

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

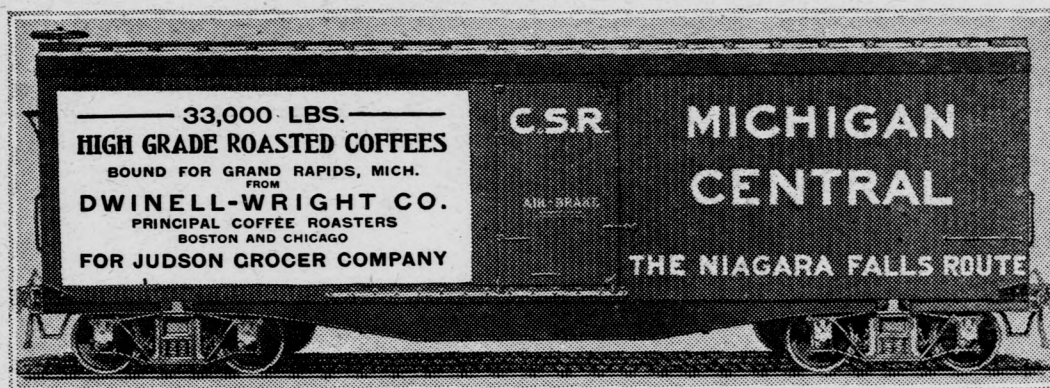
TRADESMAN COMPANY, PUBLISHERS

\$2 PER YEAR

Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 22, 1905

Number 1157



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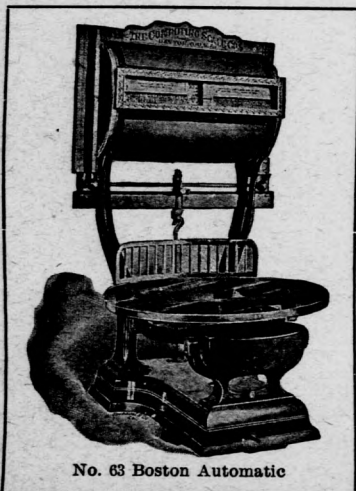
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MICHIGAN TRADESMAN

Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 22, 1905

Number 1157

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THE HIDDEN SIMPLE.

The complaint carried with it the whine of the too often twanged string, to the effect that all this village and town improvement business was getting to be overdone. There was no doubt that at the start there was need enough of it. From hamlet to metropolis and along the roadsides between them what with rubbish heap and advertisement the country was a sight to behold. It was meet and proper, too, that the catch-corners and the disease-breeding backyards should be looked after and that the health-giving sun should lend its aid in making the plague spots blossom like the rose; but with that mission accomplished the troubling should cease and the weary be allowed to rest. Instead of that business at the old stand is as brisk as ever and what is more to the purpose the fad is widening with every prospect of continuance. It is the old story of the stone and the mill pond: the ripples, caused by the fall of the pebble into the mirrored surface, spread until everywhere the wavelets lap the shore.

At the present writing it looks much as if there were ample grounds for complaint, only the progress of the wavelets seems to be reversed—from brink to center. The village improvement has gone to town and has succeeded in making the city ashamed of itself. It is easy to understand how in rural America the converging ripples should inclose and inundate the town, but one is hardly prepared to hear that England's London has not only been exposed but has caught the infection, if for nothing else, to prove that health as well as disease is catching and that from the world's capital will radiate—spread—the health-germs which in time will brighten and bless the eyes that see and the lungs that breathe. To do this the Anglo-Saxon has gone at it in the Anglo-Saxon way. "It's a good thing? Then we must have it. Cost is not the question." And so "in the heart of London town" at a cost of

\$20,000,000 the Improvement Society is going to work to beautify the city and to add to the lungs of London a stretch of territory and a breathing spot that that congested locality has long stood in need of.

As if to strengthen the statement that the good is catching, the ink proclaiming the London fact was hardly dry when the morning papers announced that New York had decided to go into the improvement business on a large scale. The London figures are alluring, and if that fog-reeking town can "stand the pressure" New York can; and now at "a good round sum" streets are to be evidenced in the congested districts at the expense of the buildings now standing thereon, and what has once been a part of the city to be shunned is going to be another beauty spot to gladden the city and furnish another object lesson to all mankind.

Another fact to cheer the hearts of the improvement officers everywhere is that public thought irrespective of locality is considering the benefits coming from the betterment of its immediate surroundings. The backyard scandal has reached that point where it is taking care of itself, and the unthrift which shows its love of freedom in a harvest of tin cans and ash heaps instead of wholesome vegetables and blossoming flowers, finding the "hot air" of that neighborhood too hot to be endured, "silently steals away." So the sign-board nuisance has departed from the town. So the enduring rocks, with the help of the disgusted sun, are gradually getting rid of their jarring advertisements. So the Palisades have been spared to the Hudson and the country, and so Canada and the United States are now at the council board planning to save one of the world's wonders at Niagara from the grasping hands of gain.

The fact is we are finding out after some pretty costly experience that money, a good thing, is not the only thing to want and work for. We are finding out that happiness, the real thing, is not located necessarily at the end of a journey or a big roll of greenbacks. We are beginning to see that the simple, hidden under the tin can and the ash heap, is the summum bonum of much of the earth's blessing, that the world at large is beginning to find it out and that this has been the Improvement Society's object all along.

"Of all the rulers of great nations President Roosevelt is the one who works the hardest." These are the words of the Pope of the Roman Catholic Church, whose position is such as to enable him to appreciate the amount of work a ruler may perform.

GENERAL TRADE OUTLOOK.

Nothing could better exemplify the changed conditions controlling panics and reactions than the experiences in the Wall Street markets during the decided stringency in the money market. Of course there was a reactive tendency when rates were ruling around 18 or 20, but even when the quotation in some cases went as high as 25 the effect was little more than a slackening of trading. Prices of the average properties fell off a few points, of course, but with the restoration of normal conditions they are again rapidly advancing towards the high level. It is not certain that the scarcity of money is entirely over, although the natural effect of the high rate has been the bringing of funds in large quantities from outside points, and it would look as though further stringency must be short. Years ago such a stringency in connection with the adverse developments in insurance conditions and the other temporary unfavorable factors would have brought a panic of serious consequences. It is to be attributed to the educational development along the lines of financial management which has enabled holders to wait for the return of normal conditions which they knew must come that has tided over what in old times must have been a disastrous setback. Of course, it is assuming a good deal to predict the end of serious panic reactions, but considering all the provisions and safeguards that are made manifest in a time like the present it would seem as though the day of panics in this country at least is fairly past.

Business conditions throughout the country continue in the most favorable situation. The great producing world on every hand is busy; prices of labor and products are at the highest. Yet the conservatism manifested in the matter of boom prices gives assurance of an indefinite extension of these conditions. In iron and steel circles all records of production are left far behind, and yet this great output is easily and surely absorbed. In spite of the fact that winter is upon us, when operations in using structural and improvement forms must be interrupted, there is no let-up in the placing of contracts. In textile manufacture there is nothing to report of an adverse nature. Footwear factories are well supplied with business extending far into the coming year.

It is reported that a false Czar has risen in Russia and that he already has 50,000 followers. It is doubtful if the true Czar would have that many followers if he depended upon his own personality to gain them.

BEST OF ALL.

Thanksgiving Day of a Reunited Family.

Written for the Tradesman.

Thanksgiving that year came as it does this, on the 30th. For weather all over the country the oldest inhabitant had known nothing like it. It seemed as if the clerk having the matter in charge, taking time by the forelock, had made out an ideal programme and was doing his best to carry it out. September had come in with an army of torch bearers leading the way, and the golden rod as a light-giver is never to be despised. October, fruit-laden and singing the jolliest of harvest songs, had sauntered adown the landscape of frost-painted leaves. November had done her best with the Indian summer, and it was pronounced a corker that year.

Now, however, things had changed. The frost was not only "on the pumpkin," but it crept into the air and stayed there. Those who had overcoats were bringing them out, and there were anxious enquiries at the tailor's how long it was going to take "to build one." Hands began to crowd deep into pockets on their way down town. Coat collars turned up became the fad, and on this particular morning the breathing world became conspicuous by the visual manifestations of every active pair of lungs.

It was just the kind of morning for healthy people to enjoy, and when John Rugg sprang to the seat of his delivery wagon the day before Thanksgiving with the injunction from the boss to get a move on himself and not leave more than half his big load at the wrong places his cheery voice, hearty and deep, without a tone of resentment, sang out, "All right, I won't," and a minute after he was turning off South Division street up Cherry street, where most of his load belonged.

As he was turning up the street right there by the "Faithful Dolly" watering place his horse, in spite of some vigorous rein-pulling, insisted on helping himself to a drink and John, with the spirit of Thanksgiving in his heart, let the beast have his way, improving the forced delay by a vigorous thrashing of hands. During this indulgence his eyes took in a boy some 8 or 10 years old pretty thinly clad for that sharp morning, his hands in his pockets as far as they would go and his head trying to protect itself by his humped-up shoulders. As he passed John saw the rent in the trousers with the display attending it, and sang out in the vernacular of the playground: "Letter'n the postoffice!" expecting to see the fists spring from the pockets and to hear the challenge to come for the "letter" if he was particularly anxious about it.

Instead the boy lifted a woe-begone face to his so full of appeal that the delivery clerk changed his tactics and sang out, "Get in here, Kid, I want to use you this morning."

Contrary to expectation the getting in was not easily accomplished. The boy was undersized to start with, and

instead of the lively-clambering in—now head and arms, now legs and now body and limbs together in a heap—it was not until John's strenuous help at the coat collar that the getting-in was accomplished. The boy was too weak to climb and the period of activity revealed a condition of things that set the driver thinking.

"Great Scott! young one, what'd you think you're doing out such a morning as this without stockings! Here's what you want," and a minute after there was a blanket fished up from under the seat and wrapped snugly around the shivering boy. "The next thing is a big fat banana, peeled, and here it is. Get outside of that just as soon as ever you can," and the big bite was proof enough that the boy had had no breakfast. "You see this is my busy day and if I have to hitch every time I get out I shall never get through. I want you to hold the reins; see? That gone a'ready? All right. The second course is ham sandwiches with mustard, backed up by sweet pickles. Like 'em, I see." The child was disposing of the sandwiches like a ravenous dog. "Here's my first stopping place. Hold onto the reins now and we'll see how long it's going to take to get rid of these goods. If you feel like it try your teeth on that big apple. I'll take a 'hog bite' and you may have the rest," and suiting the action to the word a quarter of the mammoth apple went to that bourne from which no apple returns.

It didn't take long to find out that John Rugg's rounds with the delivery wagon were so many informal calls. "Ah! here you are," was his first greeting. "I was just on the point of giving you up. Here's some mince pie I saved for you and here's a cup of good hot coffee to wash it down. Come, hurry up and don't keep me waiting the busiest day of the whole year. What's the matter with it? Doesn't it smell good?"

"Too awfully good, Mrs. Raney; but if you don't mind I'd like to take it out to a boy in the wagon that needs it. May I take it to him?" and sooner than it takes to write it, the kid in the wagon was drinking ambrosia fit for the gods. Don't you think for a minute, however, that there wasn't a second cup for John Rugg. There was, and he drank it and he made up for the occasioned delay by a lighter heart and a nimbler pair of heels long before the delivery of his first load, ahead of time at that; and this he made good use of by taking in his own home on his way back, from which he came five minutes after with a big fruit basket heaped high and covered with a napkin.

"Now, Kid, where d' you live? Lagrave? All right; I guess we can make it if 'tis a little out of the way. I've been too busy to ask your name. What is it?"

"Lawrence Mainwright."

"Mainwright?"

"Yes, sir."

The reply was followed by a halting m-hm, accompanied by a sharp scanning of the lad's face on the part of John Rugg, who a moment later drew up at the given number on La-

grave and a second later was knocking at the back door.

"Mrs. Mainwright, I believe? Well, here's a basket I was to deliver, and if you don't mind, I have engaged Lawrence for the rest of the day to hold my horse for me. Good morning."

There was no chance for even a "Thank you." In a flash he was out at the front gate and off before it had a chance to bang, and that you may know that no time had been wasted the man in charge greeted Rugg with, "What! you back again so quick?"

That night at supper John Rugg had something to talk about.

"I believe, mother, I've struck the trail. I picked up a kid this morning up there by the fountain on Cherry street. He's been with me all day. His name's Lawrence Mainwright and I shouldn't wonder if Aunt Millie has been living right over here on Lagrave street all along. I know she's a Mainwright or that she married a Mainwright and that Lawrence is a Mainwright family name. He looks and acts and talks as if he had been used to things; but they are not having them now," and then he related what had happened and how the single glance he got at the back door in connection with what he had learned from Lawrence made him willing to believe that the lost was at last found and that the finding had come not a day too soon. "Of course, with this in my mind as she stood in the doorway, I could not help fancying I saw a resemblance between you and her. Anyway, I'm sure they'll have no Thanksgiving dinner unless we furnish it, and I don't know of anything more like the genuine thing if she turns out to be Aunt Millie than that would be. How shall we manage it, mother?"

It is not easy to portray the emotion which John Rugg's statements produced. That somewhere in the world her sister existed there had never been any doubt in the mind of that young man's mother. Years ago, when they had lost track of each other, things had been said which never ought to have been said on both sides; but time had softened their hearts and now for a good many years the fading hope which cheered them both was that some day the mists would clear away, the wrong,

if there was any, would be righted and life, what there was left of it, would again be brightened with "the golden, olden glory of the days gone by."

With the facts thus stated the time for action had come. Unluckily John Rugg, Sr., was not at home—that is the fate of the traveling man—but Mrs. John Rugg was equal to the requirements. "It isn't far to Lagrave street, but it's too far for this time of night. Call a hack, John, and if we find what we hope, we'll bring them right home with us. To find them after all these years within a stone's throw! It is too good to be true!"

So the carriage came and John and his mother in due time were standing on the doorstep of the little house on Lagrave street, the front door of which John began to hammer with some very determined knuckles. It scared the inmates—and well it might—and shortly the little front window was heard to open and "What's wanted?" was asked with an anxious voice.

"You, Millie Mainwright, that's what. I'm your sister. Open the door; open the door and let me in!"

Deeds, then, not words. The bolt flew back; a woman rushed over the threshold whom another woman clasped in her arms and there with time forgotten they held each other whom the years had kept so long divided. A few minutes later, when a lighted lamp confirmed what had at best been only conjecture, it was John's mother who first found her tongue:

"Don't waste any more time, Millie. Get up the children—how many are there?—Lawrence and—"

"May—"

"And go right home with me. Tomorrow, or next day, or whenever we feel like it, we'll come and pick things up, but they can wait; and let's get away from here as soon as we can."

Then there were busy times in the little house on Lagrave street. Childhood sleeps sound and doesn't allow any such little things as moving to disturb it. Like two unwieldy logs the two children were rolled up and carried away and they never knew what had happened until late the next morning. John eager and curious tried to ask questions, but found his purpose accomplished best by

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keeping still and his ears open, and it took him far into the morning to find out all he wanted to know.

The crowning glory, however, was the dinner, as it ought to be. Rugg—"Old Man Rugg"—came home in the morning and taking both children on his knees settled things so far as they were concerned in short order. They were his from that time forth forevermore and Millie should now occupy the rocker they had been keeping for her ever since she went away. The only drawback was Joe; but even Millie could not wish him back to the suffering he had happily left behind, and so with hearts full of thanksgiving they enjoyed to the utmost what they all look back upon as the Thanksgiving dinner of their lives.

Dick M. Strong.

Study Your Customers.

Did you ever notice how some clerks will fight shy of a tough-looking customer? Let some old geezer drop in who looks as if he hated the world and everyone in it, one of those fellows with the dyspepsia, very disagreeable, the boys will all get busy, don't want to wait on him; that's where they are wrong. Those are the ones the boys should go after.

When I was selling shoes you could not send them tough enough; the tougher the better. I did not sell them all, but it gave me knowledge of human nature, and that is one of the very best perquisites of a salesman. Once you get accustomed to handling these cranks, an ordinary customer will seem soft as hot butter. You learn a lot from the hard ones. Find out their peculiar likes and dislikes and you can handle them.

In one store that I worked in for several years there was a crusty old fellow with a sordid disposition who came in once in a while, but the boys all knew and fought shy of him. He would ask to be shown some shoes, and after fitting on a number of pairs and spending perhaps half an hour would always wind up by asking, "Do you keep the — shoe?" (a certain shoe made in Newark). On being told no, he would say he would look around and see if he could get it, as he always wore that shoe and it always fitted him. I knew him from his coming there for several years, and never saw a pair of these shoes on his feet. Well, one day he came in. I went to serve him as soon as he was seated and the first thing I asked him was, "Is there a special make of shoe you care for?" He evidently got wise to the fact that I knew his weakness, and answered no, that he did not care who made them as long as they fitted. I gave him a very good shoe and after that you could not drive him away from me. He was as easy as he could be. He followed me for several years.

I had a number of such customers. To others they were harder than a pine knot, but I had them sized up, picked up a lot of them as turn-overs, and found out their weak points. Have had several of them at one time, knew their particular idiosyncrasies, kept them entertained, and was never afraid of any of the other boys stealing any of them from me.

Before the Drive.

The young woman was about to take a ride in a cab. She was evidently a humane young person, because when the driver of the vehicle brought it at her signal, she proceeded to question him:

"Has your horse done much work to-day?" she asked.

"He's just come out of his stable, lady," replied that person, mendaciously.

The girl felt the quadruped's sides. "He seems to be very warm," she ventured.

"Yessum, his stable's warm. He's a heap more comfortable trotting about than he is in his box stall."

The young woman peered at his hoofs.

"Are his shoes all right?" she asked.

"Sure," said the driver. "We have a veterinary who shoes the horses every morning before they come out of the stable and every evening when they go in."

"Is he very old?" faltered the girl, gingerly prodding the horse's lip in a vain attempt to see his teeth.

"That hoss ain't nothing more'n a colt, miss," responded the driver, seriously. "He ain't been in harness more'n a year. But he has the sweet disposition for sure, and he's as steady as an old hoss. He's a regular kitten for gentleness and spirits."

The young woman smiled as one who feels that she has done all she can in the cause of humanity. "Well," she said, "don't drive fast," and stepped into the vehicle.

"If there's anything I hate it is to take these S. P. C. A. ladies a-riding," confided the driver in a growl to a fellow cabman as he adjusted his reins. "Every time I try to make this old brute trot a bit now she'll be poking up the trap and a-screaming at me. I sure do hope his shoes'll stay on until I get her wherever she's a-going."

Reduced Acreage and Smaller Yield of Potatoes.

Lansing, Nov. 14—Statistics on file with the Secretary of State indicate that the potato crop in Michigan this year will not come within 16,000,000 bushels of that of last year.

In 1904 Michigan devoted 230,490 acres to potatoes. The average yield was 121 bushels, making a grand total production of 27,889,290 bushels. This year only 200,000 acres were seeded to tubers; the average yield is estimated at 60 bushels, giving a total production of 12,000,000 bushels.

The significance of the scarcity of this year's crop is also shown by comparison with the averages for the ten years from 1894 to 1903, inclusive. During this period 243,116 acres on an average were devoted to potatoes. The average yield was 89.65 bushels, and the average total crop production was 21,788,496.

In addition to the smaller acreage, the small production this year is also due to the wet weather of early spring. Later potatoes were affected by blight in most localities, which shortened the crop and damaged the tubers. So far farmers have been almost totally unable to cope with the blight.

Not So Slow After All.

A traveling salesman from Cleveland was initiated into the mysteries of a time-honored "bee hunt" the other night at Marshall. He is 19 years old, and has been "on the road" only a short time, selling under-clothing. He admits that he had the worst scare in his career. After registering at a hotel he went to a barber shop, and while undergoing a shave the young drummer commented on the "slowness" of Marshall in a supercilious tone that irritated the barber, and also asked where he could find some enjoyment. The offended barber asked the Clevelander if he had ever been on a bee hunt. "No, indeed," innocently replied the prospective victim; "what is that?" "Oh," responded the barber, "about twenty of us are going on a hunt for honey to-night. Come along and we will show you some sport."

The agreement was made at once, and shortly before 8 o'clock the drummer was escorted by the barber to a piece of woods on the outskirts of Marshall. The drummer wore a stylish top-coat, low cut patent leather shoes and a fedora hat. He also carried an axe, with which to cut down the "bee tree."

When the woods were reached the barber began chopping away at a large oak tree, the trunk of which, he declared, was filled with honey. No sooner had he begun, however, than a voice called out:

"You ———, what are you trying to do? Steal my honey? I'll fix you."

The next instant twenty shotguns were fired into the air. The barber fell to the ground, at the same time shouting to the drummer to run for his life and let him die. The drummer took to his heels and ran for his life. The pursuers followed, shooting over his head once in a while. He finally entered the hotel, with his clothes covered with mud, his patent leather shoes resembling brogans and his fedora hat in tatters.

After narrating what he believed was the closest call he ever had in his career, he was told that he had been the victim of a joke, that the guns were not loaded, and that the "pursuers" took good care not to do him any harm. He does not consider Marshall a slow town now.

To Work Up Chicory Crop.

Capac, Nov. 21—The Capac chicory factory, owned and operated by Vanneste Bros., is running night and day, trying to take care of the product, which is larger this year than any year since the plant was started. Tons of chicory are piled up around

the plant, as it is drawn in, weighed and thrown up in great heaps by the farmers. The manufactured product is shipped to all parts of the country, but principally to New York City, where it is successful in competition with the foreign article.

The Clover Leaf Creamery has been sold to W. R. Wigginton, of Wisconsin, who is said to be a hustler and a practical man at the business.

The Michigan Fence Post Co., located here, has been doing a fairly good business the past year, and prospects are bright for a steady increase.

As You Look At It.

It is easy enough to be thankful
If the turkey is tender and brown;
And the ones that are dear to you wait
Impatiently each for the plate
That with good things is well loaded
down.

It is easy enough to be thankful
If you're asked to take dinner somewhere,
And the beautiful girl at your side
By her flattery fills you with pride
And the wine is unstinted and rare.

It is easy enough to be thankful
Where comfort and plenty abound,
When trouble is distant from you,
Where the cushions are soft when you're
through
And wish to be lolling around.

But here's to the ones who are thankful
Who, seating themselves where the fare
Is scanty and plain, can be glad
That more things which might have
been bad
Have not come to trouble them there.

And here is to him who is thankful
While lonely and friendless, poor chap,
That he still has the price and that she
Who serves him is there, though it be
But to spill greasy things in his lap.

Oh, here is to those who are thankful
That the troubles they have are no
worse,
Who are doing their best to be brave,
Though they might be excused if they
gave
Up the struggle, to weep and to curse.

Remarkable Economic Reasoning.

Kansas, that wonderful State where roosters are said to lay eggs, has produced another genius in the form of a meat inspector who has solved the question of high prices in a manner all his own. This commercial Columbus ascribes what he calls the high price of meats in Topeka to the great number of meat dealers there. He says that as there are so many meat sellers in that city there is not enough trade to go round and so each butcher is obliged to put up the price of meat because he needs the money. If Mark Twain had written that story, people would naturally surmise that the genial humorist was at his old tricks. But when such a theory is advanced in all soberness by a public official, there is no escaping the conclusion that he has been mentally affected by the last cyclone or is a direct descendant of the long-eared creature ridden by Balaam. It will be remembered that the animal was the first of its kind to speak. But not the last by a great deal.—Butchers' Advocate.



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 Michigan.

The Sherm-Hardy Supply Co.

Wholesale and Retail Office Furniture
5 and 7 So. Ionia St. Grand Rapids, Mich.

AROUND THE STATE

Movements of Merchants.

Cheboygan—E. N. Gardner has opened a feed, grain and produce store.

Elsie—W. S. VanDusen succeeds Johnson & VanDusen in the harness business.

Flint—Sidney A. Shue, dealer in notions, is succeeded in business by Shue & Hinkley.

Oak Grove—O. Rohrabacher & Co. have engaged in general trade at this place.

Manistee—Albert Kretzer has assigned his hardware stock to A. C. Christenson.

Lacota—W. L. Porter is succeeded in general trade at this place by Simpson Bros.

Detroit—The Berkey Cash Jewelry Co. has increased its capital stock from \$7,500 to \$25,000.

Lenox—Manford E. Allen is succeeded in the grocery business by Matthews C. Bauman.

Kalamazoo—A. B. Post, hardware dealer, is succeeded in business by the Post Hardware Co., Ltd.

Iron Mountain—John Bond has removed his paint, wall paper and furniture business to Munising.

Detroit—The Clark Electrical Engineering Co. has increased its capital stock from \$20,000 to \$30,000.

Whitehall—E. Hansen will continue the meat business formerly conducted by Gust Berg & Co.

Nashville—Lou Slout succeeds P. H. Brumm as head clerk in the grocery store of C. L. Glasgow.

Jackson—The Jackson Lumber & Coal Co. has increased its capital stock from \$35,000 to \$50,000.

Ceresco—W. E. Snide has been succeeded by Francisco & Phillips in the general merchandise business.

Brown City—Wm. T. Kelley, of Au Sable, will open a new general store at this place in the near future.

Brown City—Geo. Gough has purchased a new line of furniture and will open a store in the Samuel White building soon.

Morrice—E. B. Stone & Co., of Durand, will conduct a racket store in the Austin building, which is now undergoing repairs.

Detroit—Simons & Cooper, druggists, have merged their business into a stock company under the style of the Simons & Cooper Co.

Detroit—The Newland Hat Co., which conducts a wholesale business, has filed a certificate of increase of capital stock from \$50,000 to \$100,000.

Bay City—The furniture and undertaking business formerly conducted by George N. Ewell will be continued in the future by Ewell & Partenfelder.

Stanton—Will Buckrell has sold his interest in the grocery firm of Carothers & Buckrell to E. L. Stevenson, who will consolidate the same with his stock of groceries.

Ludington—Cyrus Jarrett has disposed of his jewelry and optical business to Glen Decker, who will con-

tinue to attend to his duties as postmaster in connection with the same.

