hardware store at Woodstock, Ill. Will invoice \$4,500 to \$5,000. Trades not considered. Austin Ave. Provision Co., Oak Park, Ill. 141

\$200,000 in gold, taken out before reaching a depth of 200 feet; the new mine is situated twelve miles from Jackson Springs, in Moore County, N. C.; Jackson Springs water took second premium at the Louisiana exposition at St. Louis, and is a specific for stomach and kidney troubles; good hotel accommodations, numerous springs of freestone water, an excellent and convenient place to operate mines and prospect from. For particulars write to C. E. Spencer, Promoter, Jackson Springs, N. C. 142

For thirty 2 cent postage stamps, the best mail order article on the market, sent prepaid. Address D. F. Sullivan, Sullivan Bldg., Rockford, Ill. 143

For Sale—Hardware stock, consisting of shelf and heavy hardware, stoves, house furnishing goods, crockery, agricultural implements, invoicing about \$4,000, in healthiest city in the south. Well established business in fine territory. Settling estate, reason for selling. Address Rare Opportunity, care Tradesman. 139

For Sale—A stock of general merchandise, invoicing \$7,000. Will sell for cash or exchange for farm property. Address A. Y., care Michigan Tradesman. 136

Drug store for sale in northern Michigan; inventory \$2,000; summer resort and lumbering town; can give best of reasons for selling. F. E. Holden, Indian River, Mich. 135

Wanted—A good location for a first-class, up-to-date stock of drugs of \$4,000. Address No. 132, care Michigan Tradesman. 132

For Sale—A drug stock; best location in a town of 3,000 inhabitants. Fine farming country, two railroads, several manufacturing establishments. Terms easy. Reason for selling, wish to devote more time to outside interests. Address No. 131, care Michigan Tradesman. 131

For Sale—Confectionery, tobacco, cigars, canned goods stock, etc., also fixtures in good manufacturing town of 4,000 inhabitants. Address Box 538, Greenville, Mich. 133

Wanted—Party to join me in renting new steam heated brick block, 22x65 and basement. Rent \$25 each. I handle bazaar goods. Fine location. Good manufacturing town of 3,000. Good opening for shoes, sewing machines, gent's furnishings or jeweler. Address Box 633, Boyne City, Mich. 134

For Sale—Drug stock on easy payments to right parties. Good established business, best location in town. Only one other store in same line. Will invoice about \$500. Rent reasonable. For particulars write Silas Adams, LeRoy, Mich. 130

For Sale—Drug business in a country town. Average daily sales, \$26. Large holiday trade expected. Address H. O., care Tradesman. 144

For Sale—Store; 85 cents on the dollar for a well assorted, clean, bright, nearly new stock general merchandise, in good Iowa town; fine building, solid brick, full basement; 2-story building, 40x80, built 1902; cost \$11,000; stock about \$12,000; will sell building for \$8,500; it's a bargain; no trade; time on part if desired; good reasons for selling. Address Lock Box 73, Anthon, Iowa. 121

For Sale—Splendid \$10,000 general stock, doing about \$30,000 annually; strictly cash. Good margins. Light expense. Will sell at once or reduce stock. Open to close investigation. Have larger business in view. Address No. 128, care Tradesman. 128

Wanted—To buy for cash, stock shoes, clothing, dry goods, at once. Address Lock Box 182, Merrill, Wis. 104

Wanted—To buy stock of general merchandise, \$3,000 to \$5,000 in small town southern Michigan. Address O. R. W., care Tradesman. 99

Store For Sale or For Rent. A large up-to-date new store size 35x100, 2 floors, 2 big show windows 12x8 feet, electric lights, located in the heart of the city, good for furniture, clothing, shoes, etc. Opposite a new bank. Rich farming community. For further particulars write or call on M. E. Vanden Bosch, Zeeland, Mich. 95

Best price paid for pieces of burlap from bales, coffee bags, sugar bags, etc. William Ross & Co., 59 So. Water St., Chicago, Ill. 117