Charlotte—R. L. Carl has sold his furniture and undertaking business to his son-in-law, W. G. Wisner. Mr. Carl retires from business because of failing health.

Dalton—W. M. Gilles, of Sparta, has purchased the grist mill at this place and has taken possession. Mr. Gilles exchanged his interest in the Sparta hotel for the mill.

Lowell—M. Seitner, of Grand Rapids, has engaged in the dry goods business in the Graham block, having rented the corner store, which was opened for business last Saturday.

Cassopolis—P. E. Nysewander has sold an interest in his grocery stock to Frank Vaughn, of Lowellville, Ohio. The new firm will continue the business under the style of Nysewander & Vaughn.

Stanton—Lawrence Allen has closed out his stock of merchandise in this city to the Crystal Mercantile Co. The goods have been taken to Crystal and added to the stock of the firm there.

Detroit—James Burston and Robert Barron, for many years connected with Dwyer & Vhay, have gone into the fruit, oyster and fish business on their own account at No. 76 Woodbridge street west.

Rochester—Prospects for the new table factory are better than ever, and there now remains no doubt in the minds of Rochester people but that it is a sure thing, \$28,000 toward the \$35,000 required stock having already been raised.

Ceresco—The two stores and residences formerly the property of S. Phelps have been purchased by Oscar Francisco. He and his nephew have bought the grocery and hardware stock from Walter Snide and the two will run the business.

Muskegon—After an absence from Muskegon of ten years, during which time he has been conducting the commission business of Moulton & Riedel at Anderson, Ind., Charles C. Moulton, has returned to the city to devote his time to the Moulton Grocer Co.

Detroit—A corporation has been formed to deal in harnesses under the style of the Gregg & Case Co. The new company has an authorized capital stock of \$20,000, \$15,000 common and \$5,000 preferred, of which \$10,000 is subscribed and paid in in cash.

Jackson—The Novelty Manufacturing Co., which was recently reorganized as the Metal Stamping Co., has increased its capital stock to \$200,000, reassumed the old name, and will erect a new factory for the manufacture of metallic refrigerators in the spring.

Alpena—The jewelry business formerly conducted by Chas. C. Cushman has been merged into a stock company under the style of the Cushman Jewelry Co., Ltd. The authorized capital stock of the company is \$2,000, all of which is subscribed and \$1,000 paid in in cash.

Bear Lake—Saul T. Winkelman will continue the business formerly conducted by Saul Winkelman &

Co. under the style of the Leader Department Store. Saul Winkelman, Jr., has gone to Manistee, where he has rented Ben Hiller's store and will deal in hides and junk.

Owosso—W. A. Richardson has sold his grocery stock to M. C. and Byron M. Dawes, who have taken possession and will continue the business in the same location. Byron Dawes, who will manage the new store, has lately been in the employ of Geo. W. Detwiler. Mr. Richardson retires from business on account of ill health.

Cassopolis—A new grocery store is to be opened in the store room in the old Goodwin block, formerly occupied by McLain Bros. F. M. Anderson, of Chicago, and G. H. Orr, of this place, comprise the new firm, which will conduct its business under the style of Orr & Anderson. These gentlemen expect to be ready for business by Dec. 1.

Mt. Pleasant—John J. Theison, for the past four years clerk in the general store of John A. Kenney, and Will Boland, for two years past with the Foster Furniture & Hardware Co., have purchased the grocery stock of Geo. A. Hudson, who has accepted a position on the road, and they will conduct the business under the style of Theison & Boland.

Riverdale—A. B. Darragh and B. A. Church, of St. Louis; Thos. J. Blair, of Elm Hall; F. W. Blair, of Lansing, and F. H. Rowland, of this place, have formed a copartnership for the purpose of conducting a banking business at this place. The bank will be open in temporary quarters and will do business there until a suitable office can be erected on the new site which has been purchased.

Cheboygan—Dr. Tweedale recently sent in an order to a drug house for 100 pills, each pill containing a trifle over two grains of a certain drug. This week he received a letter from the firm stating that the ingredient he wished to have put in at two grains to the pill would cost something over a dollar a grain, making the box of pills cost him about \$250. As there are no millionaires to treat in this place the Dr. cancelled the order.

Saginaw—John L. Jackson and John Herzog, of the Herzog Art Furniture Co., have concluded the purchase of E. H. Powers & Company's machine shop at Midland, which will be removed to this city and placed under the roof of the Herzog Art Furniture Co.'s plant. The machine shop at Midland has manufactured the dies and trimmings for the knock down furniture manufactured by the Saginaw firm for the past three years.

Petoskey—Clyde Bear has purchased the grocery stock recently owned by Dudek & Kage at 923 Emmet street and took possession last Tuesday morning. For the past three years Mr. Bear has conducted a grocery store at Bay View, one year as clerk and two years as owner. Mr. Dudek, who has personally conducted the store since its purchase from A. B. Thompson last February, will stay with Mr. Bear for a while. Later he

intends to go into business at some other place.

Muskegon—Albert Towl has sold his retail grocery business at 87 West Western avenue to E. F. Peterson, who has been in the employ of Mr. Towl for about a year. Mr. Peterson has organized a stock company under the style of the Peterson Grocer Co., of which he will be manager. The company has an authorized capital stock of \$5,000, of which \$3,000 is subscribed and paid in in cash. Mr. Towl is one of the pioneer merchants of Muskegon, having engaged in the grocery business here in 1867.

Cheboygan—Robert E. N. Bell, formerly of the firm of Bell & Cooper, druggists, and Otto H. Gebhardt will open a drug store in the Kessler-Frost block about Dec. 10 under the style of Bell & Gebhardt. The store will be known as the Crown Pharmacy. Mr. Gebhardt is Sheriff of Cheboygan county and will continue his physician's practice. Mr. Bell has had fifteen years' experience in the drug business, having been made dispenser to the U. S. A. in 1901. The drug stock was purchased at Detroit.

Bay City—Geo. N. Ewell, who has been engaged in the furniture and undertaking business for the past seven years, has sold a half interest in his business to Walter H. Partenfelder, who has been employed as clerk at the local postoffice. Mr. Partenfelder, like Mr. Ewell, is a licensed embalmer, having been connected with the undertaking establishment of B. H. Martin and later Martin & Hyatt for six years. The firm will continue its undertaking rooms and offices at the corner of Madison and Fifth avenue, east side, and at 406 East Midland street, west side. The business will be conducted under the style of Ewell & Partenfelder.

Bronson—The Zapf-Sessions Co. has sold its stock of groceries to Carroll Bros., of Coldwater, who will take possession about Dec. 1. Mr. Mr. Zapf will go to Georgia, where he has secured a position as Secretary with a large box manufacturing concern recently organized in Chicago. Roy E. Carroll, of East Gilead, Donald M. Carroll and Charles O. Carroll, of Coldwater, and Robbin A. Carroll, of West Gilead, each engaged in the grocery business, have formed a partnership and will hereafter do business under the style of Carroll Bros. Roy E. Carroll will be general manager of the new firm. Robbin A. Carroll will remove to this place and give his personal attention to this store.

Will Not Honor His Tickets.

Port Huron, Nov. 21.—At the last regular meeting of the Retail Grocers' Association, it was reported that an outside soap concern was leaving tickets at houses throughout the city calling for soap and washing powder at the different groceries. By a unanimous vote the members of the Association decided to sign an agreement not to honor tickets of any kind in the future. They demoralize business.

There was considerable talk over the cash system, but no action was taken.



A. J. Stevens has engaged in the grocery business at Wayland. The Worden Grocer Co. furnished the stock.

D. W. Connine & Son, dealers in general merchandise at Wexford, have added a line of drugs. The Hazeltine & Perkins Drug Co. furnished the stock.

Ray Sprague, formerly engaged in general trade at Coats Grove, has purchased the grocery stock of Hogan & Gorton, at 669 Madison avenue, and will continue the business at the same location.

Thos. W. Preston, formerly engaged in the drug business at Elk Rapids, and Samuel W. Taylor, formerly engaged in the saloon business at Bellaire, have formed a copartnership under the style of Preston & Taylor and engaged in the drug business at Williamsburg. The stock was furnished by the Hazeltine & Perkins Drug Co.

The thirty-fifth annual meeting of the Michigan State Horticultural Society will be held at the Hotel Pantlind, Dec. 5, 6 and 7, together with the meetings of the Grand River Valley Horticultural Society and the Grand Rapids Fruit Growers' Association. As it was in this city that the State society was organized, the local societies are preparing to extend a hearty welcome to all who attend.

Amos F. Robinson has sold his store building and grocery stock at 495 North College avenue to Thos. Holwerda, of 272 Oakland avenue. Mr. Holwerda will not attend to the business personally, as he will be engaged in another line of business, but he has secured the services of Miss Mary DeBoer, who has been employed by Mr. Robinson for several years, in the management of the store.

John H. Goss has sold his stock of groceries at 197 East Bridge street to Edward Hughes, who took possession Monday and who will undertake to conduct the business along the same lines as those observed by his predecessor. Mr. Hughes has been connected with the grocery business of his brother, James T. Hughes, at 445 South Division street, for eight years. Mr. Goss has been engaged in trade at this place for nearly eight years and will now take a long-needed vacation before re-engaging in business of any kind. He will remain in the city until after the holidays, when he contemplates going West.

The Produce Market.

Apples—Winter fruit is steady and strong at \$3 for ordinary, \$3.25 for choice and \$3.50 for fancy. There does not appear to be any chance for lower prices. The high market is based entirely upon the short crop and speculation seems to have no part in it.

Bananas—\$1.25 for small bunches, \$1.50 for large and \$2 for Jumbos.

The buying is fair at these figures, as the trade is generally willing to take the fruit providing the price is right.

Butter—Creamery is steady at 23½c for choice and 24½c for fancy. Dairy grades are firm at 21c for No. 1 and 15c for packing stock. Renovated is in moderate demand at 21c. The market is strong, especially on top grades of creameries, which are inclined to move eastward on account of the good market there. The receipts of dairies, as has been noted before, are almost nil and there is consequently no substitute for the creameries except storage stock. A good deal of June storage butter is being sold, and to some extent it holds the market down.

Cabbage—75c per doz.

Carrots—\$1.20 per bbl.

Celery—25c per bunch.

Chestnuts—\$4.50 per bu. for Ohio.

Cranberries—Jerseys, \$11; Late Howes, \$12. The market is firm.

Eggs—Local dealers pay 23c on track for case count, holding candled at 27c and cold storage at 21c. There is only one thing the matter with the market—the receipts of good eggs are very light. The hens are not laying heavily. Many of the eggs that come in show that they have been off the nest anywhere from three to four weeks. They are not necessarily bad, but they certainly are not "fresh." This has kept the price of fresh stock very high. The withdrawals from storage are heavy as many prefer the well-kept storage eggs to the current receipts, and, besides, the storage eggs can be bought for several cents under the price of the candled current receipts.

Grape Fruit—Florida has declined to \$4.75@5 per crate.

Grapes—Malagas are steady at \$6 @6.50 per keg.

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

Lemons—Messinas are steady at \$4.75 for 360s or 300s. Californias are steady at \$4.75. Supplies are fairly liberal and the demand is not as large as it was.

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. The market is weaker.

Oranges—Floridas, \$3.25; Mexicans, \$4; California Navels, \$3.35. There are good assortments of all three varieties. Something new in Florida oranges received this week were a few boxes of Florida Navels, the first shipment of this variety ever received from this district. Florida has never grown this orange to any extent.

Parsley—35c 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 weaker than a week ago and the price is lower by 2@3c. Country dealers are generally paying 50@55c, which brings the cost of stock up to about 60c in Grand Rapids. Local jobbers sell in small lots at about 65c.

Quinces—\$2 per bu.

Squash—Hubbard, 1c per lb.

The Grocery Market.

Tea—Holders are firm in their ideas and refuse to make any important concessions. There have been no changes in price during the week and no developments of any character, except a semi-official announcement that this year's supply of all grades of tea was 14,000,000 pounds, or about 12 per cent. less than last year. This will give some strength to the market, though no radical advances are expected.

Coffee—The possibility of an import tax of from three to five cents a pound is now being discussed. Certain things have led a part of the trade to believe that such a recommendation will be made to Congress, and, in view of the fact that there is no very strong organization to oppose such a measure, it is possible that it might pass. However, the option market has shown no evidence of such a belief, as it continues to be weak, in spite of the bullish reports that are constantly being received from primary ports. The trade is showing confidence in the market by its steady buying, all jobbers and roasters reporting a heavy trade.

Canned Goods—The tomato market is steady, with a good undertone. Corn is still greatly depressed, but the demand for cheap corn has been and is large, and a better feeling later on seems to be expected in some quarters. Undergrade corn is now selling below the cost of production, which condition is always a strong basis for an advance. Better grades of corn, though relatively just as cheap, are neglected. Peas are in good demand, particularly for the lower grades. The market is in good shape. Peaches are slow and unchanged. The Baltimore general line of small canned goods is in the main unchanged, the most notable change being a slight decline in spinach, due to good pack. California canned goods are in practically no demand whatever from first hands, as delivery of futures is still proceeding. Apples are unchanged, nothing in New York State brands being obtainable under \$2.50.

Dried Fruits—The current business in cured fruits is moderate, as regards lines like apples, peaches, apricots, pears, etc., but there is a first rate movement in fancy raisins, dates, figs, etc., for the Thanksgiving trade. Excellent stocks of imported figs and fancy fruits are carried by the jobbers and the trade seems to be taking up this line better than formerly. The raisin situation on the coast remains unchanged, being in the usual muddle that ordinarily exists about this season. The growers' company's directors recently passed a resolution that no reduction in prices be considered until after January 1. This would certainly be calculated to cut down business before that period, but probably some other sort of a resolution will be passed before next week.

Sugar—All grades of refined were marked up 10 points Monday, at which time freight rates were also advanced from 13½ to 24c. The new crop is due and it is large. This is true of both cane and beet sugars

and, judging by this, there is not likely to be a much higher market through the winter, to say the least. Of course fluctuations will occur as they always do. The best advice in sugar now seems to be to buy for current requirements only.

Syrup and Molasses—Glucose remains unchanged. Compound syrup is in fair demand at unchanged prices. Sugar syrup is in ordinary demand at ruling quotations. As to molasses, there is a fair demand for the new crop, at prices about on the basis reported last week. Old-crop molasses is unchanged and dull.

Rice—Trade is steady, especially for fancy sorts. The market maintains its firmness and will probably hold well up to where it is until the next crop is on the market.

Starch—Potato products are firm on the high price of the latter vegetable, while corn starch is firm without much apparent reason. The demand is large.

Fish—Sardines have not yet made the expected advance, and the general situation is dull. Salmon are unchanged. The sales of red Alaska have been very large, but low grades and high grades are scarce and firm. Ocean whitefish are in fair demand at ruling prices. Lake fish are quiet and unchanged. Herring are in small supply and are selling at about record high prices. These are the fish from which smoked bloaters are prepared. The mackerel situation is unchanged, although very firm. Norways are strong, and shores and Irish fish are about unchanged. The demand for mackerel is very fair. Cod, hake and haddock are holding their own, the demand being good at ruling prices.

The Grain Market.

The price of wheat has declined practically 2c per bushel during the week, with a fairly free movement of grain in all directions. Reports from Argentine were more favorable, the weather fine and grain ripening rapidly. There has been a falling off in the flour business, some of the Northwestern mills reporting no acceptances on foreign offers, prices being out of line. Locally the movement of wheat has been quite liberal, the receipts from farmers the past three months having been three times as large as for the same period last year, or about 1,256,000 bushels.

New corn is beginning to move quite freely, the yield being satisfactory, but early shipments are not as dry and sound as might be, so that considerable caution will have to be used in handling the same for the present, as hot feed and meal is an expensive proposition for the manufacturer, for invariably the dealer and consumer will throw the goods back to the jobber and manufacturer. The corn market is easier, new corn now being quoted to arrive at from 45@48c per bushel, the condition to be dry and cool only.

Oats are lower and offered a little more freely, with the quality slightly improved over early deliveries, State oats selling at from 1 @ 2c per bushel discount under outside offerings, owing to their being stained and colored more or less. L. Fred Peabody.



It Begins To Show the Holiday Spirit.

Already are the various windows beginning to take on a more festive air, in keeping with the gift-giving season. The stores have not yet brought out their choicest goods for the holiday trade; those are in reservation for a little later on, when the Christmas spirit is all-pervading. But there is a difference that is quite perceptible from last week.

Some of the window fronts are devoted wholly to the approaching Turkey Day, the day of general family reunions and stomach-aches.

* * *

Steketee has a large section given over entirely to table linens, bearing a placard which reads:

Thanksgiving Linens.

The floor is of red burlap and the shirred curtaining around the three sides is of the same cheerful hue. Number 3 red satin ribbon is tied around many of the bolts of table-cloth and napkins, with a neat bow on top. Glass shelves are introduced at sparse intervals, upon which the goods are displayed. There is no overcrowding, and the effect of the red and white is charming. Wider cherry ribbon—say three or four inches—would have shown off better at a distance, but napery always receives a near-to inspection and the narrow ribbon gives a daintier appearance close to.

Another of this firm's windows deserving special mention has a similar setting of red. In this square, at either side, rise steps (five or six) only a foot wide. Also at regular intervals in the background are placed tall narrow boxes. These are all covered with red cloth like the shirred stuff surrounding the space, and afford an effective support for tinted statuary—busts and full-length figures. A virile savage, with a vivid red feather—a real one—athwart his beetling brow, towers above everything else, a splendid piece of color. Figures of lovable youngsters stand here and there, some of them looking almost too angelic and quiet to be the prototypes of Real Boys. Then there are beer mugs and big tankards, also funny den-y things—yard-long black sticks with five brass rings, each against a fringed piece of red leather, the head of Mephisto characteristically grinning at the top, presumably a folderol for holding pipes, the solace of Ye Men of Single Blessedness. One enormous barrel-shaped tankard has a silvered dragon, all of a foot long, for the handle. On one side, between the two silvered hoops at the top and bottom of the barrel-shape, is a laughing Bacchus head. A large Nile green stein has, as the only ornamentation, a gray owl perched on a skull, below which are the words:

The Finality of Wisdom.

This card appears at one corner:
Artistic Statuary
Appropriate
for
Holiday Gifts.

The central piece below the Indian is a young girl's head with exquisite tinting of dull sage green with touches of soft pink. It is an electric light fixture, two tiny bulbs protruding from the waves of hair at the ears, giving the impression that they are earrings, while one light glows in her corsage. The piece is sure to delight some lover of the beautiful as a gift.

Suitings in dark gray and a rich plum color are seen in the next window, bearing the information that they are

The Two
Leading
Shades.

* * *

The Ten Cent Store shows two fringes at two sections of the east window. These are made of tasseled cords for window draperies and long bead necklaces. The effect would have been better had they been used separately—the cords one week and the beads the next. The young man who does these Knox windows, Mr. V. S. Bond, accomplishes wonderfully good results with the little raff in which the store deals. It takes much ingenuity to fill a big space with little stuff and have it homogeneous.

* * *

This statement also applies to the Millard W. Palmer stationery window. The space this week is all given up to small Christmas novelties in Japanese goods arranged in groups. The dominant tone is red. Everybody stops for red.

In the opposite window is a little house covered over with the paper outsides of "The House of Mirth." The fence and gate are composed of the book itself. A good way to advertise it.

* * *

The general predilection for red must have been in the mind of the Boston Store windowman when he trailed a long piece of scarlet cloth in graceful lines diagonally down a pyramid among beautiful cartons of white writing paper, which made a striking contrast.

* * *

I wish I had more space to give the fine merchandise of Foster, Stevens & Co., one window being composed of dainty French china, a silver soup service, and elegant electroliers, while the other embraces only the Stransky Steel Ware. The arrangement of the goods leaves nothing to be desired; but some one has carelessly stepped into the white floored window with muddy feet, and the Stransky window is marred by the sleazy-looking blue material used under the utensils so dear to the heart of the woman who likes her kitchen to be as nice, in its way, as her parlor. Big muddy footprints are not kindly taken to in the house and should not be allowed on the white floor of an exhibit of table-ware.

New Wagon Factory at Kalamazoo.

Kalamazoo, Nov. 21—The Reynolds Wagon Co., organized in this city a week ago, has had the plans completed for the new buildings which will be erected on the foundation of the old beet sugar factory. Contracts will be let within the next two years, and work started immediately. The work of clearing away the debris for the building began last week. The main building will be of brick, 250x90. It will be two stories high. There will be two other buildings considerably smaller. Articles of incorporation were filed with the Secretary of State this week. The capital stock is \$100,000. It is the intention to have the factory in operation by March 1. One hundred men will be employed at the start.

The Shakespeare Reel Co. has reorganized under the name of the Wm. Shakespeare, Jr., Co. Articles of incorporation were filed this week, and the capital stock increased from \$60,000 to \$100,000. The company recently doubled the size of the plant and also doubled the capacity.

Mill No. 3 of the Bryant Paper Co. was put in operation this week for the first time. The buildings were erected last spring and the greater part of the latter end of the summer and fall was taken up in installing the machinery. The paper machine is of the Beloit make, and the one machine extends around all of the interior of a building 72x184 feet. The addition of this mill makes the plant of the Bryant the largest in Michigan, and one of the largest in the United States.

Give Mail Order House Unfair Advantages.

Marquette, Nov. 20—I would like to ask the merchants who handle children's go-carts and carriages to remember the snag they had to bump up against last spring in competing with Montgomery Ward & Co. and Sears, Roebuck & Co. on this line of goods. Do you know the factories? If not, drop me a card. I will put you next. They are in Chicago. Now is the time, Mr. Dealer, to ask these factories in question what they propose doing about the matter. Of course, the dealer can not dictate to these factories who they shall sell their goods to; but these manufacturers can say to these mail order houses in question that if they want their catalogues they will have to price the goods at at least 25 per cent. profit. This will enable the local dealers to stand a little show. Last spring Montgomery Ward & Co. and also Sears, Roebuck & Co. had the two lines in question priced at a profit of less than 10 per cent. Why could they do this? For the simple reason they did not have to carry the goods on their floors or in their warehouses. They were shipped direct from these factories. How can you, Mr. Dealer, who are compelled to invest from \$200 to \$500 in a stock, compete on such a profit as stated? You can not live. Agents will soon begin to call on you with the lines in question, and you owe it as a duty to yourself to turn them down, unless they can show you that the mail

order houses have been made to sell the goods at a profit as suggested.

C. A. Hager.

Class of Contracts To Be Avoided.

The Tradesman has had its attention called to one of the catch contracts used by the Capitol Food Co., of Tiffin, Ohio. This company makes a line of stock foods and poultry supplies, which it purports to sell on consignment. The contract is so skillfully and adroitly drawn, however, that very few merchants will undertake to live up to it, in consequence of which the consignee falls back on the technical features of the contract and sends an invoice for the goods in lieu of the memorandum of consignment.

The game is an old one and will probably be worked as long as time lasts, because there will always be new merchants who have never been victimized in this manner and careless merchants who do not take the time to carefully read contracts before signing them.

A good rule for the merchant to follow is to refuse to do business with strangers, especially where the stranger proposes anything out of the usual order. There is usually no harm in signing a contract with a reputable house with which the merchant has long been familiar, because it can be depended upon to do the right thing and not take advantage of technical features which may work a hardship to the merchant.

Grocers Entertained by Their Wives.

Big Rapids, Nov. 21—Can a woman keep a secret? The grocery men say they know their wives can. The last regular meeting of the Big Rapids Retail Grocers' Association was held at C. W. Barton's store on North State street. Most of the members of the Association went as they were, "some of us looking pretty shabby," as one of the grocery men put it. After the business was finished and the meeting adjourned, Mr. Barton, in behalf of his wife, invited the members to his house, saying that if every one did not come Mrs. Barton would be offended. Thinking that perhaps a little lunch was to be served, they all accepted the invitation. Great was their astonishment when, upon entering the house, they beheld their wives awaiting them. For a week or more the ladies had it planned, and brought with them plenty of provisions, from which a bountiful supper was had. Pedro was played until a late hour, Jos. O'Laughlin and David McFarlane taking the honor of winning the most games.

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New York.

ESTABLISHED 1865.

Progress the Watchword at Bay City.

Bay City, Nov. 21—Interest in industrial circles is just now centered on the resumption of the big Hecla Portland Cement & Coal Co.'s plant, sold recently under mortgage sale to a syndicate composed of former Detroit directors of the company. The plant here will be overhauled and changes will be made so as to increase the capacity by several hundred barrels per day. The principal trouble in the operation of the plant has been with the dryer plant at West Branch, where, it is said, operations were too expensive through faulty installation. Then the marl was too wet to be economically used at the manufacturing plant here.

Car shortage is hampering several classes of manufacturers and producers, the coal mines being great sufferers. The market is strong and the mines are pushed to keep up with orders. At the Whatcheer mine, which has been developed very rapidly, a new engine with a hoisting capacity of over 1,000 tons daily will be installed. Lumber concerns are also beginning to feel the car shortage. It is expected that with the close of the beet sugar campaign within the next forty or forty-five days, the shortage will be somewhat relieved.

The construction of the new Bay City Alkali Co.'s \$400,000 plant is still undecided, as no steel can be secured under four months. The directors of the company will meet soon to reach a final determination as to whether temporary buildings will be erected or building operations be deferred until next spring.

Has Built Up Large Foreign Trade.

Onaway, Nov. 21—The Lobdell & Bailey Manufacturing Co. manufactures practically all the wooden bicycle rims used in the United States. Four years ago it was supplying 6 per cent. of the rims used in France; at the present time it is supplying 56 per cent. The annual output of bicycles in France is from 350,000 to 400,000. The company's factory is located at Merry-sur-oise, about twenty miles from Paris. A French manufacturer pays so small a real estate tax that it is insignificant; he is taxed only on his profits, and then the tax is a moderate one, so that manufacturing is encouraged throughout the French republic. The company has been supplying Germany with bicycle rims from the French factory, the wood for these rims being shipped from this place in suitable sizes. The German trade is now increasing steadily, and the company is contemplating removing some American machinery to that country and setting up a factory. The bicycle production of Germany was 800 bicycles in 1904 and is steadily on the increase. Since the great slump in bicycles a few years ago the American market has reached a sound basis and now the production of bicycles is comparatively steady.

Chicago Manufacturers Seek Relief from Mob Rule.

Battle Creek, Nov. 21—Judging from the number of enquiries received

here by the Secretary of the Business Men's Association, nearly all of the manufacturing institutions in Chicago are desirous of leaving that city. The labor troubles have so interfered with the manufacturing institutions there that hundreds of concerns desire to locate in smaller cities, where they will not be controlled by the mob spirit.

The Dr. Price Cereal Food Co., which manufactures health foods at Gull Lake, is installing a steam plant, having heretofore run by water power. The change will give the company a 250 horsepower service.

The Nichols & Shepard Threshing Machine Co. has completed a large and commodious brick boiler house and installed two new 150 horsepower boilers, which, with the two old

ones that have been repaired, gives the works 600 horsepower. The men will work nine hours a day this winter.

The Advance Pump & Compressor Co. has been making large shipments of pumps to England.

Curtis E. Roleau, Secretary and General Manager of the Malta Vita Pure Food Co., has resigned to enter the printing business in New York City. Former Sales Manager Malley succeeds him.

Converted To the Beet Sugar Factory.

Owosso, Nov. 21—That a beet sugar factory is a good thing for the people of this city is becoming more and more evident. The company the

past week paid for the beets delivered during the month of October. It took \$80,000 to pay the bills. That was for the Owosso factory. The sum of \$75,000 was paid out during a similar time for the beets delivered to the same company at its Lansing factory. The Owosso Sugar Co. is having a most successful season and is now slicing an average of 1,000 tons of beets a day.

J. M. Story's spoke factory, which is a concern running but half the year, is closed for the season. Mr. Story makes hickory spokes only and spends nearly half the year in getting the stock necessary to keep the factory running the other half. This year he turned out over 6,000 sets of wagon spokes.



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E. A. STOWE, Editor.

Wednesday, November 22, 1905

WHAT TO EXPECT.

To the American with the American way of thinking and doing the news from Russia is not at all satisfactory. After the fiercest fights the world has known, after the proving beyond all doubt which is the conqueror, after the signing of the peace papers at Portsmouth and the proclamation of peace, this Russian riot business is wholly out of place. We cannot understand it. When the South went home from Appomattox they were exceedingly sore—sore all over—but with their government-given mules they went to plowing. After the surrender at Yorktown the soldier went home, hung his firelock over the mantle as a priceless relic to his children and went to farming; but these Russians who have escaped from the righteous wrath of the Japs after the war is over, instead of turning their swords into pruning hooks, have given them an extra edge on the grindstone and are making themselves busy by cutting their fellow citizens' throats. What is the matter with them over there? They don't seem to know anything!

The fact is they don't know anything "over there" and that is what is the matter. Further than that, we at this distance of time and circumstance indicate that we don't know or seem to know what to expect. Our point of view is interfered with by tradition and training. We, with our Anglo-Saxon blood, rich with the corpuscles of the roundheads, find it impossible to understand why, when the war was over, conquered and conquerors should not at once become busy in the arts of peace. The answer is: Because it is the Old World way of doing things. They put the cart before the horse. They had no Patrick Henry to "cry 'Peace, peace,' when there was no peace," and so, settling the home quarrel first, be ready for the foreign fight when it came. Admitting that we must also admit that this Russian chaos is the inevitable result of what in Russia has been going on for, lo! these many years. From 1682 until the other day the foundation stone of the Russian empire has been absolute power. For the first one hundred years it is easy to understand how such a condition of things could at that time

be; but after the fall of Charles Stuart and after the terrible lesson of the French Revolution and after the other gospel stories of constitutional liberty in Europe, related by the graphic pen of experience, it does seem strange that Russia, deaf to all entreaty, should follow in the footsteps of those nations whose abuse of absolute power has inevitably ended in destruction.

What puzzles, if it does not blind, the busy American is how it is possible for the university life and so the educated element behind it in Russia to be so hopelessly mixed up with the reputed ignorant classes as to form part and parcel with them without assuming a much needed leadership. During our Revolution the college student was much in evidence. Brown University closed its doors, and the whole seven years bears record of the student in the fight for independence; but the Russian college boy does not seem to count. What is the matter? This: the Russian student is not a type of the Russian common people—the peasantry. They are ignorance itself. The centuries have developed only the exception, and that exception brought up by the spirit of absolute power has produced—a bomb thrower; and the bomb thrower is too often the clown who thinks he changes the weather when he breaks the barometer. To-day Russia, uncovered, discloses a people—if superstitious serfs by the hundred million can be called that—czar-ridden and priest-ridden. Those who are educated will not compare with the educated in Germany, England and Japan. They are the legitimate children of absolute power and the condition in which they find themselves is exactly what that percentage always has and always will produce.

If, then, what we ought to expect is realized we have only to turn to the right historical page to find out what that is. Not a constitutional government has so far been set up without bloodshed, and it is only the visionary optimist who hopes that now the Japan war has furnished the called-for, patriotic blood. Whether the government is to become too weak to hold the people in subjection and whether the people are ready for what they are clamoring for remains to be seen; but history has so far told a single unerring story, and it is much to be feared that is the story to be repeated now, and the story we must expect to read.

Andrew Carnegie remembers with gratitude a dinner that he ate from the pail of a locomotive engineer on the Pennsylvania railroad years ago. He was thinking about it the other day and his appreciation grew to such a point that he sat down and wrote a check for \$1,000, which the engineer has now received. The engineer didn't reject it as "tainted money," but promptly and cheerfully accepted it as being for "value received." Mr. Carnegie was hungry and that dinner was worth \$1,000 to him.

THE CINCINNATI WAY.

It has been said a great many times and every time it is true, that honest municipal government in the hands of the best men obtainable is the cheapest for the taxpayers. The reverse, of course, is true that bad government full of corruption and jobbery is hard on the taxpayers. They have to foot the bill every time. Out in Cincinnati, where Cox has been the Republican boss and has had everything his own way, there are some interesting revelations. For instance, it is discovered that on the pay roll of the workhouse there are three "musical directresses," each being paid \$2 a day. Of course there is no music in the workhouse, none needed and none permitted; yet there are three women, who presumably have a goodly number of brothers and other male relatives, getting \$2 a day each for a service that is never performed. There is to be a park in Cincinnati which is not yet laid out, but on the pay roll there are a foreman, ten laborers and a watchman for taking care of this prospective park and, of course, all these employes have relatives or friends in the ring.

But these are only samples. The parks have been very attractive to the Cincinnati grafters. The plot called Washington Park is just one city block like Campau Park in Grand Rapids. On the pay roll this little piece of ground has a superintendent at \$2,500 a year and a stenographer at \$15 a week, a foreman and a big force of laborers and policemen, whose salaries are all provided out of the pockets of the taxpayers. Eden Park, in the same city, which has 200 acres, has only twice as many employes. It is difficult to understand how that happened. At the going rates in Cincinnati, Eden Park ought to have at least ten times as many as Washington Park. The Cincinnati City Hospital is another seat of graft. It has two librarians, every conceivable sort of messenger, a big force of stenographers, clerks and telegraph operators and an ambulance driver, but no ambulance. In the face of these facts it is no wonder that Boss Cox has handed in his resignation and retired from politics. Secretary Taft must have known what he was talking about when he said if he lived in Cincinnati he would not vote the Cox ticket.

DOWNING THE DEAD-BEATS.

Out in St. Louis there is a book called the St. Louis Medical Credit Guide in process of publication. It is soon to be issued and it is expected that every physician, dentist, druggist and undertaker will buy a copy. What it is really intended to be is a "dead-beat directory." It is to contain the names of 15,000 persons who would not pay their bills to physicians, dentists, druggists, etc. It is compiled from the records for three years by a collecting agency which has given its whole time to collecting bills for these professions. In addition the book will contain the names of 75,000 people who are counted good because they own more or less property. The volume when issued will be a valuable one to every doctor in that

town, who when he gets a call will look up the caller's rating and decide whether or no he will accept the service.

There are some who say that a physician is in duty bound to answer every call made upon him for professional attention. This is on the theory that he has the power perhaps of saving life and that any life, however humble, is worth saving. Those who take this view of it seek to make it appear that it is a doctor's bounden duty to go to the distressed and render such service as is in his power and that irrespective of whether or no he will get any pay for the work. It does not appear very forcibly why a physician should work for nothing any more than a lawyer or an architect. His time and his skill are his capital, his goods in stock, like silks or calico, sugar or salt in the stores. As a matter of fact very few people who want a physician are compelled to go without, because there are always enough young men glad of the opportunity to practice and the pay is with them less a consideration than the chance. All the established physicians and surgeons have a list of these young men to whom undesirable cases are usually referred, and among the beginners are many whose skill is entirely adequate and who only need the opportunity. The new St. Louis "dead-beat directory" will presumably be read with interest by a good many outside the lines of business for which it was especially prepared.

"When the present generation has passed into the shadow of the world beyond," says a writer in the Westminster Review, "and the boys of today, the men of to-morrow, regard our own times with the philosophic calm possible toward bygone events, no figure is likely to stand out in bolder relief than of the Scotch-American philanthropist, thinker and millionaire, Andrew Carnegie. A great heart, an understanding of the highest order and enormous riches are almost for the first time in history combined in one man. Shrewd the self-made millionaire needs must be; large-hearted many of them by their gifts have also proved themselves to be; but few indeed have united therewith a keen philosophical mind. In the union of philanthropist, thinker and millionaire Carnegie stands unrivaled."

In view of the recent disclosures State Superintendent of Insurance Hendricks can not claim that the supervision of his department has been at all close or of any special value to the public. He seems to have been fooled by all the insurance officials all the time as to speculations in which they were engaged, and as to the contribution for unlawful purposes that they were making. If he knew what they were doing and hadn't power to interfere he should have called attention to their performances. But for the quarrel in the Equitable Society the public might still be in blissful ignorance of the many shady transactions that have been exposed.

WHY YOU FAIL.**Seek the True Cause and You May Succeed.**

Hundreds of thousands of persons are eagerly in search of the secret of success; but comparatively few ever pause to consider that if they learn the real causes of failure they have already taken the first step on the highway to prosperity.

There is no one thing that can be more profitable to a young man than such a study. In making it, it is necessary to consider the collapse of great projects and the overthrow of small individual ambitions. Why did De Lesseps fail in his mighty task of constructing the Panama canal? Why did Jones as a salesman disappoint his employer? What brought about the dreadful failure of the Baring Brothers? Why did Brown meet with disaster as a novelist? What combination of circumstances caused Cyrus Field to fail in private business after he had proved himself a public benefactor by carrying to successful completion the magnificent Atlantic cable? All of these things call for contemplation and patient analysis.

Every failure, as well as every success, has its logical explanation. There is no illustration so convincing as an illustration taken from real life, and in order to make some of these things clear a few instances taken at random from this workaday world are presented for the consideration of the reader. Take first the case of two young men about the same age and having the same general capacity. They resolve to enter a civil service examination in order to obtain a position with the United States government. The first one obtaining his papers glanced over them casually and said to the other:

"If I don't get an average of at least 90 I'll eat my shirt. It's easy."

The other, who was slow of thought and speech, and who acted like a plodder, shook his head as he replied:

"I hope I'll get through. It's going to take some hard study. It's been six or seven years since I left school, and I'm afraid that some of these things are not fresh in my mind."

They both entered the examination. No. 1 made a pitiful failure, while No. 2 came out with an average of over 90. The man who knew it all forgot to put a period in its proper place, and thereby lost a point in the marking up. He misspelled several ordinary words; he bungled in his arithmetic and when asked to give a specimen of his education in grammar and English, presented the examiners with a slovenly composition. The other man was cautious. He put the periods where they belonged. He spelled ordinary words correctly, and while not perfect on his arithmetic, showed care and intelligence.

The failure of the young man in this civil service examination came from overconfidence. Failure comes to hundreds and thousands from the same cause. Remember, that no matter what else you may do or think, don't permit yourself to become afflicted with the mental disease known as overconfidence.

Another instance comes to mind. A

certain young man, of good parentage, and with first class opportunities, determined to take up the study of law. His parents were wealthy enough to permit him to live a life of ease. As a result of this he did not go at his studies with the energy and zest that were needed. When the time for his examination arrived his tutors—and they were private ones—were compelled to cram him. He passed the examination by the skin of his teeth. He hung up his sign, received the congratulations of his friends, sat down in a leather bottom armchair, and waited for clients. They were a long time in coming. He didn't care. He was known as a member of the bar, and that was sufficient. Finally, however, a client did come to him. After several days of preparation, he went into court to make his first argument. During the course of the trial it was necessary to refer to some points of law. He knew nothing about them; he was utterly at sea; he broke down; he made a public failure. The man was voluntarily incompetent, and in this age incompetence rarely succeeds.

Some men mean well enough; but they do not exercise the faculty of thinking. A certain young man was smitten with the idea of writing a novel. He forthwith purchased paper, pens and ink, and proceeded to do so. In the course of a few months he had ground out a piece of historical fiction sufficient to make a book of 300 or 400 pages. He sent it to a publisher. To his amazement it was returned, with a polite note of rejection. He was at a loss to understand what this meant, and took it to a friend who had a deserved reputation as a critic. The friend read the big book, and he said that the cause of its rejection was self-evident. He told the man who was ambitious to be a novelist that his work showed all the faults of superficial thought and that its haphazard style was in itself sufficient to cause a rejection. The instant intelligent thought, real feeling, or genuine comprehension of the meaning of the English language was turned on the manuscript its plan, its details, and its phrasing crumbled like pound cake, or dissolved into glucose covered emptiness. Humanity had not been observed, conditions had not been studied. Even the noble English tongue, which has been a thousand years in the upbuilding, was habitually defiled.

To be brief, the work showed lack of proper preparation. If the man had made his plans and given the work the thought and study that it required he might not, it is true, have produced a great novel; but he surely would have written one that could not be criticised as harshly.

Still another man in another city started a men's furnishing store in a good neighborhood. He made a proper display of his goods and had an attractive looking store. He failed. He could not understand why he should fail. Men all around him in similar lines of business succeeded and were succeeding. He had an ample stock and his prices were no higher than those of his competitors.

If he had undergone a rigid self-examination the man might easily have learned the cause of his failure. In fact, it was not a single cause but many causes. One of his habits was to sleep late in the morning. He opened his store a half hour later than any of his rivals. When he went to lunch he stopped on the way back to drink one or two glasses of beer and to smoke a cigar. Three or four times in the week he went to the baseball game and left his store in charge of a small errand boy. The man was not necessarily lazy, but he lacked ambition, and it was the lack of ambition that made the failure in that particular store and business.

Nothing seems simpler or more easily learned than the position of a clerk in a large department store. Any man of ordinary industry would seem competent to fill that position. Yet there are failures in that as well as in more pretentious positions. One case comes to mind. A young man who had obtained a position of that kind through the influence of a friend would go home at night and complain about his ill success. The friend took the trouble to enquire into the cause of this. He discovered that the clerk was constantly chewing gum, that he read the newspapers while women were vainly trying to be served. He was constantly gossiping with his fellow clerks; and when a customer approached the counter the clerk greeted him or her with a bored, tired look. At the end of the second week it was necessary to reduce the force of employes in the department store, and this particular young man was laid off. He grumbled, of course, and did not know why he should be selected, but every one else knew the reason. It was a clear case of indolence.

A good natured American, who had a keen idea of what the public needs, opened a bakery, ice cream and confectionery store in one of the Western cities. It so happened that the right store had opened at the right time, and in the right place. It was a success from the start and profitable beyond the expectations of its originator.

Three years afterwards he was sold out by the sheriff. Such a climax to such a business surprised those who

were not intimately acquainted with the man, but his associates could explain it quite easily. His sudden success went to his head. He discarded his modest habits and began a life of pleasure. Cigars at three for a dollar and unlimited champagne became daily necessities. Expensive suppers were quite the common thing. Of course he could not play and work at the same time. He neglected his business. He kept taking money away from it, and ceased to put his energy and brains into it. The inevitable happened.

It would be well for those who meet with failure to endeavor to make an intelligent study of the causes of that failure. Do not be too ready to blame your failure on your environments, on your associates, on your lack of capital, and, above all, do not attribute it to bad luck. Seek the true cause. Find out if it does not come about through lack of ambition, through indolence, through over-confidence, lack of preparation, extravagance, lack of knowledge, intemperance, incompetence, or tactlessness. Geo. Barton.

Fourteen Great Mistakes.

It is a great mistake to set up our own standard of right and wrong, and judge people accordingly; to measure the enjoyment of others by our own; to expect uniformity of opinion in this world; to look for judgment and experience in youth; to endeavor to mold all dispositions alike; not to yield to immaterials; to look for perfection in our own actions; to worry ourselves and others with what can not be remedied; not to alleviate all that needs alleviation, as far as lies in our power; not to make allowance for the infirmities of others; to consider everything impossible that we can not perform; to believe only what our finite minds can grasp; to expect to be able to understand everything; and the last and greatest mistake of all is to live for time alone, when any moment may launch us into eternity.

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BUSINESS BOORS.**They Put a Blot on the American Nation.**

Are the American people degenerating rapidly into a community of brusque, impolite, insulting business boors? Are we, as a business people, rapidly losing all the chivalry and gentleness which, some years ago, distinguished us in the eyes of Europeans? Are we losing all the respect we ever had for one another, and what will be the end of this remarkable and highly significant social movement?

Taking a large view of American manners and morals, it would seem that the indictment suggested is a sound one, and that the collective impoliteness, say rather boorishness we meet with in all spheres of our social life soon will become intolerable.

True politeness and true chivalry undoubtedly have their origin in economic or industrial needs. The nobleman, the duke, or the leader, was originally "polished" in his manners by the friction of diplomacy. The diplomatic business man succeeds. The brusque one fails. When the customer of a large business house takes his complaint to the head man he usually is treated with kindness and consideration. As a rule he goes away from his interview with the responsible man a friend of the concern and a better customer than before.

To illustrate this point. Two years ago I bought a pair of shoe strings from one of the largest retail houses in Chicago. The strings broke. I returned with them to the salesman who had waited upon me. He received my complaint with a supercilious, sneering grin, and the insulting question: "Did you get them strings here?—as much as to say that I was a thief. I laid the case before the managing partner. Without a word or question he bade me be seated, went away, and returned with five pairs of shoe strings, which he handed me with a smile and a bow, and then led me out, caressing my arm. This was an application of Tolstoi's principle of non-resistance and it completely won me. That store has made good profit from my trade ever since.

Now, here was a direct motive for the merchant to be polite. But his army of clerks have no such motive. They do not quite clearly apprehend the tremendous social truth that their livelihood depends, not upon their employer, but upon the customers who support the business of the employer. To one who understands the economics of the situation there is nothing quite so disgusting as the impolite salesman, or other servant who comes into contact with the public.

The thousands who read these lines will sympathize with me when I say that in seven out of ten business contacts with hired help I am insulted directly, or otherwise offended. In order to receive a modicum of decent treatment in any kind of a business contact, you must have the evidence of wealth or power stamped upon you. In the average large establishment you are treated with a kind of silent contempt that is offensive and exasperating in the highest degree. In the

street cars you are lucky if the conductor does not strike you when you ask him a question. A thousand times when I have requested conductors to stop at a certain street they have passed me by without the slightest recognition of my request. On repeating the request they almost invariably answer with a gruff "All right, all right."

If your business takes you into the general offices of a railroad, some circumlocution office clerk treats you with exasperating disdain, hardly answering your inquiries. The other night I asked a guard on an elevated train where the smoking car was. "Right in front of you, there! Can't you see?" he shouted. At the public library the young women attendants at the circulation desk will ignore your remark until they have finished their little chat, and then turn nonchalantly in your direction as if you were a menial whom they despised. Young women sales clerks in the big stores treat customers with even more visible contempt. The telephone girl, when she answers you, speaks in a tone of impertinent impatience, which is positively distressing. Waiters in non-tipping restaurants, barbers in non-tipping barber shops, teamsters, ticket sellers at theaters or other amusement places, ticket clerks in railway offices, drug clerks, and other sales people (in retail lines) fling your purchases at you as if you were a dog. These are but a few illustrations of the want of chivalry and courtesy in business.

This general rule does not apply to wholesale houses. In all wholesale houses or wholesale concerns of every kind customers are treated with the politeness and consideration that are their unquestionable due, and this is so because the servant of the wholesale concern precisely and fully understands how directly dependent his own prosperity is upon the good will of the man who buys goods from the concern.

It is not in the business world alone, however, that American boorishness is observed. For the masses of the people are made up of these persons who in their business relations are so brusque and inconsiderate. The street car hogs are the impolite men and women of the public service on their way to or from home. In the general run of restaurants, in the street cars, and in other public places the men clean and pare their nails, the women and men chew toothpicks, men seldom remove their hats on entering a business office, and for one remark made in a pleasant tone a thousand are made in the tone of a river mate abusing his roustabouts. On the whole, the most polite, considerate people one meets in an American city are the patrolmen of the police force and the letter carriers.

These are the facts. Now, the causes: Why are the American people losing what politeness they once had?

The answer will be easy if we remember that the cause of politeness, courtesy, obsequiousness and servility in general is an economic cause. Politeness, in early times, paid, and po-

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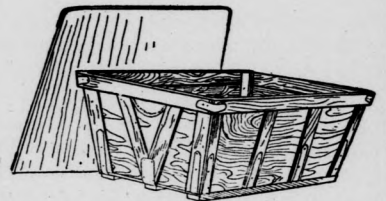
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W. D. GOO & CO., Jamestown, Pa.

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

FRAZER
Axle Oil

FRAZER
Harness Soap

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Harness Oil

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Hoof Oil

FRAZER
Stock Food

liteness in certain kinds of business still pays. For instance, the fashionable bootmaker or tailor is polite to his customers. Were he not he would lose his trade. If, however, there were but one fashionable tradesman in the community he probably would not be more polite than most people. In one word, fierce, quick competition in business stimulates courtesy to customers; monopoly causes it to disappear.

The clerk in the small store, under the eye of the small proprietor, is a thousand times more polite than the clerk in the large monopoly store. The business is too big for personal supervision. It is hard to bring up with a jerk the insolent clerk or saleswoman who insults you; the proprietor is remote from clerk and customer alike, and most customers put up with insult and injustice rather than go to the trouble of writing or appealing in person to the proprietor. In most cases the monopoly concern does not care; its business is safe, politeness or no politeness.

Some companies are trying to improve matters. The people are waking up to the situation. In my opinion there is a visible improvement in public business manners and morals, and this improvement is being brought about by the general increase of complaints. I kick. When insulted by the clerk who waits on me I go straight to the business manager and point out the clerk. I write to "the company" when the street car conductor treats me like a dog. I "call down" the insolent clerk or saleswoman in the department store. I hand out a few wholesome remarks to the insufferable puppy, young or old, in the railway office. And, furthermore, I am myself polite in all my business dealings, no matter how humble or great may be the man whose money I want.

This rule of action is growing. It is becoming the common thing to kick, and the reaction from too brutal a want of business courtesy makes the insolent servant see himself as others see him, and hence improves his own conduct when dealing with others. We are a business community and a rapidly monopolizing business community. In the transition stage we suffer. When we shall become thoroughly monopolized we will be, in all human probability, thoroughly polite. G. F. Tyrone.

California Trees Which Produce True Camphor.

These trees were found near Lake Chabot, in the hills back of the town of Berkeley, Alameda county, Cal. They were found to be native of this State, as well as of China, Japan and other parts of Eastern Asia.

Most of the trees range from twenty to thirty-five years of age, this being ascertained by counting the rings from the bark to the center of the tree. These trees resemble the characters of the genus *Cinnamomum* camphora, from which the official camphor is obtained. They are about twenty-five feet high, much branched, bark smooth, green leaves that are wide, narrowing towards both ends,

and of a thick structure. The bark, when freshly cut, has the odor of sassafras; this is of importance, as the camphor, cinnamon and sassafras trees have been separated from the proper laurels by Ness, and made the types of distinct genera, which have been adopted by most recent writers, and may be considered as well established. The trees are growing in a dark, adobe-like soil. The trunk of the tree drawn from the surface is of a cone shape, having many roots and rhizomes extending from the trunk, and the tree is well nourished in this way. The leaves have, when bruised, the odor of camphor, which is diffused through all parts of the plant. The wood, leaves or branches burn very easily when ignited, due to the presence of camphor, which occurs with the terpenes or essential oils, $C_{10}H_{16}$, and bears relation to borneol, a secondary alcohol, yielding compound ethers when heated to a high temperature with organic acids, and secondary alcohols by oxidation yield ketones; and thus camphor is described as having the nature of a ketone.

One of these trees was cut down and taken to a laboratory, where it was found that by the use of a still and treating small branches and leaves with a small quantity of water and applying a moderate heat, camphor volatized by steam, and was led to a cool receiver and condensed. The leaves were found to contain about 15 per cent. camphor and of a very pure quality; in fact, more pure than where the largest supply comes from (Japan and China), where the camphor obtained is in the crude state, has many impurities, such as a heavy oil and 2 to 10 per cent. of vegetable matter and gypsum salt and sulphur, and is refined by mixing with 1-50 part of quick lime, then resublimed by heating to 175 deg. to 204 deg. C. in iron, copper or glass retorts; the lime removing the resin, empyreumatic oil, moisture and the rest of the impurities. When thus purified, it is pressed in variously shaped blocks.