For Sale or Exchange for farm, stock groceries, crockery, bazaar goods with or without building. \$3,500. J. S. Burgess, Edmore, Mich. 110

For Sale—One Vincent gasoline lighting outfit. Used but one year. In perfect condition. Five lights. Cost \$80. Will sell it for \$40, f. o. b. Detroit, Mich. No use for it. Bower's Drug Store, 1167 W. Warren Ave., Detroit. 126

Chadron, Nebraska—Has no general stock sales. Would run about \$80,000. Best quarters in city can now be secured. Also furniture stock. P. B. Nelson. 125

For Sale—First-class stock of groceries, dry goods, shoes, hardware and furniture, doing a \$20,000 business yearly; have other business interests. Address "B and S," care Tradesman. 120

For Sale or Exchange—160 acre farm in Oklahoma, one and one-half miles from county seat. Thirty-five acres improved; balance fine upland pasture with running water, some timber. Price \$2,500. Incumbrance \$900. Will exchange equity \$1,600 for clean stock of goods. A. L. Bradford, Eaton Rapids, Mich. 116

For Sale—Rebuilt machinery. All kinds of iron and woodworking machinery, engines, boilers, pumps, dynamos, gasoline engines, etc., thoroughly rebuilt and in guaranteed good condition; also immense stock of pulleys, shafting, hangers and belting. Indianapolis Machinery Exchange, 525 E. Wash. St., Indianapolis, Ind. 123

For Sale—Good paying drug stock in southern Michigan. Owner not registered. Address No. 119, care Tradesman. 119

For Sale—Good clean stock of groceries, crockery and lamps, store doing nice business, situated in good live business town in good farming section. No trades and no time to answer letters from parties not in earnest. A good thing for a hustler. Address No. 118, care Tradesman. 118

For Sale—First-class general stock, \$6,000. Good business. 15 miles from county seat. Live town 500, central Michigan. Good farming country. Railroad, churches, graded school. Up-to-date flour, lumber, shingle and planing mills. Great bargain for right man. Health failing, reason for selling. Address No. 87, care Michigan Tradesman. 87

For Sale or Exchange—\$10,000 stock dry goods, clothing, boots and shoes, groceries, etc., with store and dwelling in small country town. Old-established and profitable. Will sell cheap on easy terms, or will take clear improved real estate for part. Address No. 113, care Michigan Tradesman. 113

Wanted—Experienced man for general store in small town, also opening for an experienced dry goods clerk in city store. Address with reference and salary expected, No. 114, care Michigan Tradesman. 114

Fixtures For Sale—Two 10 foot floor showcases, one 8 foot floor showcase, three celluloid front hat cases, one 8 foot glass front hat case, one Triplecote mirror, one floor stand mirror, one umbrella case, five big clothing tables six feet wide and eight feet long, eight small clothing tables three feet wide and eight feet long. One fur coat rack. Twelve show window suit stands, one big show window display stand. For prices and further particulars call or write M. E. Vanden Bosch, Zeeland, Mich. 96

For Sale—A good undertaking and furniture business. Stock is reduced to \$600 or \$700. Address Knapp & Burgess, Edmore, Mich. 109

Are you looking for desirable farm property? If so, address Fred A. Gleason, Insurance and Real Estate, Greenville, Mich. 91

Blacksmith and carriage repair business, building and tools for sale; one of the best cities in central Michigan; owner retiring, poor health. Extra good chance for right party. Address Fred A. Gleason, Insurance and Real Estate, Greenville, Mich. 92

Partner Wanted—In secondhand and wood-working machinery business. E. R. Richards, 220 Peachtree St., Atlanta, Ga. 94

Willapa Harbor Timber—Spruce, cedar, fir, hemlock. Diameter 30 to 90 inches; stumpage 40 to 95 cents per M.; \$5 to \$15 per acre. W. W. Cheadle, Agt., South Bend, Wash. 63

Geo. M. Smith Safe Co., agents for one of the strongest, heaviest and best fire-proof safes made. All kinds of second-hand safes in stock. Safes opened and repaired. 376 South Ionia street, Grand Rapids. Both phones. 926

For Sale—A party with \$10,000 cash can nearly double his money by purchasing one of the best drug stores in western New York. No cutting in prices. For particulars address Sampson, care Michigan Tradesman. 106

A large number of Delaware farms for sale. Beautifully located. Write for free catalogue. C. M. Hammond, Real Estate Broker, Milford, Dela. 86

For Sale—Grocery stock in city doing \$35 per day. Conducted by same owner for 18 years. Rent \$25 per month. Including six living rooms and barn, \$1,000. A good chance. Gracey, 300 Fourth National Bank Bldg., Grand Rapids. 994

Wanted—Established mercantile or manufacturing business. Will pay cash. Give full particulars and lowest price. Address No. 652, care Michigan Tradesman. 652

For Sale—A cigar store in a town of 15,000. Good proposition. Address B. W., care Michigan Tradesman. 835

For Sale—A fully equipped meat market in a Southern Michigan town of 5,000 inhabitants. Address No. 47, care Michigan Tradesman. 47

Live clerks make clean extra money representing our straight, wholesome western investments; experience unnecessary. C. E. Mitchell Co., Spokane, Wash. 990

For Sale—Only bakery in town, restaurant. County seat town; doing nice business; good shipping point. Two-story brick building; five nice living rooms above. Will sell building, if desired, on easy terms. M. R. G., Troy, Mo. 936

Wanted—To buy stock of merchandise from \$4,000 to \$30,000 for cash. Address No. 253, care Michigan Tradesman. 253

For Sale—Shingle mill and tract of pine shingle timber in Alger county, Michigan. Address enquiry to Robert King, Lapeer, Mich. 93

For Sale—Shoe stock in live town of 3,000 in Central Michigan. Will invoice about \$5,000. Doing good business. Ill health. A bargain if taken at once. Address Lock Box 83, Corunna, Mich. 938

For Sale—800 acres improved farm; two sets of farm buildings and an artesian well; improvements valued at \$3,500; desirable for both stock and grain; every acre tillable; 400 acres into crops this season; located 4 1/2 miles from Frederick, S. D., a town having a bank, flouring mill, creamery, etc.; price \$20 per acre; one half cash, balance deferred payments. J. C. Simmons, Frederick, S. D. 836

Stores Bought and Sold—I sell stores and real estate for cash. I exchange stores for land. If you want to buy, sell or exchange, it will pay you to write me. Frank P. Cleveland, 1261 Adams Express Bldg., Chicago, Ill. 511

POSITIONS WANTED

Wanted—Position as clerk in general store. Four years' experience. Can furnish reference. P. O. Box 72, LaOtto, Ind. 147

Wanted—Position as bookkeeper or salesman in a general store. Best of references. Address No. 129, care Tradesman. 129

Wanted—Position as bookkeeper, time-keeper or clerk of experience, with good reference. G. B., 612 Lake Ave., Grand Rapids, Mich. 115

Wanted—Position as manager or clerk in hardware store. Eight years' experience. Can furnish A1 references. Address P. O. Box B, Nashville, Mich. 127

Ferrets For Sale—Write for prices. Lewis De Kleine, Jamestown, Mich. 58

HELP WANTED.

Wanted—Retail clerks who wish to become traveling salesmen, to sell our staple line to general merchants. We offer special inducements to retail merchants and we prefer to educate our salesmen from men who have had no road experience but who have sold goods over the counter. Write for particulars. Sales Manager, McAllister-Coman Company, 356 Dearborn St., Chicago, Ill. 138

Wanted—In Michigan and Indiana, good men that can sell sick and accident insurance. Good contracts for both agent and member. Address with references, Columbian Relief Fund Association, Indianapolis, Ind. 140

Compositors Wanted—\$19.50 per week. Catalogue, job and stone men; non union. For permanent positions in largest job printing office in the United States, strike on; splendid opportunity; open shop; only sober, competent men with references and looking for steady positions wanted. Write or call R. R. Donnelley & Sons Co., Chicago, Ill. 40

AUCTIONEERS AND TRADERS.