The camphor of the wood and the rest of the tree was found to be obtainable only by sublimation with a high heat, and the camphor thus obtained from the wood was found not to be so pure as that obtained from the leaves and the branches by distillation. Camphor, according to recent articles, can be made synthetically and is now being produced in large quantities from oil of turpentine at the little town of Port Chester, N. Y., by the Port Chester Chemical Company. The process of manufacture is comparatively simple, the oxidation of the turpentine being effected by treatment with oxalic acid. Turpentine, chemically considered and roughly speaking, is $C_{10}H_{16}O$, the only chemical difference between turpentine and camphor being one atom of oxygen; this is to be regarded as a general statement. Pinene, the essential constituent of oil of turpentine, is broken down into pinoyl axalate and pinoyl formate by the introduction of a carboxyl (oxalic acid), and both of these can, by sim-

ple chemical means, be converted into camphor. Pinoyl oxalate yields camphor by distillation with steam in the presence of an alkali, while pinoyl formate under the same conditions yields Borneo camphor, borneol, or camphol, $C_{10}H_{17}O$, which, chemically considered, is a hydrate of camphor readily converted in turn into pure camphor by oxidation.

The yield of camphor by the above process is from 25 to 30 per cent. of the weight of the turpentine used. Most of the demand of the synthetic product comes at present from the celluloid and gunpowder manufacturers, and as the flower crystals are the kind especially required in these industries, the companies confine themselves to the manufacture of this form only at present.

Camphor trees have been distributed from the Department of Agriculture, and many of the earlier distributions have now produced trees of considerable size and beauty, for they grow into a symmetrical evergreen tree, which always attracts attention. It is a hardier tree than the orange, and was distributed in earlier days as a shade tree and as a shelter tree for the orange family. It is found to stand the coast climate as far north as Charleston, South Carolina, and along the coast of California.

Of late years it has been thought possible that a profitable industry might be inaugurated in the country by extracting camphor for commercial purposes and many thousands of plants have been propagated in the

greenhouse and distributed in districts where the climate is suited to their growth. An average of six thousand plants has been the yearly output for five or six years, with the hope that the question of profit would be tested. However, the best mode of procuring the camphor has yet to be decided—whether from the leaves, twigs, wood or roots—also the best season of the year, the best methods of distillation, and other points which enter into the economics of industry. E. M. Kimberlin.

ESTABLISHED 1872.



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

Mixed Carlots of Flour and Feed

There is a phenomenal demand for Feeds. Mills are quite generally oversold, the car shortage is constantly becoming more serious. Considering these conditions prices are very reasonable and now is certainly a good time to stock up.

We can make prompt shipment of mixed cars of

Golden Horn Flour

and any of the following: Spring Bran, Middlings, Mixed Feed and Red Dog. Winter Bran, Middlings, Mixed Feed and Red Dog. Hard Spring, Hard Winter, Soft Winter and Pure Rye Flour

Our products are the best on the market. We are reserving our Feed for mixed carload buyers. Take advantage of this opportunity and save money. Write or telephone for prices.

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

MAIL ORDER COMPETITION. Ways in Which It Can Be Successfully Combated.

Is mail order competition going to increase or will it diminish? Upon the answer to this question depends much of the future of the country merchant. It is no longer a question of mail order competition and something else. The competition is here already. It is now a question of preventing it, or at least modifying it so that its baneful influence will not be so detrimental as it is now, or as it might become if something is not done to reduce it.

It is easy to say that there must be a reduction. It isn't so easy to devise efficient means for preventing it. Conditions are unfavorable in many particulars for even reducing the evil, much less preventing it. Therefore, if retailers are tired of it, if they have discovered that it is cutting into their business and reducing their profits it is for them to make such changes that they can outsell even the cheap mail order house.

What is the principal agency in selling goods of the mail order houses? Only one thing can be answered—advertising. Without advertising country buyers never hear of mail order houses. With advertising they are enabled to sell large quantities, and unquestionably these sales are increasing in some localities. In others perhaps they are not. It is the problem that confronts some dealers, and it is a problem that will confront many more before the mail order octopus is finally relegated to his proper sphere.

The only agency for selling the more or less questionable goods of the mail order house is the illustrated catalogue—and here it might be stated with perfect truth that many of the illustrations in the catalogues bear about as much resemblance to the goods actually carried as a cow does to a rose. While they are not exactly lying illustrations, possibly that might be too strong a word, it must be admitted, by even their most ardent friends, that the pictures often tell big mistakes, as the little girl said of her grandmother.

Perhaps it is one of the peculiarities of human nature that the average country resident will accept the word of a catalogue issued by a house they never saw rather than the word of their own local dealer. Possibly it is the blandishment of the advertising man who prepares the catalogue and understands how to use the English language. In instances probably all of these influences enter into the question. In others possibly one or two. In still others none. Locality, environment and previous conditions have great influence in determining what a certain community shall do.

But admitting that the octopus is here and has a more or less firm grip upon certain communities, what shall be done to dislodge him? Attack the mail order house? Assuredly not by name. That would advertise them still more and probably introduce them to possible customers who would hear of them in no other way.

Say nothing about the mail order houses. Get a catalogue, and examine it carefully. Where they advertise groceries see what they are selling. If there is still any doubt, put in an order for yourself. That will give you more light on the subject than you can obtain in any other way. Get the goods, or a portion of them. See what they are, where made and then see whether you can duplicate them or not at the price asked.

A little object lesson like this will be very illuminating. It will show you clearly what the mail order house is selling, what the quality is and what you can be assured you are competing with. When this knowledge is acquired it gives you a base upon which you can work. It will give you a clew, which, if you follow up, you will be able to do business with quite as much unction and with even more profit than the mail order house.

The mail order house makes a portion of its profits by buying in large quantities and thus securing a quantity discount. It also discounts all its bills. This amounts to an average profit of, say, 2 per cent. These two features of business would enable the mail order house to undersell you, assuming that you are a merchant who buys in small quantities on long time. You lose your discounts at both ends and sometimes it amounts to 5 per cent. In other words, you could sell at 5 per cent. less, and still make as much profit as you do now, provided you would buy more advantageously, and would discount your bills. It might be added right here that the man who discounts his bills will secure more favors in buying than he would in any other way. Frequently he can buy as advantageously as the large buyer under such conditions.

Next, be on the alert for cash bargains. Many wholesale houses have them. The writer once went about the large wholesale houses of one city to secure news of the special bargains, the jobs offered by these houses for publication in a daily bulletin. Such opportunities were legion, and he found it impossible to publish more than a very small proportion of what he found. Some wholesalers send out these bargains to their cash buyers. They must sell for cash when offering such sales, and consequently those who do not pay cash never hear of them. Nevertheless, if followed, these opportunities alone would enable some merchant to beat off the constantly tightening grasp of the mail order house, and enable him to restore his business, with additions.

It is price rather than quality that appeals to the class of buyers who patronize the mail order houses. They do not stop to consider whether the goods are as good as those you have or not; they are offered delivered at their doors at a reduction from the price you have been charging. Very well, get something that you can offer the same way. Then advertise it and advertise it so extensively and so graphically that

those who have been straying in the succulent pastures of the mail order house will sit up and take notice. Treat them to a surprise—a surprise so great that forever afterward they will buy of you instead of the questionable firm in a distant city.

Then having begun keep at it. Never let up. Keep hammering at them. Don't mention the mail order house by name, but first make certain what you can do, then assert confidently that you can duplicate any price made on a certain brand of goods. Having made the assertion, live up to it, even if you lose a little money. When customers enter the store tell them what you can do. They must run to you for certain articles anyway, regardless of what they buy of a distant store. When you get them inside the store, do something with them. Show them that you can sell goods as cheap as any mail order house in the business. Show them that you can offer goods as low as any distant firm they can find, and then make your words good. It means business for you and satisfaction for your customers. They do not care to trade away from home, as a rule, but the instinct of saving money, even at the expense of real value, is strong, especially in country people. You can not overcome it. Instead it would pay you to foster it, and in fostering it kill the mail order competition in your vicinity. You will gain, your customers will gain, and your community will gain. The smallest grocers will gain as well as the larger ones. It

is time to begin this fall. The opportunity for successfully prosecuting such a campaign was never more propitious. You will vastly increase your holiday and winter trade by beginning this sort of work, and continuing it up to the close of the winter. By that time your mail order competition will have faded into air.—New England Grocer.

Many a little vote has been converted into a big bank note.

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.



MARKET MEN!

Here it is—a Hand Potato Wire Scoop. Saves you washing your hands every time you put up vegetables. Made of No. 10 and 12 inch wire—solid steel back and handle. All heavily tinned. Shipped express prepaid \$1. Send personal check, currency or stamps.

W. C. HOCKING & CO.,
111 Lake St., Chicago, Ill.

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If It Does Not Please

Stands Highest With the Trade!

"Gold Mine"

Stands Highest in the Oven!

3,500 bbls. per day



**Sheffield-King
Milling Co.**

Minneapolis, Minn.

Clark-Jewell-Wells Co.

Distributors
Grand Rapids, Mich.



Dress Accessories for the Fall and Winter Season.

The current fall season gives evidence of developing not a few fads and foibles in connection with various articles of men's wear. Last fall and winter, it will be recalled, gaiters and fancy tops to shoes made quite a strong and favorable impression and this season they have been taken up with even greater enthusiasm by the fashionable class than was the case a year ago. Many exclusive dressers prefer to wear shoes having cloth tops in preference to gaiters and advance the argument that, besides being dressy and clean cut, shoes having cloth tops are not so warm and uncomfortable on occasions as when gaiters are worn. It has become a foible among those who make a strong play for individuality to have the fancy cloth tops to their shoes made from the same material as their waistcoat. One advantage claimed for this foible is that it is not likely to be aped by the masses, owing to the fact that different shoes must be worn with different waistcoats, thus putting the shoe problem beyond the reach of the man of slender means who tries to hang on to fashion's coat tails.

In men's hosiery fashion dictates that correct style shall go ahead of comfort. The fair sex have for some time been subjected to lots of criticism by reason of the endless ills and unquestioned discomfort invited in cold, wintry weather by reason of the sheer, dainty creations in embroidered and lace hosiery that are worn in conformance with fickle fashion's whims. Fashionable man is following in woman's footsteps in the matter of hosiery and, instead of covering his ankles with warmth-giving hosiery, is led by Dame Fashion to wear socks that are not much thicker than veiling. Socks of nothing more than summer weight are the thing for winter wear. Of colors there is a good variety and brightness is a conspicuous feature. Among the leading colors may be mentioned red in various shades, green in light to dark tones, lavender, blue, plum, brown and black. Decorative designs include clocked and bracelet designs, floral and shot effects. Something new in the way of socks which should appeal to the man who is continually troubled by his toe coming through his sock, and whose economical feature should be a recommendation, is a sock with a toe cap made of thin kid.

For occasions other than formal and semi-formal, the stiff bosom shirt has lost its hold to a marked extent. The up-to-date man now wears on occasions other than the above the soft-bosom shirt made up from the same general class of materials, although of additional weight, as was worn during the spring and summer. The leading fabrics thus are madras, oxfords and cheviots; flannel shirts are also winning favor in attractive and varied colors; the cuffs must be attached and in some cases the collars of the same material as the shirt are also worn attached; the flannel shirt for sporting and outing wear in

the cooler months is a sensible as well as fashionable proposition. The stiff bosom white shirt, of course, occupies its regular position for formal and semi-formal wear; for the latter purpose and for business wear the stiff fancy shirt is still worn to a fair extent, but not nearly as much as formerly. In shirtings many attractive broken floral effects in neat, delicate color tones are noticed; solid whites with white woven figures, snowflakes in goodly sized effects, jacquard designs, spotted effects in various colors and pin stripes in black, blue, green, red and other colors are worn. Among some of the taking colors are lavender, gray, snuff, ecru and turquoise. The coat shirt is distinctly the correct thing and is widely worn and can be bought ready made as well as to order. The correct dresser, of course, has cuffs attached to his shirt.

Cuffs are still made narrow, but somewhat larger than a year ago; the usual depth is about two to two and one-half inches; the straight back styles are worn to a considerable extent.

Many fashionable dressers include in their wardrobe collars made of fancy materials to be worn with fancy shirts; they must be of the same color as the ground color of the shirt, or some harmonious shade, and should be free from design or figure; solid color collars will be worn in many instances with shirts having a white body.

In the regulation linen collar the wing, with a deep narrow opening, will be widely worn for general wear; the turn-down or double-band collar will likewise be worn to a considerable extent, although not as extensively as the wing collar. The poke collar, with somewhat more poke than a year ago, is not a very strong factor, but is fancied in some directions.

In cravats the four-in-hand is the dominant factor for general wear, the correct width being from two to three inches; the knot effect is large and should be fluffy and full. The colors worn are of a substantial variety and include deep tones of red, blue, green and brown, in addition to the more delicate lavender, gray, coral and ecru. Among the novelty coloring effects are Parsifal blue, burnt egg, elephant's breath and burnt onion, the names being as novel as the shades. Loud, flashy effects in neckwear are not favored. For day wear tan in a variety of shades is correct in gloves.

Novel Use for Pine Stumps.

Menominee, Nov. 14—Many farmers in this section of the country are interested in the scheme of raising asparagus on pine stumps. A carload of big pine stumps was recently shipped to Chicago gardens, where they will be buried in the ground several feet and covered with soil especially prepared for the growing of asparagus. It is expected that the roots of the plants will fasten to the old stumps and pierce them as they decay, thus affording a firm and solid bottom or foundation for the plants. The stumps were taken from the Swanson farm west of Marinette.

Our Big Four

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

Spring 1906

our

\$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.

"Clothes of Quality"

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The most complete Holiday Line of Pipes and Smokers' Articles

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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.

NEW YORK MARKET

Special Features of the Grocery and Produce Market.

New York, Nov. 18—The Thanksgiving demand for goodies this year promises to break the records. The windows of the big retail groceries and the grocery departments of the big stores are simply places to provoke hunger if one passes them even fifty times a day. It has seemed every year during the past decade as though the limits had been reached in tasty arrangement of shelves and windows and the style of packages in which goods were exhibited; but there is constant improvement, and every step has seemed to benefit the retailer. To watch the operation of a butter cutter, as it cuts to weight the contents of a firkin of butter, is to realize what the grocer of ten years ago must have lost, and so on through the long line of labor-saving apparatus. Weighing machines that will give strict weight to half a kernel of coffee are used now in establishments where girls used to dump in a scoopful of coffee, giving fifteen or seventeen ounces to the pound, as it happened. Cheese cutters save every crumb and meat slicers leave no refuse from a piece of bacon. We see long rows of canisters, each a work of art, being painted by hand in oil and representing beautiful landscapes, etc. A simple enumeration of the labor-saving devices would fill a volume. It would seem that, so far as physical work were concerned, the retailer of to-day had an easy time as compared with the trade of twenty-five years ago, but competition is as keen as ever and a storekeeper may have a building full of devices for saving labor and yet may drop with a sickening thud.

The buyers are here and they have money. The goods are here and they are fetching good prices—prices that would seem to show a good profit all around. At the moment, of course, most interest seems to be centered in holiday goods and there is only an average movement of the leading staples, although, of course, Thanksgiving calls for almost everything in the line of food products.

Quotations have been up and down in the coffee market and at the close are somewhat lower. Conditions are comparatively quiet and buyers are not purchasing much ahead of current wants. In store and afloat there are 4,523,242 bags, against 3,937,606 bags at the same time last year. No. 7, in an invoice way, 8 3-16@8 5-16c. Quietude prevails in the milder sorts, as well as the Brazil grades. Good Cucuta is held at 9½c and good average Bogotas will average about 11c. East Indias are quiet.

There is a better trade in the line business in teas, but very little in an invoice way. Buyers are taking only enough to keep up the assortments and the general condition seems to be one of simply waiting.

Dealers seem to be pretty well stocked up for the moment, so far as their stocks of rice are concerned, and the week has been one without any essential feature of interest. Supplies, while not overabundant, are seemingly sufficient, and there will probably be simply the usual market conditions for the rest of the year.

Spices have remained very firm and tend to a still higher basis. Cloves and pepper have attracted most attention. Zanzibar cloves are worth in the usual quantities, 13¾c. Singapore pepper, 11¼@11½c.

Molasses is very firm. Buyers are taking pretty liberal supplies, as they will naturally have active call from now on and quotations are firmly maintained. Good to prime centrifugal ranges through every fraction from 16@26c. Syrups are steady and about unchanged.

Canned goods attract little attention. Buyers are taking moderate quantities, but, as a rule, tinned goods are at the moment relegated to the rear. Tomatoes have moved this week quite freely at 90c. This rate is ascribed to some extent to the stringency in the money market. Cheap peas are not so plentiful as they were and the quality is improving. Some little interest is shown in low-grade salmon, but as a rule there is not much doing.

There is a firm steady market for top grades of butter. Extra creamery, 24@24½c; seconds to firsts, 19@22½c; imitation creamery, 17@19c; Western factory, 17@17½c; renovated, 17@19@20c.

Cheese is steady, with full cream worth 13¾c, but it takes very good stock to fetch this. The supply here of stock that is somewhat off in quality is "too large for comfort" and is working out for what it will bring, although the general range of prices is above that of last season.

Near-by fancy fresh eggs are worth now 40c, but this is of no general interest. The market is extremely firm and consumers who are making Thanksgiving cake this year will find the eggs worth as much as all the other ingredients together. Best Western, 31@32c; seconds, 26@28c; refrigerator stock, 20@23c.

Short Sighted Grocers.

Written for the Tradesman.

Of course the number of such grocers are comparatively few, and those few do not all read the Tradesman. However, we are going to talk about them, if we can not talk to them.

A year ago, when the apple crop in Michigan was so abundant and the demand from other states so small that buyers offered only 50 to 60 cents per barrel for hand picked fruit, many grocers put in a good supply for their trade. At the same time people in the cities and villages who had suitable places for storing apples bought abundantly direct from the farmers. Some apple growers would not pick their fruit, while others stored their crops rather than sell at the low prices, and then carried them to town during the winter and sold to private families, boarding houses and wherever they could find buyers. Consequently many grocers had ap-

ples to give away or throw away when spring came.

This year buyers from other states are taking everything they can get, growers are not holding for higher prices, families are putting in small quantities because prices are high, and these short sighted grocers are saying that there are plenty of apples and they are not going to be in a hurry to put in a big stock of them at such high prices. Before spring these fellows will not be able to meet the demand for apples from their regular customers without sending abroad and paying a high figure for them, and so they will lose again this year. The far sighted grocer will stock up as heavily as he did last year before all the apples leave the home market. If his customers do not need them all, he can sell to his unsupplied competitor, or can still find a good market for them outside the State. This is the way it looks to the man up an apple tree.

E. E. Whitney.

A man's title to glory does not depend on the glory of his title here.

Men who are always on the make never make much of anything.

Real religion never has to advertise for a chance to do good.

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.

You don't have to explain, apologize, or take back when you sell

Walter Baker & Co.'s Chocolate & Cocoa



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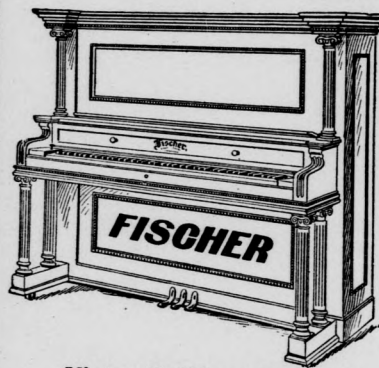
Grocers will find them in the long run the most profitable to handle.

They are absolutely pure; therefore, in conformity to the pure food laws of all the States.

45 Highest Awards in
Europe and America

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

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600 Candle Power Diamond
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made easy, effective and 50 to 75 per cent cheaper than kerosene, gas or electric lights by using our

Brilliant or Head Light Gasoline Lamps

They can be used anywhere by anyone, for any purpose, business or house use, in or out door. Over 100,000 in daily use during the last 8 years. Every lamp guaranteed. Write for our M T Catalog, it tells all about them and our gasoline systems.

Brilliant Gas Lamp Co.

42 State St., Chicago, Ill.



100 Candle Power

Some of the Pranks Peculiar To Boy-hood.

Written for the Tradesman.

I don't know why it is, but each generation can prove the truth of the assertion that when boys grow up into the staid, respectable, sober-going men of a community they are prone to forget the time when they were boys, not to say "unruly kids." Youth seems to have slipped from them as a mantle and they can not imagine how their progeny became imbued with such a spirit of impishness.

The son of one grocer in particular is as full of "diviltry" as a nut is full of meat. What this young scapegoat can not conjure up is not worthy of thought by any young Son of Adam.

His father is a saint, the very pink of propriety; yet he has caught this same young hopeful more than once in the act of making a horrible grimace and a shoulder-shrug behind the back of a lady customer he disliked—not so very old, either—who was in imminent danger of turning her head and seeing the performance, and then the dealer's name would have been—well, not what it is now, certainly. He often wonders how his son came to be so full of mischief, and at this remote day, even, thanks his lucky star that he was not such a rattled-brained youngster when he was that age, entirely forgetting the pranks he himself used to play and how the neighbors used almost to wish him in Tophet—or some such place reserved for wrong-doers.

Another man, one who is in the printing business, was telling me how he played a game on a comrade when he was a boy:

"I used to do a little trick with a penny," said he. "I would cause it to disappear before my spectators' eyes, whereas it really went up my sleeve. There were a number of waving movements of the hands, which didn't mean anything but served to divert attention from the penny, which I would pass from one hand to the other. Finally, with a great flourish I would make my fore and middle fingers V-shaped, place the V on my nose and (apparently) take out the coin, which I would exhibit triumphantly to the astonished crowd before me.

"My mates in the print-shop where I worked often would tease me noons to exhibit to incomers the joke. I was always willing to show off my small talent in this direction, and on one of these occasions determined to get more than the ordinary amount of fun out of the sleight-of-hand performance:

"Unbeknown to any of the fellows I blacked the inside of the V fingers with printers' ink, keeping this fact carefully concealed during all the waving movements.

"When it came to taking hold of my nose to produce the missing cent, instead of applying my fingers to my own proboscis, I tweaked the nose of the boy who had begged the hardest that I perform the prestidigitation, making some further undulations of the hands after leaving my com-

rade's nose a very funny black on each side.

"Of course the laugh of all those present was on him. When he found out his predicament he wanted to 'scrap it out,' in which proposition I very willingly acquiesced.

"We rolled and tumbled on the floor at a great rate.

"I was an athletic young fellow—feel of my muscle—and I won out, holding my opponent down (but not hurting him, as I was the aggressor) until he cried, 'Enough!'

"It was great sport for the on-looking boys, and needless to say for myself.

"No one now would suspect me of such cuttings-up?

"No, I suppose not; and yet there wasn't one of my play-fellows at that age who could outshine me in any choice bit of 'divilment' going."

I looked at the six feet and more of Grand Rapids dignity before my eyes and marveled at the statement.

Jo Thurber.

Plenty of Chestnuts This Year.

If the heavy receipts of chestnuts of the present week are to be taken as an indication of the size of this year's crop—and dealers say that they may—then all lovers of chestnut roasting have abundant cause for rejoicing. Reports from Southwestern Virginia, North Carolina, Tennessee and the western sections of Maryland, the territory relied upon by local dealers for their supply of the toothsome nuts, are that a full crop will be harvested.

"But few persons realize the enormous quantities of chestnuts annually sold in this market," said a member of a produce company. "From 7,000 to 10,000 bushels are each year sold in this city. The greater part of them are bought by the marketmen and Italian pushcart dealers. New York and the West also make requisitions on this city for considerable shipments of the stock.

"The most serious drawback to the cultivation of the chestnut as a regular crop is the length of time required for the tree to come into bearing. The tree from the time it is set out need not be expected to yield before it is at least fifteen or eighteen years old.

"The greatest enemy to the chestnut is by all odds the chestnut worm. This little pest is evidently deposited in the nut while it is very small—in the blossom, I should say—and there it remains until it fattens and crawls forth when the nut is ripe and ready for eating. No remedy for this pest has yet been discovered, and until it is the chestnut as a money maker must remain fearfully handicapped." —Baltimore Herald.

Just What He Meant.

"That widow'll make a fool of him if he doesn't watch out."

"No. I have it on very good authority that she intends to marry him."

"That's what I mean."

Give some men the latchkey to Paradise—and then they could not get in.

DO IT NOW

Investigate the

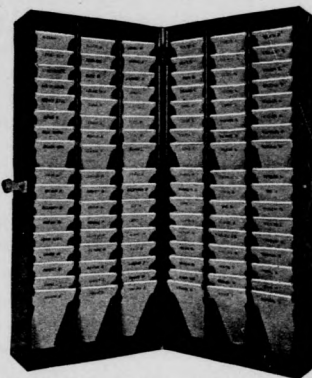
Kirkwood Short Credit System of Accounts

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.

BALLOU BASKETS ARE BEST



SIDE VIEW

Potato Shippers Waste Dollars

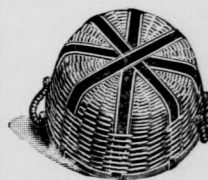
By Using Cheap Baskets

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

Grocers

Your best trade will demand the original

Holland Rusk

Most delicious for Breakfast, Luncheon or Tea
Sold in packages and bulk.
See price list on page 44.

Holland Rusk Co., Holland, Mich.

Order through your jobber.
Get the original, the only genuine.



DON'T RUBBER BUT

BUY YOUR

RUBBER AND STEEL STAMPS, STENCILS, ETC.

FROM



62-66 Griswold St.,

DETROIT

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

Sold only in bottles bearing our address



Foot & Jenks
JACKSON, MICH.



EASY MONEY.

It Carries a Curse To Those Who Receive It.

"Easy money" is one of the curses of modern industrial life. Whoever gets "easy money" is contaminated—sometimes ruined. The only money that does any good in the world is the money earned by hard work, and "easy money" ruins more young men, destroys more happiness, and wrecks more careers than whisky and tobacco together.

I am a victim of "easy money." It was the easiest of easy money. It was the one thing that had made me a failure—or partly a failure—in life where I should have been a success.

I came from a small town where I had worked hard and diligently for wages that ranged from \$2.50 a week to \$9—the highest I ever earned there. I earned it and the spending of it and the earning of it were sweet. It went far. I made it last. I cultivated habits of thrift, and industry, and saving. Since then I have earned—not earned, but received—as high as \$750 in a single week, and frequently \$200 a week, and to-day I am almost penniless. I attribute it all to "easy money."