H. C. Ferry & Co., Auctioneers. The leading sales company of the U. S. We can sell your real estate, or any stock of goods, in any part of the country. Our method of advertising "the best." Our "terms" are right. Our men are gentlemen. Our sales are a success. Or we will buy your stock. Write us, 324 Dearborn St., Chicago, Ill. 490

MISCELLANEOUS.

Want Ads. continued on next page.

WE ARE EXPERT AUCTIONEERS

and have never had a failure because we come ourselves and are familiar with all methods of auctioneering. Write to-day.

R. H. B. MACRORE
AUCTION CO.,
Davenport, Ia.



AUCTIONEERING

Not How Cheap

But how to get you the High Dollar for your stock, is my plan.

Expert merchandise auctioneering. You only pay me for results.



A. W. THOMAS
324 Dearborn St. Chicago, Ill.

MAKE US PROVE IT



I. S. TAYLOR



F. M. SMITH

MERCHANTS, "HOW IS TRADE?" Do you want to close out or reduce your stock by closing out any odds and ends on hand? We positively guarantee you a profit on all reduction sales over all expenses. Our plan of advertising is surely a winner; our long experience enables us to produce results that will please you. We can furnish you best of bank references, also many Chicago jobbing houses; write us for terms, dates and full particulars.

Taylor & Smith, 53 River St., Chicago

Old Firm Passes Into History.

Detroit, Nov. 14—After an uninterrupted and successful career of thirty-eight years in the wholesale fruit business at the same stand, the firm of Dwyer & Vhay, Cass and Jefferson avenues, is winding up its affairs.

This is made necessary, it is stated, by the death of John M. Dwyer last January. The other member of the firm, James H. Vhay, died several years ago.

From a very small beginning the house of Dwyer & Vhay grew to be the largest of its kind in Michigan, but owing to the class of goods handled its scope was necessarily confined within the borders of the State. The firm did a large business in fruits and its rating was always first class, being between \$200,000 and \$300,000 at the present time.

Many of the employees of Dwyer & Vhay have been with the concern almost since its inception, and some of them are now going into business for themselves.

George H. Slater, head book-keeper, has been with the firm thirty years. He will be busy the next three months winding up the details. He has not decided what he will do after that. James Burston and Robert Barron were in the employ of the house thirty-three years. They now enter the same kind of business on their own account. Richard Baker saw thirty years' service in the store, and has opened an office to handle candy specialties. The shipping clerk, James Kelly, marked boxes and routed goods for the firm twenty years, while James Super, the head teamster, hauled them for thirty-two years. S. Robinson, another teamster, drove a rig for the firm for twenty years. Richard Baker, one of the traveling salesmen, was on the road selling the concern's goods thirty years, the last eighteen years of which was on the same route.

William J. Vhay, son of the late James H. Vhay, will open a merchandise broker's office at the old stand. George Viet, who was with the old house for twelve years, will engage with him.

The Grain Market.

The wheat market the past week has been of a bearish nature. Cash wheat in Detroit has shown a decline of practically 1c per bushel, while the December option in Chicago has lost 3c per bushel and May wheat about 2c per bushel. There has been a very lively trade on cash red winter wheat, millers buying freely both for immediate and deferred shipments. The flour trade has been active both for domestic and foreign shipments. The reports from Argentine are bullish, the crop being in a critical condition and the weather unfavorable. The visible supply showed an increase of 1,836,000 bushels as compared with an increase for the same week last year of 2,940,000 bushels. This makes the present visible, according to Bradstreet's reports, as 31,732,000 bushels, or only 419,000 bushels more than last year, and on a much larger crop. With the general news bullish, the

question is, Why should the market show a decline?

The corn market has also given away from 1@2c on the options, with bids for new December shipments from 5@6c discount. Clear cold weather throughout the corn belt has been favorable for the movement and maturing of the new crop. Receipts of new corn are increasing, the demand for both domestic and foreign trade being good.

The oat market has been quiet and lower in sympathy with other grains. Options in Chicago show a decline of about one-half cent per bushel. The visible supply showed a decrease of 42,000 bushels for the week, which would indicate the supply about equal to the demand. Oats are comparatively high, and with the prospective decline in new corn, moderate stocks and conservative buying would seem to bring more satisfactory results.

L. Fred Peabody.

Encouraging Report from Albion.

Albion, Nov. 14—The Union Steel Screw Co., of Jackson, will occupy the old building of the American Harness Co. The plant was established in Jackson by Holton & Weatherwax. Having outgrown its present quarters, it was decided to move. The company was secured for Albion through the efforts of Mayor C. O. Brownell. The company is capitalized at \$200,000 and has orders ahead amounting to \$26,000. Albion capitalists have subscribed for \$6,000 of stock. R. F. Agnew is the new President of the concern, which employs about thirty men in the manufacture of wire screens and wire ware in general.

F. E. Nowlin has leased the Lake Shore grain elevator and has equipped it with machinery for handling beans. Twelve machines have been installed for hand-picking the beans and the concern will be able to turn out two carloads per day.

John Moll recently moved his cigar factory here from Marshall. This was Marshall's largest factory of the sort, Albion already having two of equal size.

Two Typical Saginaw Industries.

Saginaw, Nov. 14—To keep in pace with growth of business the Saginaw Manufacturing Co. has recently completed improvements costing in the aggregate about \$60,000. This includes the erection of a new boiler house and the putting in of a splendid engine of great power. In the engine room is to be seen the largest belt in the State.

One of Saginaw's largest industrial institutions, as well as the busiest at present, is the Palmerton Woodenware Co., of which F. G. Palmerton is the head and active manager. Some 250 employees are at work the year round, and from its establishment years ago the business has been a success. Pails and tubs of all sorts are manufactured, a specialty being made of candy pails, which find their way into all parts of the country. The plant is operated to its utmost capacity at present to meet demands.

Selling Whisky as Medicine.

On December 1 druggists and merchants selling certain classes of patent medicines will be required to pay a special Government tax as liquor dealers. The Commissioner of Internal Revenue issued instructions to collectors two months ago concerning alcoholic compounds labeled as medicine and held out to the public as remedies for diseases. Some of them, he says, are composed chiefly of spirits without the addition of drugs or medicinal ingredients in sufficient quantities to change materially the character of the alcoholic liquor.

A medicinal compound may have an alcoholic strength as high as 80 per cent. and yet be so saturated with drugs that only extremely small doses can be taken. Another compound may have an alcoholic strength of 40 per cent., but contain so small a quantity of a drug that the ordinary man testing it can not tell the difference between it and liquor, and is tempted to use it as if it were plain whisky. These are the compounds at which the ruling of the Commissioner of Internal Revenue is aimed. They are simply alcohol masquerading under the name of medicine.

The Boys Behind the Counter.

Ann Arbor—Julius Ungerer, of Koch & Nichols, has resigned his position there to take a similar position with Schairer & Millen's, where he will take charge of the silk and dress goods department. Mr. Ungerer was in the employ of Schairer & Millen seven years before working for Koch & Nichols.

Kalkaska—C. H. Personett, who for many years conducted a grocery store in Kalkaska, which was recently sold to the Kalkaska Grocery Co., has again become identified with the grocery business here as manager of B. H. Ketzbeck & Son's store. Ketzbeck & Son are devoting their entire time to their manufacturing business.

Laurium—M. J. Culnan has assumed his new duties as manager of the dry goods department of the J. Vivian store.

Charlotte—George Spaulding has taken a position with the shoe house of C. V. Roblin & Co. and Ben Sisco has taken Mr. Spaulding's place at the Puff cigar store.

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

Buffalo, Nov. 15—Creamery, 21@24c; dairy, fresh, 18@21c; poor, 16@17c; roll, 19@20c.

Eggs — Fresh, candled, 27@28c; storage, 21@22c.