To be fair, I must say that my own weakness was the contributory cause, but easy money develops weaknesses, and all men are weak.

I emigrated to Chicago in the spring of the world's fair year. I had a little money that I had saved, and a small sum that had been left me by my grandmother. I was determined to get a foothold in a big city and fight my way upward. I had a friend who had a pull, and through him I got a job at the fair. It was in the manufacturer's building, and, before the fair opened, I was placed in a certain part of the foreign section to supervise the placing of exhibits.

In the first week that I worked there I had my first touch of "easy money." A French manufacturer's exhibit arrived. It came from New York on the Wabash railroad. The agent hunted me up. He wanted to get his exhibit into shape before the fair opened. I chalked off his space, hunted up his two cars of stuff, had the railroad switch it to the ground, employed men to handle and put up the stuff, and, when everything was in position, the agent slipped a bundle of money into my hand.

I protested. I told him I had only done my duty. He explained that it was customary, and that it was worth that amount to him. There was \$300 in that bundle. Just then I felt elated, if a little conscience stricken. If I had it to do over again I would throw that \$300 into the lagoon.

I worked hard in those days, hard and conscientiously many hours a day, sometimes twenty hours at a stretch, during the weeks that preceded and immediately followed the opening of the fair. Exhibits arrived in all sorts of shapes and there was a constant fight to get them into the building and fixed up before the opening. Every exhibitor was ready to hand out money to gain a day or a half day. Money poured into my pockets.

In the month before the fair opened and the fortnight after it opened I must have received \$2,500 in gratuities. I fell in with a lot of other fellows who were getting the easy money. We drank wine, we played the races, we "sported." Nothing was too good for us.

The gifts decreased as the fair went along, but still the foreigners would hand out money at every favor. I drew my wages with disdain. I was getting ten times as much in graft as in pay. And I was spending it as fast as it came.

When the fair closed I was out of work, and almost out of money. I suddenly woke up to the realization that easy money did not come at all times. I went to the races. I got a job with a bookmaker. Already I was spoiled for honest, earnest work. I wrote sheets for the bookmaker and made \$10 a day. I knew I could not get \$15 a week by working. I was after "easy money." I remember that I said to my friends: "A man who works is a sucker." Sometimes I was worth \$1,000, and sometimes I borrowed \$5 until next pay day. I played the races.

Afterwards I ran a handbook downtown, not for myself but for a syndicate that backed me. I drew \$100 a week and 10 per cent of the winnings. Sometimes I had as high as \$2,000, but most of the time I was running along in debt to the concern.

I laughed at the fellows I knew were drawing \$25 a week for honest work. I told them I could make that in a day. I did not realize that most of them were putting \$5 a week or maybe \$10 in the bank, while I was gambling away my money. I wasn't extravagant. I didn't spend any great amounts on clothes or on food. I spent a lot for drink, although not a heavy drinker myself.

At the end of four years I had nothing. Then one of my friends who had been working for \$20 a week came to me with a business proposition. He had \$1,200 and wanted me to put up \$1,200 and go into business. I didn't have the money. To-day he is worth \$50,000 at least, and I am working for \$18 a week, and working hard.

It took me almost twelve years to realize that easy money wasn't worth getting. I spent it as fast as it came, and I got no material good from it. I got a political job and held that for a few years. It was more "easy money." But there also I spent it as fast as the money came in.

Then the thing happened to me that ought to happen to every man. I met the right girl. I wanted to get married. Then I suddenly realized that I had wrecked my chances in life. I couldn't ask her to marry me, a simple pirate and parasite. I hadn't saved anything.

Then I looked around for work. The "friends" I had made by spending my money "passed me up." I was "no good," a "grouch," and I wouldn't "stand for a touch."

I went to work at \$15 a week. I have had a raise since then. Also I have married the girl. We are doing pretty well on \$18 per, and I am glad I threw away all the easy money.

Grant Phillips

They are a Treat In Quality

Some things are so good that you can't get away from them. For instance, our

Full Cream Caramels and S. B. & A. Kisses

are not like other candies. They are in a class by themselves.

You can increase your candy trade from 50 to 100 per cent. at this season of the year by selling our original S. B. & A. caramels and kisses.

Made absolutely clean, pure and wholesome.

Ask your jobbers for our line of candies or send direct to

STRAUB BROS. & AMIOTTE, Mfrs., 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.

Assorted Chocolates

Put up in one-half, one and two pound attractive boxes are very good holiday sellers. Ask our traveling men about them.

HANSELMAN CANDY CO., Kalamazoo, Mich.

The Country Merchant and the Big Department Stores.

Written for the Tradesman.

Now that the holiday season is approaching the magazines and the story papers are alive with attractive advertisements giving glowing descriptions of a multitude of nice things suitable for Christmas presents.

The mail order houses are sending out tons and tons of literature telling of the wonderful bargains that await the call of those with money to spend.

Several deductions are to be made from this fact. In the first place people are going to buy a great many presents during the next six weeks. Much money will be spent and a great deal of it will go for goods that pay a fair profit.

It is a fact that the average country merchant sells at a closer margin than do the big department stores, although for several reasons he seldom gets credit for doing so.

If Montgomery Ward picks up a job-lot at a low price and decides, for the sake of the advertisement, to sell it at cost or less, he immediately floods the country with literature calling attention, in the most glowing terms, to his remarkable bargain. He fails to explain what he will make on the other things his customers may order shipped along with this special item, and many people are so blinded by the glitter of one or two bargains that they can not or will not see that they have paid him a juicy profit on the entire bill.

Many country dealers, with an equally good bargain to offer, content themselves by telling a few of their friends about it, and perhaps add a small amount of publicity to the fact by stuffing the article in question into a frowzy window or a cluttered showcase, and then wonder why it is that people send their money away to Shears & Sawbuck while such fine values are mouldering in their home town.

Country people do not hanker to ship their cash to Chicago. They really prefer to feel, see and try on the goods they are to buy; but, like the rest of us, they like to get all they can for a given investment, and when the city fellow keeps telling how very good and very, very cheap his goods are, and the home merchants are not saying a word to refute the argument—why, who can blame them?

The average country merchant who keeps a reliable stock sells at a very small profit; and he can do this for the reason that his expenses are so much lighter than are those of the merchant who keeps an army of clerks floor-walkers, managers, assistant managers, stenographers, porters and roustabouts, and who must pay the enormous rents or the equally enormous taxes of one sort and another that fall to the share of the big city merchant.

In the first place the country merchant should advertise his goods thoroughly, change his advertisements frequently, and tell the people what he has to sell and the prices he sells at.

It has been no uncommon thing for people to send to Chicago for goods, only to learn on their arrival that the same things could have been bought for less money in their home town. This has usually been regarded by the local merchants as a good joke on the customer, when in reality it was one on the store-keeper.

The Chicago man had advertised a higher price, and got it, right under the home merchant's nose, simply because the country dealer was too blind to his interests to let his own legitimate customers know what he was doing.

It is vastly to the advantage of country people to find out what their merchants are selling and what certain articles not kept regularly in stock can be had for when ordered especially; and it is equally advantageous to the home business man to so thoroughly advertise his goods and prices that customers can have no valid excuse to leave him on account of the elusive and often misleading advertisements of the city man, whose sole interest in country people is to extract their coin.

Geo. L. Thurston.

A Grocery Order of the Future.

Adulteration in foodstuffs is increasing, and our groceries are becoming veritable poison shops. (News item.)

Grocer's Boy (opening order book)—Vos iss it you wants to-day, mum!

Mrs. Gunbusta—Well, let me see; you can bring me three pounds of powdered stone, a loaf of alum, copper and zinc sulphate, a pint of formaldehyde—

Grocer's Boy—Yah; vos else?

Mrs. Gunbusta—Let me think; there's something else I want I'm sure. Oh, yes; a pound of coal tar dye, a shilling's worth of salicylic acid, sixteen ounces of calcium bisulphate—I want all the bones out—a pint of benzoic acid, and a can of glucose.

Grocer's Boy—Ve haf no glucose got, mum.

Mrs. Gunbusta—Well, cottonseed oil will do, and one pound of oleomargarine—

Grocer's Boy—Vot color?

Mrs. Gunbusta—Pink, I guess; that will match best with my new tablecloth. Then bring me a bottle of wood alcohol (lemon flavor). I think that's all.

Grocer's Boy—We have a nice line of antidotes got.

Mrs. Gunbusta—No, I have plenty on hand. Just hurry that order along as quickly as you can.

Grocer's Boy—Yah.

Preventing Carbolic Acid from Turning Red.

It is an interesting fact, capable of practical application, that the addition of sulphurous anhydride to carbolic acid will prevent the latter from turning to the familiar red color. For this purpose a solution is made, consisting of liquid carbolic acid, to which is added sulphurous anhydride to saturation. This solution contains about 10 per cent. of the sulphurous gas, and is a yellow liquid with a very pronounced odor of sulphur. If 50

Cc. of this fluid be added to 200 kg. of carbolic acid, the latter will be prevented from turning red. The small amount of sulphurous anhydride thus introduced can not have any injurious effect. The proportion used is 0.0025 parts in 100. This process is said to be much more advantageous than the use of salts of tin or of phosphoric acid. Instead of trying to decolorize carbolic acid, however, a far better scheme would be to color it; in fact, it would be well if a law were passed to make it a requisite that carbolic acid be colored red by the addition of some red coloring matter, just as the coloring of solutions of corrosive sublimate is obligatory in some countries, as in France and Germany.

Joseph Lingley.

Investigate Deep Wells That Blow.

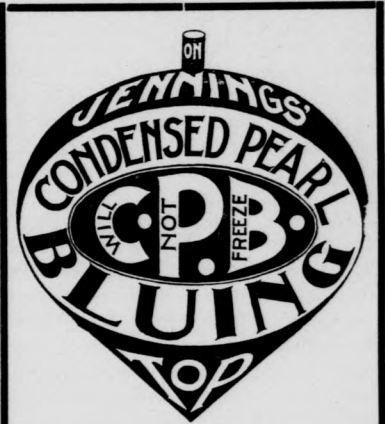
Blowing wells, otherwise known as breathing wells, are being investigated by the United States geological survey. They have already examined many wells that emit currents of air, with more or less force, sometimes accompanied by a whistling sound audible for a long distance. The best known examples of this type of well are found throughout Nebraska. The force of the air current in one of the Louisiana wells is sufficient to keep a man's hat suspended above it. The cause of such phenomena is mainly due to changes in atmospheric pressure or to changes in temperature.

Most political doors are opened by the dough-knob.

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.



In a Bottle. Will Not Freeze

It's a Repeater

Order of your jobber or direct

JENNINGS MANUFACTURING CO.
GRAND RAPIDS, 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.

MADE THINGS HUM.**Experience of Advertising Man in Selling Goods.**

Written for the Tradesman.

Jones had been in business a long time. He could almost tell how long by looking on his shelves, for some of the goods had been there ever since the first day. Jones was not an aggressive man. He took things as they came, and of late years nothing worth while had come.

He had a store full of clothing and furnishing goods, but he owed more money than he cared to think about, and there was no prospect of any improvement in the near future. Firms with more push and more capital had come into the town and his old customers had left him. He couldn't understand why they had left him, but about everyone else in the small city knew.

He didn't keep up with the times. His goods were not well selected, his place of business was not attractive, his clerks were old-timers, and were often insolent to customers. These things, and a few others, kept Jones renewing bank paper and putting off a trip to Europe which he had promised his daughter, but he had no idea that anything was wrong. He believed that he was in hard luck, that is all.

Lelia Jones was an up-to-date girl. She knew how things ought to run, with her father owning that great big store, but she knew that they did not come up to the standard. She often planned how to make it easier for her father and to make a little money at the same time, but her schemes never came up to sample. In fact, they usually turned out to be expensive and discouraging.

But Lelia had a steady young man who wanted to marry her. He was a good young man, "chock full of day's works," as he used to say, but without resources in a financial way. He had served as reporter on the one daily published in the little city until he had learned about all there was to learn there, and had then gone to a larger city, where he was recognized as a young man of integrity and energy. Under these circumstances Jones permitted Glenn Meyers to see Lelia whenever he came back to his home town, which was pretty often, as he was heels over head in love with the girl.

Glenn began to see things a short time after he began life in the big city. He saw that the man who brings in the actual cash and lays it under the proprietor's nose is the employe who receives the most consideration. He saw that the man who makes it possible for this cash-bringer to succeed is often ignored, always overlooked. He resolved to get his nose off the city desk and become a cash-bringer. In time he got into the advertising field and reached a salary which permitted of a clean collar and a clean handkerchief every day. But he never got any money ahead. He said that it cost too much to live like a christian gentleman.

One Sunday night he sat on Jones' back porch talking with Lelia. The back porch was wider than the front

porch, and, besides, people were not butting into the conversation all the time. Lelia and Glenn had a little world of their own just then, and it seemed coarse to be dragged back to the world every common man and woman lived in. This night, however, they were talking business. Their wedding day seemed a long way off, just for the want of money. They had resolved themselves into a committee of two on ways and means, with Glenn in the chair and Lelia so close to him that she shared the chairmanship.

"If I had about \$500," said Glenn, "I could make a million."

"My," said Lelia. "That is a lot of money."

"I'd begin right here in this town," continued Glenn. "I'd go to your father to-morrow and make him a proposition that would either make me a partner or an outcast, riding the John O'Brien's to the golden west. You bet I would."

"Why would you want to ride John O'Brien?" Lelia asked.

Glenn laughed.

"Oh, that's Irish for coal car," he said. "But, honestly, I think I'll save up \$500 and try this game I've been thinking about."

Then Glenn told her all about it, and Lelia wrinkled her pretty eyebrows, and blushed pink and pretty, and slipped her hand into Glenn's, and admitted that she was a capitalist to the extent of \$400, and that he might have the use of it at a reasonable rate of interest, to be paid right there, in that chair, without too much pulling, and without getting her hair all mussed up again.

"If you win, you'll be a partner and have an automobile," said the plucky girl. "If you loose, we'll just run away and get married and live in a furnished room and cook in a chafing dish."

So Glenn paid the interest, all in advance, right there, and the next day he descended upon Jones, who sat at his desk looking like he had been eating something that hadn't agreed with him.

"Look here," said the young man, feeling Lelia's bankroll in his pocket and being cheered by the touch, "I'm in the advertising business down there, and I know how to move this stock."

Jones grunted, and Glenn gained courage. As he hadn't been thrown out of the alley door at the first suggestion, he resolved to be brave.

"If you keep on in this way, the stock will move itself into the bankruptcy court," continued Glenn.

"Of course," said Jones. "I've been waiting all these years to have some young dude without a dollar to his name come along and tell me how to run my business."

"I'm not going to tell you how to run it," said Glenn. "I'm going to tell you how I could run it. Come, now, how much would it be worth to you to sell \$20,000 worth of these goods for spot cash?"

Jones looked like a man about to have a fit.

"Come, I'm not broke," said Glenn, shamelessly displaying Lelia's money.



COMING

"The Best Medium price Clothing in the United States"

HERMAN WILE & CO.
BUFFALO, N. Y.

SALESMAN WILL REACH YOU SOON
SAMPLES WILL BE SENT ON REQUEST

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."

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.

"I'll make the investment. It won't cost you a cent if it don't work. How much?"

"Five per cent."

"Make it fifteen."

"I'll let the goods rot first."

"Oh, all right. I'm going to get a game of that kind in this old town, and I came to you first. If we can't dicker, I'll go to Sweat & Puff, across the street. There's a lot of fly-specks on their goods, too. Make it fifteen, and I'll pay all the expenses of advertising and getting ready. You ought to make 30 per cent. on clothing. Well, you make 15 on this deal and turn your money over once more in the year. See? That makes a profit of 45 per cent. instead of 30, and the 30 is based upon the supposition that you will sell these goods without me, which," observed the nervy young fellow, "is improbable and against all precedent."

Jones glared at Glenn and settled back into his chair. He thought fast for a moment and decided that he couldn't lose. If Glenn failed the store would get a lot of advertising which wouldn't cost him a cent, and of course there would be some money taken in, and he had some heavy bills to pay just then.

"Go ahead," he said.

The next day Lelia went into the store as cashier and the front of the establishment was painted a dazzling white, and on the white surface appeared the most wonderful red figures, showing that prices had gone to smash, and that the Jones stock of clothing had caught it worse than any other stock in the world. That same day the plate glass windows were wired, and at night the store looked like a crystal palace gone on a spree. Wires were strung across the street and pendant lights hung out until the chief of police ordered them removed. A string band discoursed soft music in the store, and a clerk stood in the doorway handing out carnations to all who entered. And the money rolled in.

The newspapers were filled with advertisements, whole pages of them, and shameless bribery induced the publisher to put the Jones notices where foreign news should have been, and the conservative readers of the paper were scandalized. But they read the advertisements, just the same. The dead walls and fences of the town were smeared with paint and paper, and it was all fit to make one dream of the Jones sale. Ancient suits which had cluttered up the shelves since the first day of business were dragged out, brushed up and sold, and the shelves began to look bare.

Cash poured in in a golden stream, and Glenn and Lelia were accordingly happy. In a week it was necessary to ship goods in at night in order to have anything to sell the crowds which came. Other merchants grumbled, but Glenn had taken the chance and had won.

Jones grumbled some at the fifteen per cent., but as he took Glenn into partnership, and the young man kept right on advertising and making

money, he never made much trouble over it.

"I wonder why I never thought of that?" he asked one day.

"You often thought of it," said Glenn, "but you lacked the gall. You wait until Lelia and I come back from abroad and we'll try it again. You can't do a thing like that every year," he added. "The town was just ripe for such a splurge, and I could see it. And, then, you know, Lelia had the money, and—"

"And you cleaned up \$2,000 in three weeks," said Jones.

"And saved the firm," said Glenn.

"And got a wife," laughed Lelia. "Come, you owe more interest on that \$400." Alfred B. Tozer.

As We All Do.

A man stopped at a hotel. The proprietor told him he could not accommodate him—not a room in the house. The man protested. He must have a room. Finally the proprietor told him there was a room—a little room separated by a thin partition from a nervous man—a man who had lived in the house for ten years.

"He is so nervous," said the landlord, "I don't dare put anyone in that room. The least noise might give him a nervous spell that would endanger his life."

"Oh! give me the room," said the traveler, "I'll be so quiet he'll not know I'm there."

Well, the room was given the traveler. He slipped in noiselessly and began to disrobe. He took off one article of clothing after another as quietly as a burglar. At last he came to his shoes. He unlaced a shoe, and then, manlike, dropped it.

The shoe fell to the floor with a great noise. The offending traveler, horrified at what he had done, waited to hear from the nervous man. Not a sound. He took off the second shoe and placed it noiselessly upon the floor. Then in absolute silence he finished undressing and crawled between the sheets.

Half an hour went by. He had dropped into a doze when there came a tremendous knocking on the partition.

The traveler sat up in bed, trembling and dismayed.

"Wha—wha—what's the matter?" he asked.

Then came the voice of the nervous man—

"Confound you! I'm waiting to hear you drop that other shoe."

Drastic Remedies.

A colored woman went to the pastor of her church the other day to complain of the conduct of her husband, who, she said, was a "low-down, worthless, trifling nigger." After listening to a long recital of the delinquencies of her neglectful spouse and her efforts to correct them, the minister said:

"Have you ever tried heaping coals of fire upon his head?"

"No," was the reply, "but I don't tried hot water."

The foolish faith that clings to a false position is the forerunner of failure.

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.

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.

MIDDLE AGE.

It Is Certainly the Harvest Season of Life.

Captious people will ask at once the date, forty or sixty? and one had better admit at once that middle age is not a fixed frontier which divides every life into the same size of provinces, but varies with each person. Some children are old at 15, with precocious talk and weird, solemn faces, and some men at 30 have the air of 50. They are stout in body, they amble in their walk, they drop oracular remarks, they endure with an effort the gayety of youth. There are others who defy time and put the record of the registrar general to confusion.

With most of us there is a turning point in life like the watershed on a railway journey. For so many years we are climbing up, for a little we run on a level, and now we are beginning to go down, only beginning, but going down. Say at 50 years if an exact and pedantic reader must have a date. Our body changes about that time; we give up every game except golf, we puff slightly when we hurry to catch a train; we do not care to stand for a long time if we can get a seat, our walk grows more impressive.

We are not old now, but we are not young, we are half and between, we are middle aged, and our mood corresponds. For one thing we have grown insensible, or largely so, to praise and blame.

The man has come to know himself, and that is the first great necessity of successful living. He knows what he can do and what he can not do, and therefore he is not intoxicated when he is praised, because this was his strong point, and every man surely has some strong point, and if he is not dashed when he is censured, if a neighbor blames him, the chances are he is quite right, for that was his weak point, and every man is weak somewhere. If he were to praise him why that would be too friendly. The fact is the man has no illusions. They have been dispelled as morning dreams. He has weighed himself and understands how he stands, and where he is, and so there comes over middle age a certain mood of calmness, which has not, of course, in it the force of youth, but has its own compensation in contentment. Instead of the flush of spring there is the mellowness of autumn.

Akin to this mood is a gracious magnanimity. When one is young he is of necessity fighting for his own hand to win a prize, to obtain his degree, to establish a business, to acquire a practice, to make himself secure. Every man is his rival, if not his enemy, and he is not inclined to rejoice in other people's success, for it may be at his expense, or at least it may be a reflection on his failure. Nor has he leisure to concern himself about other men's reverses or to give them pity. He was down himself yesterday, and if he does not take care he may be down again to-morrow in the dust of defeat. When his battle has been

fought and the struggle is over, especially when he has won and reached the crest of the hill, then he has time to rest and to observe and to take an unselfish interest in his comrades. When a man is running his race it is not possible for him to consider the other runners or wish them well. He needs all his breath for his own race. When he has come in and put on his coat, having won or lost, but all the more if he has won his prize, he stands by to applaud the panting runners as they pass the goal, the goal he has already passed. Renan had all his life prided himself upon not pushing but preserving calmness amid life's fiercest fight. "If a man shoves me," he used to say, "I say pass, monsieur," and it is not wonderful that as he grew old he was entirely satisfied. "His unimpaired curiosity continued to interrogate the universe," but he was full of rest; he suffered terribly, but he had not abdicated. "I have done my work," he said to Mme. Renan, "I die happy." This mood of satisfaction with life begins at middle age and is connected with a delight in younger people.

When one has had his fill of work and has had some moderate reward he wishes the younger men coming up behind him to have their share of things, and earn their wages. This is not so much charity on his part, it is justice, it is not to be ascribed to religion, but to middle age.

And so comes another mood, which one may call altruism, or living for other people. The middle aged man (or woman) lives not for himself, but for his children. He does not care what men say about him, but he is desperately concerned about their judgment on his sons. If some one praises the boy the father is lifted for days, if they run the boy down, the father is cut to the heart. He boasts about his son's success, he tries to cover his son's defeat, he would willingly pass on his own gain to his boy and bear his boy's suffering. He has died to himself and is alive again in his family, and if he is spared to be a grandfather he grows preposterous in his pride over that child, and his admiration of all its doings. No doubt there is such a thing as a disappointed and bitter middle age, when men profess to have seen the end of all perfection and to believe neither in man nor woman. There was an old prayer, "Lord, preserve me from a young judge," and one expects an old judge to be broad in charity and pitiful towards humanity, but there are old men who spend the last quarter of their lives in carping and complaining, in sneering and discouraging. This is the opprobrium of middle age, but when one sees this ungracious spectacle let him be pitiful, for the man has most likely failed. He has been a victim of circumstances or perhaps his own enemy. He has never reached the crest of the hill; he has never passed the goal post; he has been thrown out by the wave, he has been trodden underfoot. And now he has a vendetta against the young

who are full of hope, because they mock him; against those who have succeeded, because he thinks it has been at his expense, and against human life, because it has been such a deceit and mockery. Pardon his sourness, he is one of the failures of humanity, fruit which has never ripened. Deal gently with him. And turn to that big hearted man who did great things in his day, and now is ready to lend a hand to every struggler, and to give a cheer to every winner who wishes well to all men in their place, and blesses God that life on the whole has been so kind to him, and that the best of it is yet to come when the sun, already beginning to sink, will set gloriously behind the western hills.

Ian Maclaren.

Smart Salesmen and Good Salesmen.

A good salesman is one who sells a man what he wants. I have heard this statement disputed quite often by people who think they know. Perhaps I am stubborn, but I mean just what I say—"these people think they know."

I was talking with a man in regard to this at one time and he laughed at my idea of a good salesman. He made the remark that any fool could sell a man what he wanted, but that a good salesman was a man who could sell him what he did not want. I told him I was not talking about fakirs but salesmen, men who could stand behind the counter and sell to the same people every week in the year, or men who went out on the

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

ORIGINAL SPECIAL SALES SYSTEM

ADAM GOLDMAN, President & Gen'l Manager
HOME OFFICES, GENERAL CONTRACTING AND
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Century Building,
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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.

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INCORPORATED

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

ADAM GOLDMAN, Pres. and Genl. Mgr.

road and sold goods to customers who would buy again and again of the same men and who, while they might not watch for the coming of the salesman, would always give him a royal welcome when he did come.

There are men who travel all over the United States visiting nearly every town and have sold goods of some kind that the people did not want, but these men never go to the same town twice unless they are disguised. They can sell anything that is of no use to the person to whom they sell it, and although these people are smart in their line, they could not sell a useful article. This may seem strange, but it is a fact. There is not profit enough in the average useful article to appeal to them.

We might say there is a difference between a smart salesman and a good salesman. What I mean by a good salesman is one who wears well; one who can sell goods in the same community as long as there are any goods to be sold. He does it from the fact that he has won the confidence of the people; also from that other fact, which is quite necessary, that he is pleasant and affable.