Live Poultry — Fowls, 10@12c; chickens, 11½@12½c; ducks, 13@14c; geese, 12@12½c.

Dressed Poultry — Chickens, 12@13c; fowls, 11@12c.

Beans — Hand picked marrows, new, \$2.80@2.90; mediums, \$2.15; pea, \$1.75@1.80; red kidney, \$2.50@2.75; white kidney, \$2.90@3.

Potatoes—70@80c per bushel.

Rea & Witzig.

Wells—The hardwood plant of the I. Stephenson Co. is the biggest of its kind in the world. There are two sawmills which manufacture 45,000,000 feet of lumber yearly, including

12,000,000 feet of hard maple which is used for matched flooring. The remainder of the output is cedar, basswood, elm and birch, mostly, all of which is reduced to dimension lumber. The company owns 220,000 acres, part of which has been cleared. The policy is to clear the lands completely as the work progresses, taking all of the timber and manufacturing it into the various products. The Mashek Chemical & Iron Co. is subsidiary to the I. Stephenson Co. and manufactures the material reject by the sawmills into charcoal, securing as by-products acetate of lime and wood alcohol. The plant has been in operation some years.

The business formerly conducted by C. A. Lauzon under the style of the Grand Rapids Upholstering Co., 662 Wealthy avenue, has been merged into a stock company under the same style, the stockholders being I. L. Zacharias, of Detroit, and C. A. Lauzon and T. A. Anderson, of this city. The new corporation has an authorized capital stock of \$10,000, of which \$5,130 is subscribed and \$2,100 claimed paid in in cash and \$3,030 in property.

Ontonagon Herald: A. G. Despins has succeeded T. J. Gregory as traveling salesman in this territory for Ed. M. Lieblein, the wholesale Hancock grocer. Mr. Gregory will continue in the employ of Mr. Lieblein in the Houghton county field. Mr. Despins made his first trip to Ontonagon this week and was accompanied by Mr. Lieblein.

A Palmyra correspondent writes as follows: Harry Bradley & Co. opened a general store here this week. Mr. Bradley, who is well-known throughout Southern Michigan, has been traveling salesman for the American Whip Co. for the last two years.

Henry Leppink will shortly engage in the drug business at 476 Grandville avenue under the style of Leppink & Co. The stock will be furnished by the Hazeltine & Perkins Drug Co.

Forest E. Hutchins will soon open a new drug store at the corner of Lake avenue and Cherry street. The Hazeltine & Perkins Drug Co. has the order for the stock.

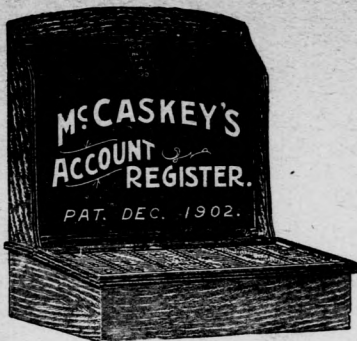
Business Wants**BUSINESS CHANCES.**

If you want to sell your entire stock of merchandise for cash, address The United Purchase Co., 76 Euclid Ave., Cleveland, Ohio. 151

Where. When. How. Where Indian government lands will be opened. When it will be. How it will be done and how to reach them. Full information for 25 cents. Address Thos. H. Sprott, Auburn, Ind. 149

Wanted—I want to buy a good stock of general merchandise in a good location before January 1. Address Miles Smith, 1112 East Ravenswood Park, Chicago, Ill. 150

For Sale—The only drug and bazaar store in a live village of 600 population. Store 22x50 with addition for living rooms, also rooms over store. Good barn. \$1,500 for property. Stock and fixtures at invoice price about \$1,500. A snap for cash or will take half cash and time on balance to right party. Running and living expenses very low. Good water works. Good 12 graded school. Town has bright prospects. Address H. M. care A. H. Lyman Co., Manistee, Mich. 108



"Once One is One"

$$1 \times 1 = 1$$

"Two Times Two is Four"

$$2 \times 2 = 4$$

It is not necessary to tell you that the above is **correct**—you **know** it. The **First** example represents the number of times you write the account by The McCaskey System.

The **Second** example shows the number of times you write the account with the Order Book, Day Book, Pass Book and Ledger System.

With the McCaskey System you have your account ready for settlement at **any** minute without making another figure, and it's **all** been done with **only one writing**. Your customer has an **exact** duplicate of the account and **knows** at **all** times the amount owing you.

What's the use of writing and copying an account **four** times when it can be done **better** with **one writing**?

It does sound silly to ask such a question, doesn't it?

Don't you want our catalog? A postal brings it.

THE McCASKEY REGISTER CO.

Alliance, Ohio

Mfrs. of the Celebrated Multiplex Counter Pads and Sales Slips;
also Single Carbon and Folding Pads.



Received
Highest Award

GOLD MEDAL

Pan-American
Exposition

The full flavor, the delicious quality, the absolute PURITY of LOWNEY'S COCOA distinguish it from all others. It is a NATURAL product; no "treatment" with alkalis or other chemicals; no adulteration with flour, starch, ground cocoa shells, or coloring matter; nothing but the nutritive and digestible product of the CHOICEST Cocoa Beans. A quick seller and a PROFIT maker for dealers.

WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

To Florida and To California for The Winter Months

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A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save

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saves you looking over several leaves of a day book if not posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer. Write for quotations.



TRADESMAN COMPANY, Grand Rapids

LEONARD'S BARGAINS

Only Five Weeks to Xmas—Bargains on Every Counter

Order freely—use these **Special Bargain Attractions** to advertise your store. Plenty of stock behind every offer we make. Come in and see our lines in person if possible or from catalogue No. 187.

Rare Values—Lowest Prices—Heavy Stocks. Don't Delay. Order Now.

\$20,000 Worth

of bargains in staple **Notions, Druggists', Grocers' and Stationers' Sundries**



F651



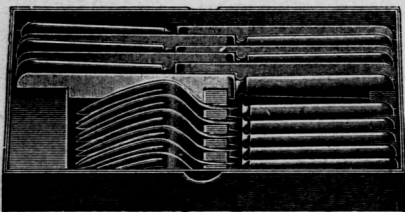
F654

F651 Lace Edge—12 x 12 inches. All pure linen lawn. Four exquisitely embroidered corners with ¼ inch lace revers above each corner and ¼ inch fine lace edge; embroidered designs assorted to the dozen. Per dozen **\$1 25**

F654 Hemstitched—12½ x 12½ inches; all pure linen lawn; ¼ inch hem, four Swiss embroidered corners with ¼ inch lace insertion diagonally across. Assorted corners to the dozen. Per dozen **1 25**

F655 Lace Edge—12 x 12 inches; all pure linen lawn, ½ inch fine lace insertion diagonally across each corner and four corners of dainty embroidery and gighauf stitching; ½ inch fine lace edge; assorted embroidery designs to each dozen. Per dozen .. **1 25**

A \$3.50 Set of Knives and Forks for \$2.00

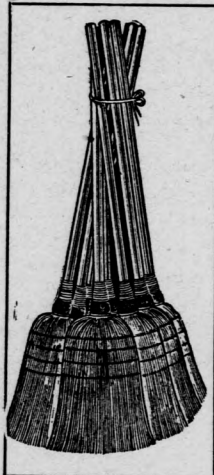


Warranted Triple Plated Medium knives and forks, burnished or satin finish. Put up in combination boxes of six knives and six forks. Price per box \$2 00
Guaranteed to Give Satisfaction.

LEONARD'S BROOMS

15 Varieties

Send for descriptive price list of the best
20c, 25c, 35c, 40c, 50c Brooms
that are made or offered in this market.



They are made in our own shop by skilled

Union Labor

They are not prison nor barn made brooms but are made

In a Quality

and with a

Finish

that may be depended on.

Freight Prepaid on Five Dozen Lots or Over

20c Brooms—The Clipper.
25c Brooms—Thistle, Puritan.
35c Brooms—The Bell, Blue Bell, Lilac Bell, Little Miss, The Winner.
40c Brooms—Whittier Special, Little Daisy, Hotel Parlor.
50c Brooms—Parlor Gem.