The smartest set of salesmen in the country are the confidence men; men who can fix up a gold brick and not only sell it to the farmer, but sell it to the banker, as has been done more than once. We have some pretty smart salesmen, but it must be remembered that the smartest salesmen usually work on some one who wants to get something for nothing. One of the smartest salesmen that we ever had sold the Masonic Temple for \$12,000 and took \$400 down to bind the bargain. That man was smart, but I do not think he was good enough to sell that same man another building. When these confidence men get into legitimate trade, and they do get into legitimate trade occasionally, they use gold brick methods. I do not mean to say that the average confidence man who has worked at con games all his life ever reforms and goes into business. I rather want to infer that in the regular legitimate lines of business we have men who have that same dishonest streak in them. They want to over-reach everybody they meet. They want to make more than the legitimate profit. These men are natural born confidence men. They are out of place in legitimate business, but finding themselves where they are and being too hypocritical to come out and show their hands, they try to work the confidence game and still move in good society.

I knew a man once who deaconed his flour, that is to say he would take a barrel of poor flour, take out half of it, or less than half, and fill it up with good flour. He found after a while that this did not work very well because they would not use all of the bad flour, so he got his fertile brain to working and made a different deal. He put a quarter of a barrel of good flour in an empty barrel, then put in a half barrel of poor flour, then a quarter of good flour on top of that. The customer would have the flour sent home, use down into

the poor brand and occasionally would send for him to take the flour back. He would send his team to get the flour and would take it to the store, but would not take it out of the wagon. He would simply head it up, turn it over, unhead the other end of the barrel, and return it to the customer. By the time these people had used down into the poor flour again, the salesman would take chances that it was so nearly gone that they would not make another kick.

Suppose you have a salesman who is thoroughly honest and still sells a man what he does not want, and here comes in the salesman who sells you the "just as good." I do not think there is a remark that a storekeeper ever makes to me that I despise so utterly as I do that. Nine times out of ten the man who tells you that is trying to force on you an article that does not cost him as much as the article you have asked for, and even if a salesman is honest and sells a customer what he does not want, the customer finds it out after a time and feels that he has been swindled, whether he has or not. If he gets what he asks for, he has no fault to find with any one, but if he is steered off on to something that is about the same, may be a trifle better, still when he comes to think it over he knows he was over-persuaded and he is prejudiced against the article he bought, so I shall continue to say and believe that a good salesman is the one who sells the article that a man wants.

There is another oversight with a great many salesmen. A man will go into a lumber yard and ask for flat pickets. The salesman is out of flat pickets, but he tells the prospective customer that he has some very handsome square pickets that cost a

little more, but they look much nicer and it would be much better for him to buy these square pickets. The chances are about ten to one that he does not make a sale, because if the man wants a flat picket and has his mind made up, that generally settles it with him, or if the prospective customer has the average amount of common sense that salesman loses in the customer's estimation by that remark.

A salesman never should put himself in a place where he appears to think he knows everything and the customer does not know anything. Some of the best salesmen I have ever known make a practice of letting the customer sell himself.

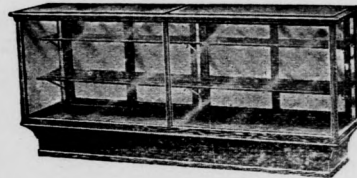
There is another point about salesmen that always amuses me and also teaches me that one can never ask a salesman's advice with any feeling that he is going to get an unprejudiced opinion. If you are buying neckties and lay one to one side, if the salesman is over-anxious to sell he tells you you have picked out the

prettiest one in the bunch. If you discard your first choice and pick out one that is as far from that as you can get, you will often find this salesman has changed his mind about the same time. I have tried this several times just to see what fools salesmen would make of themselves, and I do not consider that they are good salesmen, for they are not thoroughly honest, and, as I have said before, the good salesman is an honest salesman. Benjamin F. Cobb.

Souvenir Postal Cards

We make a specialty of engraving and printing souvenir postal cards and shall be pleased to furnish samples and estimates on application.

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High-Grade Show Cases

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Are what we offer you at prices no higher than you would have to pay for inferior work. You take no chances on our line. Write us.

Grand Rapids Fixtures Co.

Cor. S. Ionia & Bartlett Sts., Grand Rapids Michigan

New York Office 724 Broadway

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

The Trade can Trust any promise made in the name of SAPOLIO; and, therefore, there need be no hesitation about stocking

HAND SAPOLIO

It is boldly advertised, and will both sell and satisfy.

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.



Observations of a Gotham Egg Man.

Thanksgiving Day will occur this year on Thursday, Nov. 30, which is the last day of November and the latest possible date the holiday could occur. This is a favorable feature as it gives the birds almost a week longer than usual to fatten, and with reasonably cool weather from now out, there should be a larger supply of fine turkeys than usual for this early holiday. The outlook for the coming holiday from present indications is a favorable one. The crop of turkeys this year is considerably larger than last, but the population has shown a decided increase and it is reasonably safe to predict there will not be any surplus of fancy holiday turkeys. The country generally has rarely been in a more prosperous condition and most all classes of people will want their turkey for this holiday if obtainable at any figure within bounds of reason, although the experience of last year proved that it was impossible to force prices beyond the reach of the masses. Nearly all classes of consumers are critical regarding quality and appearance for holiday, all wanting handsome appearing birds and rarely could be induced to take a poor thin turkey at any price. Shippers therefore can not be too particular in selecting, dressing and grading their shipments for the holiday, keeping back all the poor thin birds for a later market.

It is rather early to make any accurate prediction as to prices obtainable during Thanksgiving week, but it is reasonable to expect 18@20c for closely graded Western turkeys and a shade higher for nearby. Should weather conditions prove cold and favorable during holiday week exceptionally fancy might bring a little more from particular buyers who pay more attention to quality than price, especially out-of-town dealers looking for exceptionally fancy scalded stock.

The conditions have been most favorable for the production of turkeys this season. In some sections of Ohio a light crop is reported and scattering sections of some other states advise a short crop, but in practically every important turkey raising section over the entire country a large crop has been raised, reports placing the increase from 10 to 15 per cent. heavier up to 40 to 50 per cent. heavier, and taking the yield as a whole we consider 25 per cent. more turkeys than last year a conservative estimate of the crop. The increase has been heaviest in the more southerly growing sections. Weather conditions in most parts of the country have been such that the turkeys have been kept away from home and it has therefore been more difficult to size up the extent of the increase. The "keeping out" of the turkeys tends to make them thin and in poor condition, but this is more

than offset by the enormous grain crop this year which will increase the Thanksgiving supply as more stock will be in fine condition and suitable for the first holiday than otherwise, had corn and other grain been less abundant.

Another important factor to be taken into consideration this season is the increased consumption of producing sections. Reports from everywhere speak of the "home markets" as consuming much more poultry than usual and in the reports received by us mention is made by many of larger quantities of poultry farmers are consuming. This is evidently due to the very prosperous conditions prevailing.

There will be 125,000 to 150,000 more people in this city alone to feed this year than last year. The State Enumeration Bureau counted the population on June 1 in Greater New York as 4,014,304 persons, and New York is so situated geographically that a very large number of people very close to the city throughout New Jersey and other bordering sections depend on New York for their supplies, increasing the above figures by two or more millions.

The Monday and Tuesday preceding the holiday are always the best selling days, although with favorable weather conditions some dealers are anxious to commence stocking up the previous week. Out-of-town dealers are compelled to secure their supplies on Monday or early Tuesday morning and such buyers nearly all want fancy scalded stock. Local trade prefer dry picked, and, as most of them will be busy on Wednesday with their own retail trade, do most of their buying on Tuesday. Shippers therefore are strongly urged to time their shipments to arrive here not later than Monday or early Tuesday, making allowance for delays, and only ship by fast freight or express.—N. Y. Produce Review.

Feeding Poultry by Machine.

In reply to one of our readers relative to rations fed when crammering machine is used, William H. Allen, Jr., of Arlington, Mass., proprietor of the famous King crammering machine, says: "It is probable that no two successful egg producers feed just alike, and the same probably holds true with the successful fatteners using the crammering machine. What feeds to one seem to produce the best results, will to others seem to be very much wanting. Corn meal is a great essential, but it is poor judgment to feed that alone. A cheap grade flour is some help but must not be used in too large quantities. Ground oats are great flesh producers, but here again caution must be exercised. Barley flour, buckwheat, meal, etc., all have some virtue. The constituents of the food should be meat forming and not fat forming. Anyone by the exercise of a little judgment and a little experience can, from the above list, compose a food that will put flesh on in surprising quantities."

Your order 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

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.

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.

Big Packers' New Methods.

Some years ago the big packing houses made an effort to get into the poultry business and buying and shipping stations were scattered throughout the country, the usual method of operation being to buy the business of a successful operator and make him manager of the branch. In this way the packers became important factors in the poultry industry. A year or two ago the packers not only stopped buying up these small plants, but commenced to unload the houses they had on hand. Hundreds of plants were resold to their managers and former owners and others, and the impression became general that the poultry business had not proved successful and the packers were getting out of it. There was rejoicing throughout the legitimate poultry world, as these large meat operators were considered outsiders.

It now develops, however, that the packers have no intention of leaving the poultry field—in fact, are after the business harder than ever and the disposing of so many of their small plants was merely because of a change in the method of their operations. They are now endeavoring to get the stock from the larger operators, probably thinking they can get a higher grade of poultry in this way, and they are making great efforts to secure the output of operators who have been successful in building up a reputation for their goods. It is evident that these big packers will secure a large proportion of the finest marks of poultry this year.

The History of the Turkey.

When Hernado Cortez conquered Mexico in 1520 he found several thousands of these noble birds strolling about the court yard of the great palace of the luckless Emperor Montezuma, and promptly sent some of them to Spain, a service to civilization that seems hardly to have been recognized fittingly, mistaken historians emphasizing his feats of arms rather than his gift to Epicurus.

In 1524 the first mention of turkeys in England is noted, and evidently they were brought to Europe by merchants who came by way of the Levant, a confusion of the West Indies and East Indies resulting in the bestowal of a wrong name.

The present French names of dindes and dindons show that they were believed to have come from the Indies. By 1541 English gourmets had realized the value of the turkey and a rule was promulgated by Archbishop Cranmer prohibiting the serving of more than one at a feast. Fourteen years later they had become so common that records show they were sold for as little as 4s. each, and by

1573 well-to-do farmers were accustomed to serve them for Christmas and other state occasions.

A book published in Paris in 1578 gravely announced on the authority of the best physicians of the time that turkeys' eggs were a cause of leprosy, but it is pretty safe to say that any fear of such ill consequences will not be likely to change the Thanksgiving customs of America or cause any considerable number to refrain from paying their devoirs to King Turkey on that festal day.

Value of Butterflies.

When our juniors see the common white cabbage and sulphur wing butterflies, or even the superb Monarch and gorgeous Ajax swallowtails, flitting through the fields or at times city streets they perhaps never give thought to the fact that butterflies may be of commercial value. But such is the case. Some of our domestic butterflies, on account of rarity, more than beauty, command prices from one to several dollars, which collectors gladly pay to insure the completeness of their cabinets. Big prices are paid for some of the magnificent butterflies of the Morpho and Papilio genera, which are rainbow hued in colors and span five feet in wings. These flourish in tropical countries, and it is often necessary for museums to send out special expeditions for them. They range from \$10 to \$100 in value.—Baltimore Herald.

Don't Ship Poor Fowls.

Do not send a lot of scrawny, half finished fowls to market and expect to get the top price for them. We don't know why people will insist on doing this when it is so easy to get them in shape. Confine them in a semi-dark coop for a couple of weeks, feeding plenty of nourishing food, with a supply of clean water and good, sharp grit, and at the end of that time they will be worth double what they were before being so treated. They will not only increase in weight, but will present a much better appearance and the flesh will be firm and juicy and nicely flavored. Some of the poultry that is offered for sale in the market is enough to make a man ashamed of the fact that he is identified with the poultry industry.—Commercial Poultry.

Holiday for a Hen.

Rusticity has lost the sentiment of the pastoral if it ever existed outside of the poet's imagination, but still retains a good deal of broad humor. For sheer hilarity it may be doubted whether a scene recently witnessed at Zofingen, in the Swiss canton Argau, has ever been excelled. One of the farmers of the district has a hen

that has laid this season her one thousandth egg, and the record was one which the village felt itself bound to celebrate. The houses were beflagged, as if for a royal visit; neighboring villages were invited, the united populations marched in procession with bands to the farmstead of this remarkable hen and there half drowned themselves in flowing bowls of small beer, while speeches and poems to the fame of the feathered heroine of the day were declaimed in public. A memorable day.—London Globe.

Guileless.

"Do you think," she asked, "that there are any girl angels in heaven?"

"I haven't given the matter much thought," he replied, "but I know of one girl angel who isn't there."

"Oh, Tom!" she cried when she could again use her mouth for speaking purposes, "you don't think I said it just to lead you up to it, do you?"

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.

FRESH EGGS 22c F. O. B.

your station this week. Roll butter, wrapped, No. 1 18c, No. 2 14 1/2c. Am in the market for a ton of honey. May I send you samples of Saginaw Noiseless Tip Matches? Write or phone

C. D. CRITTENDEN

3 North Ionia St.

Both Phones 1300

GRAND RAPIDS, MICH.

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.

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.

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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.

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

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MILLERS AND SHIPPERS OF

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WYKES-SCHROEDER CO.

FEEDS

Write for Prices and Samples

GRAND RAPIDS, MICH.

Fine Feed

Corn Meal

Cracked Corn

STREET CAR FEED

Mill Feeds

Oil Meal

Sugar Beet Feed

MOLASSES FEED

GLUTEN MEAL

COTTON SEED MEAL

KILN DRIED MALT

LOCAL SHIPMENTS

STRAIGHT CARS

MIXED CARS

CLERKS' CORNER

Cardinal Principles Which the Clerk Should Observe.

Written for the Tradesman.

Let no man be content to serve. And yet service is the road to success, and in fidelity is freedom.

The value of a clerkship depends upon the use one makes of it. The least of its uses to a young man is the yielding of a salary. Far more important are occupation, formation of habits of industry and an experience worth money. The greatest benefit of a clerkship is an accessible point of view, drawing near to and viewing business management, without really participating therein.

A clerk has no responsibility other than duty. This is no small boon to him who would learn. To meet and overcome obstacles, to become acquainted with business methods, to perceive and analyze the forces which make and destroy a banking, mercantile or manufacturing enterprise, to study its useful relation to life, and feel no anxiety over results and no strain in direction, such as ownership involves—these are some of the larger advantages of a clerkship. Seldom are they appreciated, often unthought of and disregarded. To obtain experience without paying for it is that which an aspiring and intelligent clerk may do in his vocation.

"Study the interests of your employer" is stock advice to the young man entering business. And the advice is good, possessing double meaning, for by studying the employer's interests usefulness is enhanced and a fund of information obtained which is indestructible capital. The perfunctory performance of a task, under the mistaken idea that a salary is the chief outcome of it, is the bane of an employee's life. He may think, as he looks about him, confronts a huge wall of accumulated capital, that it is useless to try, that circumstances have so placed him in life that a larger salary is his only hope.

Two thoughts rise here:

First. Circumstances are insurmountable. For one large salary there are a thousand small ones. For one part in ownership there are more than a thousand parts in labor. Not every man who is worthy can be promoted. But, mark, no man can be promoted who is not worthy, no man will rise save by his own exertions, no man can seize the opportunity who is too dull or too lazy to see it when it comes.

Second. The knowledge that for some life's struggle will not flower into great wealth, instead of unfitting the youth for his duties, should render him more ardent and faithful; even more to be desired than this, it should turn his thoughts toward a higher life. The dearest satisfaction of effort is the sense of having made it. To have striven and failed is better than never to have striven at all.

Accumulation of gold is not so precious as accumulation of character. While business, for most men, must absorb the energies of a lifetime, to have sought mastery, to have done one's best, to have cultivated mind and heart, to have filled a humble station with dignity, to have done some good in the great world—this is the satisfaction of old age.

"Study and strive"—this, is the motto. Thought is the architect of fortune. Industry and honesty are the talismans of success. Courtesy, unflinching and sincere, is the sunshine of business. Work removeth mountains. "Put yourself in his place" will help poor and rich alike to see themselves. Keep ever to the willing path of exact service, but imagine yourself proprietor, speculating as to what you would do and examining yourself from another standpoint. This way lies a true knowledge of self. Here is experience gained by proxy. Your silent thought can not harm your employer. When your advice is sought this will render it valuable.

Do not forget honor. He who seeks to rise through insincerity will fail in the end. Accord to every co-worker that which is due to you—credit for true worth. There is no meaner quality than to seek favor for yourself through prejudice awakened against another. Do not let covetousness stain your soul and influence your action. Honor makes close distinctions. Honor hallows every deed. Honor is simple, eternal truth. Honor is patient, pure, sacrificial, and helps those who ought to win.

Dignity and honor are inseparable. They do not fawn or flatter. They do not seek false appearances. They demand that a clerk should never seek to pass for more than he is. They do not sound self-praise. In working for another actions speak louder than words.

There are no fixed rules by which a young man may rise from one clerkship to another. Opportunity to do another's work is valuable. Finding out what a man must know in the positions ahead, and learning that, is necessary.

In all kinds of business a knowledge of book-keeping is a requisite. The special and set forms to be learned in commercial schools are of little use, if they are not really a disadvantage. The principles by which accounts are kept, systematized and proven are all that are needed. If a man can apply the two great principles of debits and credits he can keep any set of books. Book-keeping is useful alone to show, at a moment's notice, the accurate standing and condition of the business. Each branch of trade requires its own set of books. Each individual business has its own peculiar methods and accounts. The nature of the enterprise moulds the written records by which it is shown to the eye and understanding. Short methods and patent ledgers are often mere clap-trap; they can not be applied. A good book-keeper studies the busi-

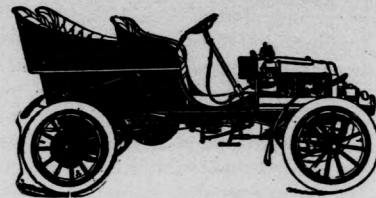
ness first and orders and arranges the books second.

As it is with books so it is with clerks—the nature of the work determines their character and qualities.

It is well to study the limitations of each position—entry, shipping, salesman, buyer, seller, what-not. There is a central thought, a distinct service. What is it? Learn this first. All minor details cluster around this: What is the relation of your work to that of your nearest associate, to the whole sum of the establishment? Find this out. Does it depend upon skill or judgment? Is it responsible and discretionary or merely mechanical? Accustom yourself to all the forms and customs of the line in which you are engaged. Only by this means can you become efficient.

But, above all, study the nature of that which you handle. If it is money study its history, kind and condition, its relation to business, to government, to prosperity and to happiness. If it is hardware study iron in all its forms, from the ore to the polished knife blade. Study the uses of every article you touch. If groceries, learn all about sugar, from a Cuban plantation to a gum drop. Remember, these things you can do outside working hours, and no matter how humble your clerkship may be. Take the dry goods business—what an endless and fascinating study is here. Thousands of fabrics from every country on the globe. Hand work and machine work, beauty, ingenuity, and usefulness—you might spend a lifetime and not learn it by

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Charles W. Stevenson.

The Man Who Is Beginning Work.

Everywhere the student and philosopher has had to recognize that an interference with any of the basic laws of nature involves the experimental man in more or less troublesome consequences. When a thoughtful parent anticipates his obligations and duties by writing, "What should I do with my boy?" or when the unthinking and unconcerned leaves it at last for the boy to make his own enquiry, "What shall I turn my hand to in the world's work?" it is easy to read in these questionings an indication of what a tempered civilization has brought about.

Nature, in her garb of kind cruelty, would have left no such question to young or old. "What can I take and hold?" would have been the question which the untried would ask only of himself. His would have been an aggressive position in the beginning, turning to the defensive as he gained place, yet aggressive still. Under twentieth century conditions, however actively aggressive the untried man may be, his condition is passive in nearly every respect. If not passive, why this enquiry of a correspondent signing himself "Young Man?"

"Do you think a young man should begin as office boy if he has had a high school or college education? Or should he look for the biggest salary he can get from the best job possible at the start?"

"What will they let me have?" is the attitude of this young man. In a general way he recognizes that he may have just two propositions made him on the general principles of artificial business. One of these may be a position which, having no future, will pay him the maximum price for his time and untried efforts. The other is the position which, having the maximum of opportunity, offers the minimum of price by reason of the fact.

"Which shall I take—provided I can get a chance at both?" is the interpreted question of my correspondent. Opportunity in life thus far has become the grudging concessionist to the young man who, by an abrogation of a harsh natural law, merges his individuality into the fabric of an artificial community existence. He has no inherent right of natural selection by physical force. He could not go into an office, whip the manager, throw a weakling clerk out of the window, and take that clerk's desk. Yet there is no other way of forcing a recognition of untried powers. His Opportunity, who may be cynical, a little blase, and al-

ways business tired, simply looks him over, and too often decides, on a basis of indigestion only, that the applicant will not do. And here is my correspondent's dilemma.

This young man wishes to know broadly whether he would better take a manual job at more than will be offered in a brainy job with wider opportunity. Well grounded in English branches in high school or college, he does not like the thought of working as office boy for an office boy's compensation. But, with an office boy's footing in the managing headquarters of a business, he feels that he may gain a place from which to use such force measures as are yet left to his exercise in community life. Shall he take the place—if he can get it?

Here it is the individual again—the individual with his individual capabilities and measurements, which no community interest is likely to modify in his especial favor. Rather than this, community interest may militate against him; there will be others to take the place if he shall refuse, or shall be unable to qualify as a beginner. Merely the position of an office boy is there, somewhere, if the young man is humble enough in spirit to take it.

What is this opportunity which may open to you if you shall accept the office boy question? is the one question to be decided for this particular young man, whose case, after all, is typical of thousands of others.

It must be admitted that any man beginning the business world as an office boy assumes the entailing handicap of the position. If he be of the mettle to take the insignificant place, however, there are indications at once of his reserve force that will be necessary against the handicap. That young man of high school or college attainments who, in sober, hard earnest can undertake soberly and in earnest the work of the office boy is one to inspire an employer. It is only that this young man, out of an academic, class rush spirit, may work himself into an ecstasy of anticipation which the hard knocks of reality in the position will not allow him to hold.

To-day there are young men who successfully may hitch their ambitions to a janitorship in a skyscraper as the means to a general managership of the greatest institution finding headquarters in the building. There are thousands of others who might enter a position high in this general office, finally to be discharged from a position of assistant janitor of the building itself. Yet it may be slower and harder for the one to descend than it is for the other to rise! Don't make any mistake about this anomalous situation in the business world of to-day. Don't worry about it, either, for it is a condition. Years ago I was told by a man who ought to know that the president of a certain great bank was given a position in the cabinet of the United States only that the influential bank might have a new president.

Don't begin as an office boy if you can help it. Certainly, as a general

proposition, leave the place where you took the position just as soon as you see the first opportunity to turn your experience into account somewhere else. Don't forget that in becoming an office boy you accepted the place as giving you a compelling measure of force. Your force measure will be your experience and record in this place of beginning. And that force will be less impelling in the place where you got it than it will be in any other field of after endeavor. Go to another market with it. Find that market a thousand miles away if you can; make it 2,000 miles if you think you may need a better one!

John A. Howland.

Policeless Land Is Discovered.

A policeless land has been discovered by Nelson Annadale in the Faeroes, which are commonly regarded as little Arctic rocks teeming with sea birds, but which his tourist glasses revealed as blooming isles with a climate warmer than Scotland, despite their location several hundred miles north of Shetland, with a vegetation a number of inches higher, including buttercups larger and bushes brighter than are seen on the mainland. The morals of the population has been so spotless that while a few years ago several dozen policemen were installed, guardians of the public peace have proved superfluous and the force has been disbanded.

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STORY OF HAZEN.

How He Won Success With Going & Co.

The clerks in the invoice department promptly concluded that Hazen was a dub when he came to work for Going & Co. They probably were justified in this, if justification is to be found in external appearances. For to look at Hazen as he stood before you the first thought that came to you was that he was a "dub." But probably you would not speak your thoughts until Hazen was some distance away, for he was a big fellow and determined even if he was a dub.

Hazen was raw and bony. His nose was heavy and his mouth big. His eyes showed no shrewdness and not too much intelligence, but he had a square jaw that kept his face from being mediocre. He came into the invoice department dressed just as he had dressed in his last job, that of a packer in the shipping room of a biscuit factory, with the exception of the stiff collar. And the manner in which he suffered from the collar was in itself a confession that the occasions on which he had ever been so apparelled had been few and far between. Hazen's clothes didn't give him the look of a clerk. It was evident that they were purchased more with an eye to their durability than for dressy effect. His trousers were not creased as particularly as those of the other clerks, but his heavy shoes showed that he had applied the brush to them with vigor and effect. His hands were built on the plan of hams, and the writing and figures that they produced provoked merriment in the department, where most of the clerks turned out writing that was like copperplate. But Hazen had made a good impression on the manager, to whom he had applied for a position, so he came to the invoice department.

For the first month his work in the department was a joke. Clerical work of any kind he had never done. School was a long way back in his career. So his footings, his extendings, and his checking were just as liable to be wrong as they were to be right. The brain that has been unused for several years does not begin to work readily even in a young man.

The other clerks caught Hazen's mistakes and decided that he was a worse dub than he looked to be. Hazen paid no attention to the other clerks. He plodded along by himself. He was trying to learn to do the work before him, and it did not matter to him whether the other men called him a dub or a crackerjack. He had his work to do. If he could do it he would hold his job. If he couldn't he would be fired. That was the way Hazen looked at it.

The head of the department, who was looking for good men, irrespective of the cut of their clothes or the fit of their collars, noted his dogged plodding and gave him every opportunity to learn. But Hazen was slow in catching on. He went up against a long column of figures with his jaw set and did his best, but the column wriggled away from him and when he turned it in to be checked it seldom was right. He took the

extensions given him, remembered his school arithmetic, and wrestled with the extension valiantly. But the extension generally got a good hold and flung him ingloriously. His work was too poor to hold him the job.