Write Today

\$1.50 Water Sets at \$8.50 per dozen



No. 637B 7 Piece Water Set—Fine quality Bohemian glass, beautifully decorated with gold and colored bands and enameled fancy design in white and colors. Gold edges; large size pitcher.

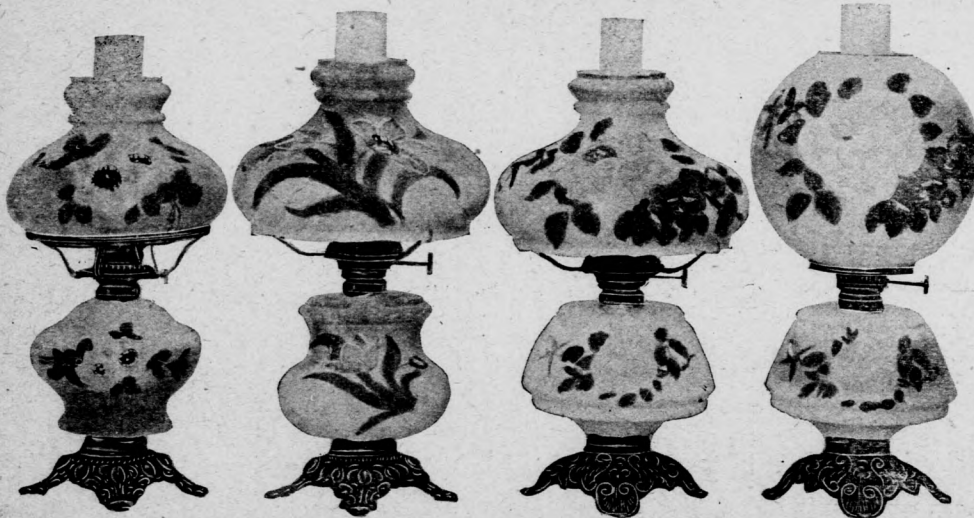
"2596" Assorted Package Horses



This assortment contains only one each of the following numbers of horses fully described on page 74 of catalog 187

1—No. 2584 Rocking Horse.....	\$0 75
1—No. 2585 Rocking Horse.....	0 87
1—No. 2586 Rocking Horse.....	1 35
1—No. 2587 Rocking Horse.....	1 45
1—No. 2588 Swinging Horse.....	1 80
1—No. 2589 Galloping Horse.....	2 50
Total for package of six Horses.....	\$8 72

Parlor Lamps are Splendid Sellers During the Holidays--Note the Prices



No. 155 Assortment Decorated Table Lamps

Sold by packages only. No charge for barrel.

In this assortment we offer something quite out of the ordinary considering the price we ask for it.

The six lamps composing the assortment are all decorated in full rainbow blending tints and richly enameled flower designs. Ornamental cast brass base and completed with burners, rings, chimneys and globes or shades decorated to match.

There are four styles in this assortment as shown in illustration, each style in assorted decorations.

The assortment is made up as follows:

2 No. 460 with 7 inch dome shade, assorted blending tints and enameled floral decorations. Height to top of chimney 18 inches. Each.....	\$0 81	\$1 62
2 No. 461 with 8½ inch dome shade, assorted rainbow tints and bright floral decorations. Height to top of chimney 19 inches. Each.....	\$0 94	1 88
1 No. 510 with 8½ inch dome shade, delicate pink blending tint and large pink and dark red "Rose" decorations. Height to top of chimney 19 inch....		1 02
1 No. 515 with large 9 inch globe, tinted in purple and ivory with elegant "Rose" decorations. Height to top of chimney 19 inches.....		1 06
Total for package.....		\$5 58

H. LEONARD & SONS, Grand Rapids, Mich.

Importers, Manufacturers and Manufacturers' Agents

Merchants' Half Fare Excursion Rates every day to Grand Rapids. Send for circular.