The head called him to his desk one day. "Why, you're not fit to be a clerk," he said, angrily. "You're fit to be trucking barrels around down in the stock rooms, that's where you belong. Why, you can't do this work any better than the office boys could do it. I can't keep you any longer."

"Well, give me a job there, then," said the Dub. "A job where?" asked the head. "Down there in the stock room, trucking barrels, where I belong." The head looked at the Dub's big arms. "You ought to make a peach of a trucker," he said softly, as he wrote an order changing Clerk Hazen into trucker Hazen. "And then when I'm able to do this kind of work here I want you to give me my job back," he said as he took the order. The head laughed. "O, very well," he said.

At the end of six months Hazen was back at the head's desk, a stiff collar again torturing his neck, his hat turning around and around in his big, red hands. "Can I have my job back now?" he asked. He bore a letter from the superintendent of the stock room. The letter told the head that this man was too valuable a man to waste at shoving a truck. "Can you figure better now?" asked the head. "I guess so," said the Dub.

The chief clerk turned his work in to the head at the end of the week. It compared favorably with that of any of the clerks in the department. The head called Hazen to him. "Where did you learn to figure since you were here last?" he queried. "Nights," said the Dub. "I practiced nights and noons." The head watched Hazen's broad back as he went back to his desk. "What a rotten shame it is that he is such a dub," he said sorrowfully.

Hazen stood still for a long time. He was a bill clerk for a year. At the end of that time a checker left suddenly. Not a man in the department with the exception of the head clerk was familiar with his work. The head clerk was unable to devote his time to it. The head was in a quandary over how to get the work done. Then the Dub came clumsily up to his desk. "I can do it," he said. The head clerk and the head gasped. "You!" they said in unison. "Surely," said the Dub. "How the — did you learn it?" "Nights," said the Dub. "I practice nights." The head looked him over. "Give him the job," he said. So Hazen got his first advance.

A year later Hazen was still checker. Then one Saturday afternoon, the loading gang at one of the train platforms decided that Going & Co. were grinding them into the ground with the iron heel of capitalistic oppression. Some labor leader had told them this, so they knew it was so. They stopped work with the last car in the train half loaded. There were forty barrels to be trucked in and checked. But the loading gang decided to walk out suddenly—when it

would count, as their leader told them—and what could be of more account than tying up a trainload shipment suddenly?

These things happen every once in a while at the yards. Usually they mean only a call for the police and the converting of office clerks into laborers for the time being. But this was Saturday afternoon and the heads had all gone home. Hazen was checking the barrels into the car. He was the sole representative of Going & Co.'s general office on the platform. It was for him to do something. It was up to him to say whether the trainload went out on time.

Hazen asked the men to wheel in the last forty barrels before they struck. They laughed at him. Hazen slowly laid down his checking board.

"Well, I guess I'll have to do it myself," he said, foolishly. Hazen was no strategist. He was essentially simple. The trainmen watched him take a truck and go into the cooler after a barrel and said: "The d—m dub." Out along the tracks the loading gang scurried about and selected choice pieces of coal and stones for the reception of Hazen when he appeared with a barrel. Then they poised themselves ready for the throw and watched the door of the cooler as terriers watch a rat hole. A kind hearted brakeman shouted: "Stay in there or you'll get killed." The rest of the trainmen watched with short breaths.

Hazen came out of the cooler calmly with a barrel on his truck and went into the car. The volley of missiles

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did not kill him. They did not even knock him out. He held his head down low behind the barrel, and his arms were the only parts exposed. When he went back from the car into the cooler he ran. One stone struck him in the back, but he kept on as if nothing had happened. The loading gang growled and picked larger missiles. Three times they volleyed him and three times he went back and forth. Then the kindhearted brakeman ran to the nearest telephone and summoned the police. Under guard Hazen wheeled out the rest of the barrels, checked them up, and sealed the car. Then the police took him to a drug store where he had his head wounds dressed.

"You dub, you might have been killed and no good done by it," said the head the next Monday. But he offered to take the Dub out of the invoice department and give him an assistant superintendency in one part of the plant. "But I hain't had no chance to learn that work yet," said the Dub. "I'd sooner stay here till I can practice some more kinds of work."

The head no longer deemed it wise to order the Dub around. "Come to me when you're ready for the big job," he said. And the Dub eventually got ready, and if you happen to visit Going & Co.'s nowadays you will find him walking around the plant, dressed as roughly as ever, and still looking like a dub. But if you wish to get a position in the plant nowadays you must go and ask the Dub for it. Allen Wilson.

Fortune that Awaits an Invention.

The man who will invent a broomcorn harvesting machine that will do the work satisfactorily, will have a fine chance to make a fortune.

One of the most productive broomcorn districts in Illinois, one that has the name of producing the finest brush in this country, has suffered a reduction of nearly 75 per cent. because the work of cutting must be done by hand. Failure to control the necessary labor to take care of the crop when it is ready to cut has caused hundreds of Illinois growers either to reduce their acreage or abandon the production of this crop.

There is but one section of the state in which broomcorn is raised to any extent, and that is in Douglas, Coles and Moultrie counties. It is said that during the last year approximately 50,000 acres in these counties were given up to broomcorn raising, and that the output for this year will be close to 10,000 tons. The market price is now ranging between \$95 and \$100 per ton. One ton is gleaned from about three acres of land, and it costs about \$45 to put one ton on the market. One man in Douglas county marketed sixty tons this fall.

Broomcorn is judged as to its quality by its color, length and fibre. The brush must be long, soft and flexible to make brooms that will wear well. A good judge of brush will estimate the value of brush on its color. Being of an off shade will make a difference of from \$10 to \$15 a ton. When the growing crop shows the desired color,

it must be cut as quickly as possible, and here is where the trouble is of depending on the labor of men who cut the corn by hand. An army of men is depended upon to reach the broomcorn district at the beginning of the cutting season. They are the crowds that start from southern points picking berries as the crops in the various sections ripen, and keeping on their way until they pass the broomcorn field and wind up in the cranberry marshes of the far north. Another contingent hails from southern Indiana, who are accounted the best rush cutters in this country.

Sometimes these people are on hand when the corn is ready to cut, and sometimes they are not. When a grower has a large crop and it is approaching the desired color, there is a great scurrying around to secure the necessary help. It requires a good cutter to cut one acre a day.

There is another feature of the labor question that has caused the men who have gone into broomcorn more extensively to make sweeping cuts in the acreage or abandon it altogether. The cutters know exactly when corn must be cut quick to save it, and this is the opportunity they take to demand higher wages. The gang will pull together and demand an increase of 25 cents; when it is granted it will be followed by another and still another, the grower realizing that he must surrender or lose heavily on his crop. It is asserted that this has caused more growers to quit the business than anything else, and they are now raising Indian corn and oats instead.

For some time there has been an effort to make a machine that will reap broomcorn, but up to this time there has been only part success. One of these machines is manufactured in Paris, another in Ohio. The chief trouble is that the machines that have been tried do not bunch the brush evenly. Experiments are still being made. If a machine is perfected it will be of incalculable value to growers of one of the most profitable crops that our soil now produces.

Back in the '90s it was scarcely possible to drive in any direction out of Tuscola or Arcola without encountering great fields of broomcorn. It was a common thing to find a single man growing 200 acres. To-day it is said one may drive for ten miles without finding a patch. One broker says that not one-quarter of the broomcorn that was produced five or eight years ago is now grown. Another broker estimates the slump in acreage to be one-third. They all agree that the labor question is mainly responsible for the big reduction.

To show how great the state of Illinois has lost from this state of affairs, it is only necessary to state that the central Illinois district once produced more broomcorn than any three states of the union. In 1890 Kansas, Illinois and Missouri produced three-fourths of all the broomcorn raised in this country. Oklahoma is now ahead of any other section in the production of this crop. Last year the territory produced 40,000 tons. For miles and miles the right of way of the Rock

Island road lay through seas of waving broomcorn. Much of it was freighted to the central Illinois district, where it was rebaled and distributed to every market in this and some foreign countries, for Illinois brokers have the best system of buying and baling, and distributing to manufacturers of broom in the United States.

Two or three years ago the brokers formed a syndicate to buy all the brush that could be bought. The pool lasted about three years. Then it went to pieces, and since has not been re-formed. J. L. Graff.

Coughing Saves Your Life.

A cough is the response to a danger signal which says that something is irritating the delicate mucous membrane which lines the air passage leading to the lungs. This cause of irritation may vary, but in the common cough of winter it is some offending matter, which nature seeks to clear off and expel by means of the compelling cough, lest it should block the bronchial tubes, and cause suffocation.

The sensitive nerves that belong to these vital tubes act as sentinels, and send a message for succor to the brain, which at once responds to the call by dispatching orders to the chest muscles. These then contract violently with one accord, and force out the air in a cough, which carries with it the cause of irritation.

A true hero is a man who isn't afraid to tackle boarding-house hash.

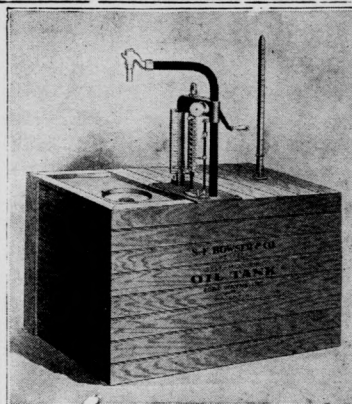
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A good burner is as essential to perfect light as a good mantle. Welsbach Burners are designed to give the most light for the least gas, and do it. The cheapest burner will give a fair light for a short time, but don't be deceived by the temporary 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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About the Use and Abuse of Flattery.

When the cheerful workers of society start out to do their fellow-creatures their chief stock in trade is flattery. They believe, and not without some show of reason, that the compliment is the lever of Archimedes with which they can move the world, but, strange to say, while they work it for all it is worth, they seldom take the trouble to learn to use their tool in a craftsmanlike and artistic manner, for the art of flattery is one of the most difficult arts in the world, and great is the reward of the one who masters it.

"Vanity of vanities," saith the preacher, "all is vanity." This is a good crop estimate, so to speak, but it doesn't do to speculate on it too heavily, and right here is where the professional flatterers so often lose out. Knowing that human nature is always hungry for praise, they make the mistake of over-praising. They do not feed you on compliments as if they were tid-bits, they hurl them at you in great solid slabs that disgust you. They do not apply flattery delicately and sparingly as an emollient, they plaster it on with the trowel. Now, all of us love praise; all of us can be flattered; all of us are amenable to the soothing influence of a compliment, but it must be judiciously applied, else it offends instead of pleases.

The very first requisite of successful flattery is that it must be so deftly disguised that the recipient doesn't recognize it. The person who pays an obvious compliment is either a fool, or takes the person to whom he is talking to be one. This does not include lovers, who, being temporarily non compos mentis, anyway, are permitted to spend hours paying each other fulsome compliments that would nauseate them at any other time. For any one else, however, to break into a sudden and unprovoked rhapsody about your eyes being stars of night, or your figure divine, or your article in the newspaper a work of genius, or your business transactions worthy of Pierpont Morgan, would rouse no gratified thrill in your breast. On the contrary, it would suggest to you that you were in imminent danger of being worked for something.

The next mistake that the professional flatterer makes is in not using sufficient discretion in paying his compliment. Of course, now and then you meet a person whose vanity is so colossal that you can not go astray in flattering them. You can shut your eyes and blaze away with a fusillade of compliments, and hit the bull's eye with every one of them. When you tell these enviable individuals that they are paragons of wit, and wisdom, and beauty, and a concatenation of all the virtues, they take it as no more than a just appre-

ciation of themselves, but such people are rare.

Most of us have at least a dim suspicion that we are a little shy on some good quality, and so when we are praised for our little feet, when we wear No. 7's, or for our financial sagacity, when we have never been able to hold down more than a \$60 clerkship, the flattery falls short of the mark, because our own intelligence gives the lie to it. There was a vulnerable place in our armor, but they did not hit it.

A third place where the person fails who starts out to softsoap his way through life is in being too universally flattering. Women flatterers are particularly apt to fall into this error. We have all known women who have thought to make themselves agreeable to their fellow-women by heaping compliment upon compliment upon everyone they meet. Every new gown you have was the most exquisite creation they ever saw. Every baby was the most beautiful baby. Every dish at dinner the most delicious thing they ever tasted.

Now, this paean of praise would have been sweet music in your ears if it had been sounded for you alone, but when you knew that she said precisely the same thing about Mrs. Smith's dresses that were made by a \$1 a day seamstress, while your frocks had the sacred name of Worth emblazoned on the waistband; when you heard her pay the same compliment to the cross-eyed, snivelling Jones baby that she did to your peerless cherub; when you heard her say the identical words about Mrs. Brown's sad cake that she did about your angels' food, she spreads the velvet in vain for you. Nobody cares for a custom-made compliment, that is carried in stock, and that is handed out to the first person who comes along.

This is the crude form of compliment, and compared with the work of the artistic flatterer, it is a sign-painter's daub on a board fence to a Messonier. The artistic flatterer would be incapable of the vulgarity of an out and out compliment. His or her method of flattering is by the implication of unutterable admiration. An exquisite example of this is afforded by the old story of the woman who was noted as the most brilliant conversationalist and the most fascinating hostess of her day, and who achieved this reputation simply by standing by her drawing room door and greeting every guest who came in with a glad, rapturous smile, and the exclamation, "At last!" and speeding every one who parted with a lingering hand-pressure and a sad murmured, "So soon."

This is a favorite form of flattery with men, and every woman will bear testimony to the fact that the subtlest compliments she ever receives are from the men who never tell her that she is good-looking, or clever, but whom she discovers hanging over her photograph, or who listen to her as if they thought her opinions worth while.

Another place where we may trace

the work of the fine Italian hand of the artistic flatterer is in having the salve applied to the raw spot in our vanity that fairly ached for a compliment. It is a curious and inexplicable peculiarity of human nature that makes us indifferent, to a degree, to praise of the things that we really deserve some credit for doing. For instance, the man who has worked up from a poor boy to owning a prosperous grocery of his own deserves the tribute of our admiration for what he has done, but he is not flattered half so much at being complimented for the way he sells salt mackerel as he is for the piece that he wrote for the papers and signed "Vox Populi." The ugly man who has made a name for himself in literature or art, or one of the learned professions, is ten times more tickled over being accused of being a lady-killer than he is at any tribute to his professional merits, while, as for women, the beauty adores being told she is clever, the clever woman goes down before praise of her hair, or eyes, or figure, or whatever is the one redeeming feature nature gave her to offset her brain, and the domestic woman will cook herself to death for the discreet individuals who compliment not her bread, but her literary tastes.

Another place where the artistic flatterer scores is in having a nice sense of appropriateness. When he, or she, means to play upon our vanity, they do not meet us on the streets, and apropos of nothing, slug us with a compliment. On the contrary, they bide their time until they find us in a receptive mood, and then they steer the conversation gently, imperceptibly around until they have gotten us into the middle of the stage, when they turn the calcium light upon us, and deluge us with bouquets. Are you beautiful? The time they take to praise your looks is when you are dressed for a ball and looking your best. Are you clever? It is when your story comes out in a magazine, or your picture is accepted by the Art Committee, that they celebrate you as a coming Howells or Innes. Are you a successful business man? It is when you have just turned a trick in cotton or stocks that they herald you as a new Napoleon of finance. And—here is the marvel of it, as Mr. James would say—you've done just enough to rob the compliment of fulsome and make it seem not flattery, but a just and well-earned tribute from a person who was really intelligent enough to recognize talent when he saw it.

But the most insidious flatterer of all is the great silent flatterer, and the art of him is not to be acquired. It is natural genius, and must be born in one. These silent flatterers are never guilty of the vulgarity of speaking a compliment. They merely sit around and surround you with an atmosphere of adulation that is absolutely dopey. They look at you, and you see yourself a radiant Venus. You speak, and they hang upon your word as if you were an oracle. You tell a joke, and their laughter says

that you are a wit that makes Mark Twain seem dull and melancholy. You write, and they cut out your article and paste it in a scrap-book, and you have visions of yourself among the immortals. No other flattery in the world is so effective as this, and the person who possesses the art of being a silent flatterer need ask nothing else of fate. The earth is his and the fullness thereof, for he has poor, weak humanity on a string, and may pull it as he will. He knows the Alpha and Omega of the jolly,

"Vanity of vanities," saith the preacher, "all is vanity."

Selah! Dorothy Dix.

Learned Men Worry Over Matter.

It apparently matters much to the professors what matter is. Prof. Wind, of the University of Utrecht, expounds the electern theory, which may mean revolutions. It is pointed out that if by progress of experiment and theory the electern hypothesis in its ultimate form should continue to gain ground, if it finally should prove unavoidable to accept the view that matter consists entirely of electrons, mass and momentum would cease to be what they now are in our ideas, quantities strictly invariable. This would involve a serious change in the general conception of nature. The predilection and confidence which science has for centuries aimed at a description of the physical universe in terms only of matter and motion were based chiefly, although half unconsciously, on the idea of mass and momentum being invariable, images or pictures of invariable elements of reality itself. This idea, fundamental to our whole mechanical conception of nature, would shrink into an illusion in the light of the new theory. A great advantage would be that whereas it now seems almost hopeless to involve electro-magnetic phenomena in a description in terms only of matter and motion, the unity desired in our picture of the physical world would then be secured by putting it in terms of electerns and motion.

Eldorado Waits for Promoter.

An Eldorado, despised and rejected, lies in the heart of the Mississippi Valley with transportation facilities at hand, and as undeveloped as any of the extreme Western States. This rich region has a superb climate, free from malaria, with an abundance of the purest water and the purest air, plenty of timber for mining purposes, immense beds of zinc of remarkable purity, and of lead ore. This ideal country awaits men whose business is mining and whose efforts and investments will be requited with great fortunes in the near future. This neglected Eldorado comprises an area between the Boston mountains in the South, the Ozark Mountains in the North, and embraces parts of five counties of Arkansas.

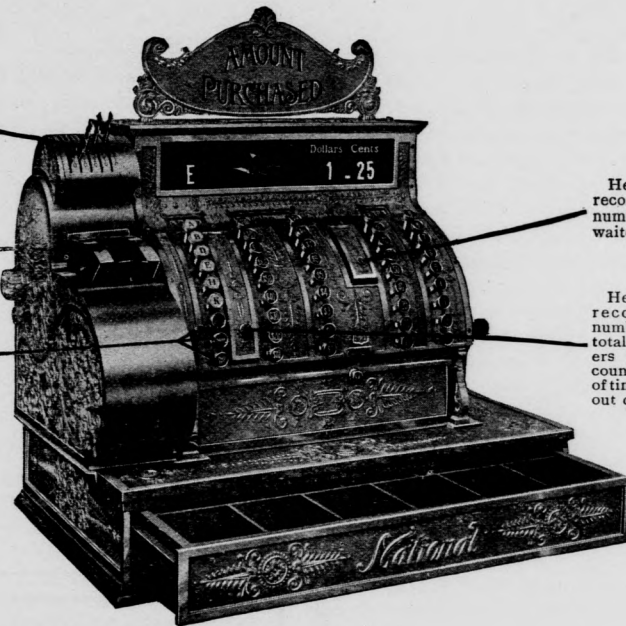
When the desire to do is accompanied by the power to accomplish, things happen.

She that hath wit can weed her own row.

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

AMERICA'S IRON AGE.

It Gave the Nation Its Industrial Supremacy.

The romance of the iron age in America is a romance of famous facts that live in the nation's industries and riches, and are chronicled in the careers of men who were born with the iron trade, with it rose to distinction, and with it now fatten in prosperity.

In the lifetime of a single representative pioneer and promoter such as Peter White, of Marquette, and his illustrious colleagues are compassed the picturesque events in the history of American iron. Within the fleeting years of evanescent human life the first iron mine was stripped, the first bill of lading for the first shipment of six barrels of iron ore was written. The ore, "refractory, rebellious and not easy to smelt," was passed through the first early untractable furnaces, hauled to the lake shore in sleighs in winter and along a plank road in summer, painfully portaged over the rapids of St. Mary's, to be loaded again upon tiny vessels, through tedious and expensive processes of wheelbarrow and gangplank, until within this same lifetime the portage was supplanted by the canal, the plank road by the world's most solidly constructed railways, the wheelbarrows by colossal docks, with pockets, chutes, and automatic unloading machines; the little boats by fleets of vessels that rival the ocean liners in size and in numbers fill a waterway 1,000 miles long in a splendidly live commercial pageant which never leaves one vessel out of sight of the others.

In 1855, when the fabulously rich Lake Superior region was opened to the iron masters, 1,449 tons of ore were mined, in 1904 21,822,839 tons; and during the entire period something like 300,000,000 tons, and worth more than \$1,000,000,000. This is the story of America's iron age.

The Lake Superior region is fifty years old. Inconceivable as it may appear, this teeming territory, wealthier in money value than any other spot of the great round world, lay sleeping almost a hundred years after the first hapless attempts to find its riches made by Captain Jonathan Cowes and the adventurous Alexander Henry, the bold Briton who embarked in May, 1771, for the "island of yellow sand," to exploit the rich resources of the Michigan peninsula.

In those good old times Cape Nome was no harder to reach than the farther shores of the great lakes. Dr. Douglas Houghton, "a tattered, weather worn backwoodsman," with "shocking bad hat," was a pioneer geologist, a martyr to the cause of Michigan, who found its wealth in his explorations by birch bark canoe, and at last lost his life in the rough waters of the great lakes while pursuing the investigations which lured thousands of men to look for fortunes in the mysterious mineral country whose secrets he had unraveled.

With Houghton was Peter White, in whose career are written the annals of the lordly iron land. It was he who "ripped the rod off the iron ore of the Cleveland mine" in the immor-

tal year of 1849, and in that stroke changed the map of a nation.

The belligerent mule dragging a four-ton car on a little strap railroad has been transformed into some of the mightiest locomotives ever built, hauling over the ancient roadbed some of the world's heaviest freight traffic. The tiny schooner has been metamorphosed into a vast steamer, whose 10,000 tons are loaded in less time than its predecessor's hundred tons, 10,245 gross tons of ore in eighty-nine minutes. The historic strap railroad has been transfigured into the celebrated Sault Ste. Marie canal, with a traffic thrice that of the Suez, the portal to prehistoric countries. The yearly yield of 1,449 tons has swelled to more than 20,000,000 tons, with the promise of expanding this year to 30,000,000 tons, all laden on squadrons of vast vessels that sweep in a ceaseless procession over waters that scarcely fifty years ago knew only the birch bark canoe, forming the most magnificent commercial pageant the world can see, fifty million tons passing in review, thirty millions of it being iron ore to feed the foundries of the continent.

Thirty millions of tons provide employment to a dozen railways "that lead from Lake Erie ports to the furnaces of Ohio and Pennsylvania. Day and night, month after month, all the year round, along the upgrade, with giant locomotives at front and rear, pulling, pushing, puffing, may be seen moving heavy iron ore trains, the locomotives yearly growing higher in the air and cars growing longer and longer, as though both were swelling with the strain of keeping up with the torrent of ore that never ceases and is ever growing. The scene is repeated at Fairport, Ashtabula, Conneaut, Erie, Buffalo, Toledo, Huron, Sandusky and Lorain. This toil of Titan, this transfer of red, brown, blue and purple earth from the Lake Superior mines to the hungry and roaring furnaces of the Ohio and Pennsylvania valleys, sees no pause."

When will it end? Its profusion and its cheapness of transit have contributed more than anything else to the industrial success of this country. It has made its presence felt in every form and condition of existence. Truly, as Peter White said in Washington, the iron trade of the United States is a mighty solemn fact. It has lifted a people to the apex of industrial supremacy among nations.

How long will this beneficence continue? Thus queries Ralph D. Williams, who has immortalized the deeds and the memory of Peter White in the romance of the iron age, whose picturesque and fascinating narrative vies with a Monte Cristo or a Jean Valjean, and offers the fabric for weaving the great American novel of American enterprise, strength, conquest, wealth.

What is the denouement of the romance? Better methods of mining, improved machinery and facilities, more careful and thorough underground work, and in prospecting for additional lenses of ore and the use of classes of ore that have been re-

garded as waste will preserve the Lake Superior ranges far beyond the date that even optimistic prophets set for their exhaustion.

Like the span of the man's life which has run parallel with its own, the iron age must have its end, yet not without leaving a monumental memory in the "purity, abundance, cheapness of mining, and low rate of transportation of Lake Superior ores" which are credited with the industrial supremacy of the United States.

A. M. Kreckler.

That Name Would Do.

The excursion train was drawing near the end of its wearisome journey, and the passengers were beginning to wish that they were safely back at home, when a long stop was made at the wayside station of a most depressing village, called, I believe, Wickford.

The most irritable occupant of one of the cars poked his head through the window and addressed a dejected individual who was leaning against one of the station posts:

"Scuse me," he said, "but what's the name of this dreary, dried-up, miserable-creation-forgotten place?"

"That's near enough," said the native, sighing softly; "call it that, and you've hit it."

Duck and Corduroy Coats

With Blanket
or
Sheepskin Lining

Our Stock is Very
Complete

Prices Right

Brown & Sehler Co.
Grand Rapids, Mich.
Wholesale Only

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

MICHIGAN STORE & OFFICE FIXTURES CO.

JOHN SCHMIDT, Prop.

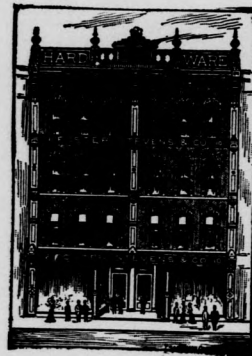
Headquarters for counters, plate glass and double strength floor cases, coffee mills, scales, registers, etc.

Large assortment of counter tables.

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Grand Rapids, Mich.

Warehouse on Butterworth Ave.



FOSTER STEVENS & CO.

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

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.

Earnest Plea for the Side of the Clerk.

Written for the Tradesman.

The sentiment of hundreds of clerks was voiced recently when one of their number, employed in a large general store in one of the smaller towns of Michigan, said:

"This everlasting talk about what the clerk owes to the customer makes me tired. Of course, we owe the customer something, but doesn't the customer owe the clerk anything? One can't pick up a trade journal or any kind of a publication devoted to the retail trade without running across a bunch of valuable advice to clerks. The changes have been rung innumerable times on politeness to the customer, this for the customer, that for the customer and what-not, but where has anyone ever seen anything that referred to what the customer owes to the clerk? The clerk is human—although it is difficult to think so at times, so inhuman are the demands made upon him. He is supposed to stand on his feet all day six days in the week and then on Saturday night, when some disgruntled person comes in and has to wait two minutes extra while some article is located because of the jumbled-up shape of the stock, natural on a busy night, he gets a going-over because of slowness or ignorance or something of the kind. It makes me tired!"

This' plaint of the clerk should have consideration. In fact, he has it coming. It is due him to start something, if he can, to bring to the minds of buyers and employers the gross injustice that has been done the clerk in many years past, and doubtless will be done him for years in the future. The average customer has no more consideration for the clerk than he has for the animals that do a service for him. The clerk is there to be ordered about, to be brow-beaten, to be abused and he dare not do anything to show his dislike of such treatment. It is this very thing that has made the evil a growing one until it has attained alarming proportions. A clerk who dares to resent anything said or done by a customer is booked for an early dismissal, for a customer never loses an opportunity to go to the manager or the proprietor with a story of discourteous treatment; and many times

when the employer's conscience tells him to disregard the complaint, because he knows it is the fault of the customer and not of the clerk, he is compelled, for what he thinks are business reasons, to reprimand the clerk, or discharge him. It is not really business that impels him to do this, it is the greed of the man who is making money. He figures that he must not lose a customer. The customer realizes his value to the store-keeper and the helpless condition of the clerk, and because a great deal of human nature is very small and mean he takes advantage of his position and loses no opportunity to "hand it to the clerk."

The system is working out very unsatisfactorily. Either we have clerks that are ground down until they dare not assert their rights or we have a class mostly made up of women, who realize their undesirable position and the cause of it and do not lose an opportunity to make it unpleasant for the customer whenever there is a chance of doing so without being detected in it by the management.

The remedy for all this lies with the customer, first; second, with the employer, and last, with the clerks themselves. The customers should learn that, strange as it may seem, a clerk has rights and that he is human and can not stand everything. Like all humans he gets tired at times and cross and played out. What some of the customers should do to find out just what it all means is to stand behind a counter for just one day and wait on fretful people with all kinds of strange fancies. Then they will find out just what it is to be tired, to have the temper worn to shreds by the insistent demands upon it by unreasonable customers. Then perhaps they will be more considerate and will think when a clerk is a little inattentive that he is not simply lazy, but so tired that he service. If people would show the same kindness towards the clerks of the store where they trade as they do for their carriage horses conditions would be immeasurably better.

The employers' part of the revolution is to forget, if possible, the mad race for money long enough to let humaneness get in a little work. When a disgruntled customer comes to him with a tale of inattention on

the part of some clerk he will in many cases find that there is some good reason for the clerk's action and the customer is, for the most part to blame. There are many ways of placating a customer and letting him think that the clerk is going to be censured for his misdeeds without actually reprimanding him. The greatest difficulty will be in running the risk, sometimes, of losing a customer. While this is hard it is better to lose a dozen customers than to lose the right to be called a human being.

The clerk's part of the new order of things will be nothing more nor less than what has been preached to him all along: Uniform politeness, as cheerful an air as can be muster-

ed under the circumstances and a hope that some day, sometime, things will be better. Burton Allen.

Stood For It.

Colonel Abe Gruber tells this of himself: He was standing on a street corner one day last week when he was approached by one of his constituents, who said, abruptly: "I tell you what, Mr. Gruber, I've got a girl that loves me. I was just passing her home when she stepped out into the street, and she looked so pretty that I couldn't help giving her one on the lips right then and there."

"Did she stand for it?" asked Mr. Gruber, smiling.

"Did she stand for it?" repeated the young man; "why, she got up on her toes."

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Will land your business.
Send your orders Now.

G. R. GLASS & BENDING CO.

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187-189 Canal St.

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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

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It
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Light
That
Draws
Trade**

182 Elm Street



Luxury in Footwear for the Woman of Fashion.

Shoemakers are sharing in the general prosperity and rejoicing over the prevailing extravagance in dress.

Season after season women have increased their expenditure for footwear, until now the sum total of a fashionable woman's bills for shoes and hose would horrify a conservative critic, and even the woman of moderate means spends on her footwear five times what she would have spent ten years ago.

The era of common sense in shoes is past history. Common sense and fashion seldom travel long together, even if they do meet by chance. The ordinary walking shoe of to-day is much more pointed of toe than the mannish shoe affected by women a few years ago.

It may be broad enough for comfort across the ball of the foot, and the boot or shoe meant for general street wear may have a rather heavy sole, but the toe tapers decidedly and the heel has climbed to Cuban heights.

It might be worse. The Cuban heel is infinitely preferable to the French heel on a walking boot, but combined with a pointed toe it promises prosperity to the chiropodists.

Occasionally one sees a walking shoe or boot with French heel, but this mistake is seldom made by the correctly gowned woman, although her marriage boots or shoes may have the most absurd of Louis Quinze heels.

Many women cling to low shoes throughout the winter, adding spats for comfort when they leave the house. There is nothing new in the low walking shoe, the summer shapes being repeated in patent leather, calfskin and kid.

Imitating this effect of low shoe and spat are the new spat boots, which have uppers made like spats but stitched down to shoes of the usual walking shoe types. The uppers are in all the popular colors, reds, greens, browns, grays, etc., and it is the correct thing to match the spat boot to the frock as one matches separate spats to a frock.

The fashion seems a silly one, yet there is this much to be said for the spat boot. If well made it is much more trim and neat than a separate spat can possibly be, and if one must have the spat and shoe effect here is a way of achieving it which is much more becoming to the foot than the old arrangement.

The buttons of these boots are usually rather large and flat and match the tops in color.

Both lace and button boots are to be worn this season, the button models being rather more favored than in the past few seasons.

Fancy boots to match costumes are made in colored suede or in cloth tops and patent leather or colored

leather vamps, and these fancy boots, not being intended for ordinary street wear, are made with high French heels, thin soles and pointed toes. Fancy boots are shown, too, in black, with cloth tops daintily embroidered in color. A buttoned model has the embroidery up the front, but a laced boot has embroidered sides.

There is a new boot which is finished with scalloped edges down the fronts and has no tongue. The fronts do not meet and they lace with heavy round silk laces, through which the embroidered fronts of the stockings show glimpses of color.

But such boots as these are comparatively little worn. The average woman who wears fancy footwear at all wears it in house shoes and slippers and keeps to comparatively plain shoes or boots for street wear.

Low shoes in all colors are worn, now that the leather makers have attained such success in coloring, but patent leathers are liked better than any other one class for general house wear, and in plain patent leather shoes the season has brought forth nothing actually new.

There are novel designs in buckles, bows and ornaments for slipper toes, and a few new arrangements of straps. Black velvet slippers, high of heel, pointed of toe, and with no trimming save handsome round buckles on their colonial tongues, are immensely smart and very becoming to the foot.

There are black velvet slippers, too, embroidered on the toes in jet or gold or silver, but, while pretty, they have not the modish air of the plain slipper.

Embroidered satin and glace kid or suede slippers are legion, and one of the new designs is a small bow-knot holding two little plumes, which start high on the left side of the bow and curve down over the middle to the tip. The embroidery is done in tiny beads matching the shoe in color.

Little turquoise beads are combined with jet in various designs ornamenting black velvet slippers, coral beads are used with good effect upon some colors, while excellent results are obtained by introducing amethyst cabochons into embroideries of white, gray or violet tones.

These little roses of satin ribbon on chiffon in three shades of one color are set in clusters upon the toes of some of the new slippers, and tiny plaited silk butterflies cut in four parts shaped like butterfly wings and attached to central headed bodies are other novelties. A single velvet and silk flower of the loose petaled rose or poppy type makes a good trimming for a slipper in the same color, but there are many fashionable women who never wear any evening slipper save a plain one of satin, suede or velvet untrimmed, except for some tiny, unobtrusive jewel or metal ornament. They say, and correctly, that such slipper is more becoming to a pretty foot than any other.

Very handsome buttons ornament the strap fronts of some of the strapped slippers and small gold bows and gold heels are introduced upon slippers of patent leather or black satin

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

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Geo. H. Reeder & Co.

Grand Rapids, Mich.

Only One Man

Can Lead the Parade

In every town there is one shoe store which is best known. It's the store that does things right. It's the store that gives the most value for the money, that sells the most shoes and makes the most profit. In nine cases out of ten you will find that it is the store that sells

Hard-Pan Shoes

for men, boys and youths—only one first-class dealer in a town can have them. The chance is yours unless they are spoken for—it's well to keep this fact in mind. There is no time to lose, for the time is coming when you'll wake up to what you're missing. Sending for a sample pair won't break you, especially as you can send 'em right back if they aren't as good as we say they are.

Look for **our name** on the strap of every pair.



The Herold-Bertsch Shoe Co., GRAND RAPIDS, MICH.
Makers of Shoes

or velvet. Gold and silver slippers are still worn, but are, of course, not new.

Mules and other boudoir slippers are fanciful to the highest degree and fashioned of anything from brocaded velvet or embroidered cloth of gold to plain leather ruched and trimmed with ribbons.

Party shoes follow the old lines and are made this fall chiefly of brocaded satin or velvet in one tone, laced up by big soft silk cords or tied by ribbons.

The winter motoring requirements have added to the sporting footwear for women a high boot made much like the Klondike and hunting boots with laced bottoms and tops strapping across, but not so heavy and clumsy. Some of these motor boots have the high tops fur lined.—New York Sun.

The New Retailer With the Tins Stock.

He had been a clerk for quite a number of years in the leading dry goods stores in Pebble Center.

He had come in off the farm when he was only about 14 years old, to act as "boy" in the business place we speak of. He helped sweep out in the morning, helped dust, helped put up the curtains and goods covers at night, and take them down in the morning, ran for a pitcher of water to the town pump as often as requested by the older clerks, carried bundles all over town, directed envelopes to the addresses which had been marked in the country directory every time the firm thought best to send circulars to the farmer trade, and in other ways tried faithfully to earn the "to begin with" salary of \$3 a week.

In those days he got his board for \$2.50 a week, and the fact that at the end of twenty weeks he was able to pay cash for a new \$8 suit of clothes showed how earnest he was in his desire to save his money and become rich. It is only fair to mention, in passing, that he sent his washing out to the farm to be done by his mother, every Saturday night when the hired man came in, and that of the \$2 which was not accounted for by the suit of clothes he gave 50 cents in contributions to the church and Sabbath school (No; this is not a John D. story), saved 50 cents and spent the rest foolishly.

After a time he grew out at the end of his coat sleeves, and down through the bottoms of his pants legs so much that he was not a "boy" any more, and the first thing he knew he was getting \$8 a week, and selling dress goods, and there was a new boy.

From then it had been a steady growth. He had got to be 18, 20, 22, 23 and 24 years old, and still he was at the same old stand. The clerk next older to himself often told him what a grind it was and how they ought to be doing something for themselves instead of giving the best years of their lives to old G. Ingham, for \$14 and \$16 per week, respectively.

"What chance is there for a young

man, these days?" William Cobb, the elder clerk was wont to remark as they stood together by the show window, each with a foot upon the window ledge, and their hands propped between their respective knees and their respective chins.

This, you remember, was some years ago.

"No chance," our hero (Oh, yes, make you acquainted with Samuel Rustelle. I thought you had met him). "No chance," he would echo, but all of the time both he and William were salting—salting.

Neither of them ever had to go around Monday afternoon, paying here a dollar to one clerk, and there 50 cents to another, their laundry bills were met promptly every Saturday night, and it was only occasionally that they ever went to the show in the town hall. They neither of them smoked; neither of them drank; neither of them played pool or billiards. William went sometimes to see a dyspeptic girl who abhorred ice cream, and Samuel occasionally paid attention to a young lady who taught a class in the Sunday school, and considered it wrong to go to anything more exciting and sensational than a pound party.

"I'll tell you what," said Samuel, one dull day, when they were standing at the window as before mentioned, "I'll tell you what, there's money in the shoe business."

"Yes," replied William, judiciously, "rightly managed."

"Now, look at old Shumann over there; they say he started in business with a capital of only \$100, and now everybody knows he's worth more than even G. Ingham himself."

"Well, he was a shoemaker first, and knew the business right from the sole up."

"Nonsense. I was talking with Alfred Smith, who travels for the Limbersole Footwear Company, and he said that experience was absolutely unnecessary. Anybody who had ever worked in any sort of a retail store could sell any sort of footwear without the slightest kind of trouble."

"Did he say that?"

"Yes, and he suggested you and me going in partnership and starting right here in Pebble Center, in a small way, and building up a big business. He said it could be done, and that he'd see to it that we got the exclusive sale of his entire line here. He says he's got it in for old Shumann because he won't put in his line and throw out the Scheuzenfitter line, which he says isn't anywhere near so good, and a good deal higher priced, and he wouldn't ask anything better than to stand right behind two bright young fellows, and see them trim the rest of the old fogies right here in Pebble Center."

"Did he say that?"

"Yes, and he acted as though he meant it. He said it didn't take much capital. A couple of thousand dollars was enough to start with, because, he said you could get goods so quick now. He said two live young fellows who would size up every Monday morning could start a nice little

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

Buck Sheep

with wool on



- 6 in. Lace - - - \$6 75 per dozen.
- 8 in. Lace - - - 8 75 per dozen.
- 15 in. Boot - - - 15 00 per dozen.

We carry a full assortment of warm goods, Leggings and footwear.

Hirth, Krause & Co.

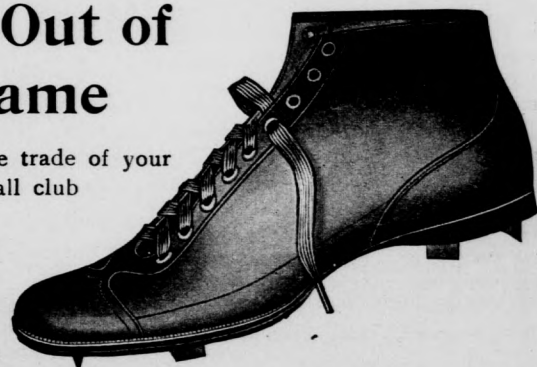
Grand Rapids, Mich.

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

business right here in Pebble on \$2,000."

"Did he say that?"

"Yes, he did. He said, of course, we'd want to carry about \$3,000 worth of stock so as to compete with the old fellows, but that our stock being new and not having any old shelf keepers in the store a \$3,000 stock of new, fresh goods would be as good as any of the stocks around here of \$6,000, or even more."

"No; did he say that?"

"That's what he said. He said we could discount bills for \$2,000 if we put that in, and get all the way from sixty days to four months' time to pay for the rest in, and by that time our natural trade would keep our bills paid, and in a little while we'd be discounting our bills right along without any trouble at all. He said there was as good an opening right here as he knew of anywhere."

"Did he say that?"

"Yes, and I believe him. He said that with a \$3,000 stock we ought to turn our stock over at least four times the first year. That's a \$12,000 trade, and that we could average a profit of, anyway, 20 per cent. of the gross sales. Now, if we sold \$12,000 the first year, 20 per cent. would be—twice two are four, and twice one is two—twenty-four hundred dollars. Our expenses would be—let me see—rent, say \$400; light \$50; fuel, \$30; freight and cartage, \$50; that is \$530. Now, what else would there be?"

"Clerk hire?"

"No; not the first year. We'd do it ourselves."

"Wrapping paper and twine and writing paper and such like?"

"Well, say \$50 for that and other little sundries—that's \$600. Now, what else?"

"Advertising?"

"E-m-m! Y-es. Say \$50 for that. We ought to advertise some, being a new store. That's \$650. Now, what else?"

"Bad accounts?"

"No, sir. That's where we'd be wrong. No bad accounts. We could not stand 'em. Everything for cash. Low prices and take 'em or leave 'em. That would be my motto. Smith said the only way for young fellows was to sell strictly for cash, and not trust the best man in Pebble."

"Did he say that?"

"That's what he said. Said trust killed more young shoe merchants than any other thing, and that a young merchant had better lose a sale than to break the rule."

"Has he ever been in the retail business?"

"No. He started in the office of the factory, and then went out on the road on a pinch once, and has stayed out ever since. But, then, of course, he's observed a good deal."

"Of course."

"How much cash have you got saved up?"

"I've got \$650 in the savings bank, and \$487 in the loan association."

"Well, I've got old G. Ingham's note for an even \$1,000, and some little change coming to me from

some of the fellows here and there, maybe \$200 more. Let's each put in \$1,000 and go into it."

"But we don't either of us know a thing about the shoe business."

"Don't make a particle of difference. We have been in here long enough to know the retail trade, and I guess the retail trade in Pebble is about the same in all lines. I'll bet I could pull in a lot of trade of the people I know in here, and then old G. Ingham would be pretty friendly to us, and all the fellows would help and I bet we could stir things up quite a bit."

"I bet we could."

"What do you say?"

"I—well—I—I guess we better sleep over it."

"All right. Mum's the word. There comes Mrs. Grampus. You always have better luck with her than I do, you—"

And the conspiracy was off for a minute.

And so they slept over it, and all night long William and Samuel dreamed lovely dreams of how their first advertisements would read, and how their new sign would look, and how everybody would be rushing trade their way, and how no one would ask for credit, and if they did, how nice they would be about it when the proprietors declined with full explanations, and the sleeping dreams rotated into waking dreams of how pleasant it would be going over the stock every Monday morning and making up nice, conservative sizing orders, and how everything would be run by a system, so that they should know every night just where they stood, how much their profits had been and how much their expenses, and figuring even \$700 for expenses, that would leave \$1,700 clean profit, or \$850 apiece for the first year, and that would do nicely, as, of course, the trade would grow to twice that probably the next year and so the next morning they both got down to G. Ingham's dry goods store at least an hour earlier than usual, and shook hands on it, and after awhile there was a new shoe store in Pebble.

Did your business start anything like that?—Ike N. Fitem in Boot and Shoe Recorder.

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.

Genuine Hard Pan



The attractive feature of our Hard Pan Shoe is its genuineness. Built over an anatomical last, it gives solid comfort to the wearer. It is made from genuine first-class solid leather from top to sole.

Its genuine wear quality has been proved again and again to thousands of wearers.

It sells at a fair profit and its business bringing quality has brought several imitations on the market.

Real Hard Pan merit, however, is embodied only in the shoe of this name made by us and with our trade mark branded on the sole.

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



We Know

That if you will write to us and let us tell you about our proposition to one dealer in each town to handle

Walkabout Shoes

The \$3 Shoe With a \$5 Look

You will never regret it. We know this because we have yet to find the dealer who ever handled these shoes who has anything but praise for them. Our travelers will call anywhere.

MICHIGAN SHOE CO., Distributors

DETROIT, MICHIGAN

It Pays To Cater To the Children

Said a New York City druggist, who is located in a busy section up town: "Strange, but most of our sales are made to women and children. You would not believe it, would you? Fifty per cent. of our sales are made to children, 30 per cent. to women and 20 to men. The children either come in with a written order from their mothers, or they know exactly what is wanted, and it is seldom that we have to ask them to return home and get the order written out. Every sale made to a child from the flats and apartments is a cash sale, while those made to the children from the private houses are usually charge sales. Another strange thing is that few mothers send their children after drugs or preparations which would prove dangerous if the children were of a curious turn of mind and investigated the contents of the package which they had been instructed to procure.

"It is a fact that more little girls are intrusted with orders than boys of a corresponding age. Why is that? Well, I do not know, but it is a fact. I find it pays to cater to the tastes of children. I do not lose anything by it, for whenever a child is told to get anything and a druggist's name is not mentioned, ten chances to one that child will come to my store if I have done some little thing for it, such as giving it a stick of licorice root or a few pieces of candy. The cost of such advertising is infinitesimal, while the profits reaped are large. Children do not forget you. In fact, they will often disobey their parent's injunction to go to a certain store and make certain purchases and come to my store because I have treated them with more consideration.

"Fortunately, my senior and I myself like children, so we have an advantage over other druggists who do not like them and who consider each child that presents itself at the prescription counter as a nuisance to be gotten rid of as quickly as possible. Some would not consider me consistent because I decline to sell stamps or postal cards to the little ones, but I argue that they are able to run over to the sub-station of the postoffice and buy the necessary stamps and post the matter on the spot. Of course, the adults get the stamps as they are the ones that pay the bills. The children are usually only too glad to get the opportunity to go on to the postoffice, for it is the center of the shopping district of this section, and they like the excitement. The parents never object, for they rarely, if ever, learn where the child has posted the letter or package.

The Advertiser Must Study Human Types.

"The proper study of mankind is man," and to write a good advertisement one must know at least something of man.

And it will not do to consider self or employer as "the" man.

Granted that each individual is a type, it must also be granted that there are very many types.

Whether type makes environment, or environment compels type, need not be discussed.

Everything stable is based on concrete fact—type is a fact.

Each type stands for separate taste, inclination, views as to income and expenditure.

Yet all civilized people live in houses, wear clothes, eat and drink, sleep and wake, read and write, think and act.

In the manner of doing these things type is accentuated.

And type rarely changes in a generation, as many standard musical riations, as many standard musical compositions are.

But the stem stands out sturdily—the first chord struck establishes "Home, Sweet Home," no matter how strong an effort is made to disguise it afterward by trills and quavers.

Restful advertising, even of something that almost everybody can use, must be many-stringed.

One reason for its use will appeal to one type, another reason to another type, and so on—there is no single reason that will appeal to all. If the thing advertised has positive type limitations, woe to the man who attempts to exploit it unmindful of those limitations.

There would be no failures in advertising if humanity was understood.

The proprietary medicine seller knows what he is doing when he prints a long list of symptoms—there is more than a trace of hypnotic suggestion in the action.

Most is accomplished, in anything, by working along the line of least resistance.

It pays to study type—obviates the casting of pearls before swine, and the offering of fat-making food to actresses.

The good advertisement offers to a type what that type can appreciate. C. A. Peake in Profitable Advertising.

Needed No Nerve Tonic.

Appearances are often deceptive and a local doctor was much mistaken in his judgment of a man who called on him for treatment a few days ago. He was a woe begone specimen of humanity, apparently one of the humblest of God's creatures, but he had a nerve of the colossal type, which gave the lie to his air of apparent humility.

Slouching into the doctor's office, nervously fingering his tattered hat, his attitude was that of abject apology, and he acted as if he expected a warm reception from an unfriendly bulldog. He looked a nervous wreck as he described his symptoms and waited for the man of medicine to write a prescription.

And that was where appearances were deceptive. He had a nerve of steel. The formality of writing the prescription being finished, he was told to take it to Todd's pharmacy to have it filled. Then came forth a tale of poverty, such as would touch the stoniest heart, concluding with the statement that he had no money.

"How much will it cost to have this

prescription filled?" asked the nervous wreck.

"Fifty cents," was the reply.

"Kindly lend it to me, doctor," said the man.

The half dollar changed hands, and the doctor scratched off one of the ingredients in the prescription.

"What are you doing, doctor?" asked the woe begone one.

"I made a slight mistake," the doctor replied. "I had put something in the prescription for your nerve, but you don't need it."

She Was a Regular Customer.

"Here, Tom," said a young woman to her husband on Monroe street the other day, "we can telephone in this drug store."

"No, dear," said the husband, "I don't like to ask favors of that kind in places where I'm not a regular customer."

"Why, but I trade there regularly. Tom; I stop in often to look at their directory, and I buy nearly all my stamps there."



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

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.

Western Lady Line
of women's fine shoes will help you do more business and secure the most desirable trade in your vicinity.

Western Lady

shoes please the most fastidious dresser, as they possess all the style, comfort and wearing qualities that go to make elegant, high-grade and desirable women's shoes.

Western Lady Shoes are now being advertised in nearly 2000 newspapers and periodicals. Write for samples and particulars.

F. MAYER
Boot and Shoe Co.
Milwaukee, Wis.

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.

PURE FOOD STANDARDS.

Principles on Which They Are Based.

The Committee on Food Standards, Association of Official Agricultural Chemists, which has been commissioned by authority of Congress to collaborate with the Secretary of Agriculture of the United States in fixing standards of purity for foods and determining what shall be regarded as adulterations therein, has prepared the following tentative standards:

The general considerations which have guided the Committee in preparing the standards for food products are the following:

1. The standards are expressed in the form of definitions, with or without accompanying specifications of limit in composition.
2. The main classes of food articles are defined before the subordinate classes are considered.
3. The definitions are so framed as to exclude from the articles defined substances not included in the definitions.
4. The definitions include, where possible, those qualities which make the articles described wholesome for human food.
5. A term defined in any of the several schedules has the same meaning wherever else it is used in this report.
6. The names of food products herein defined usually agree with existing American trade or manufacturing usage, but where such usage is not clearly established or where trade names confuse two or more articles for which specific designations are desirable, preference is given to one of the several trade names applied.
7. Standards are based upon data representing materials produced under American conditions and manufactured by American processes or representing such varieties of foreign articles as are chiefly imported for American use.
8. The standards fixed are such that a departure of the articles to which they apply, above the maximum or below the minimum limit prescribed, is evidence that such articles are of inferior or abnormal quality.
9. The limits fixed as standard are not necessarily the extremes authentically recorded for the article in question, because such extremes are commonly due to abnormal conditions of production and are usually accompanied by marks of inferiority or abnormality readily perceived by the producer or manufacturer.

Fruit and Vegetables.

(Except fruit juices—fresh, sweet and fermented—and vinegars.)

1. Dried fruit is the clean, sound product made by drying mature, properly prepared fruit on trays or frames which yield to the product no harmful substance, and conforms in name to the fruit used in its preparation; sun-dried fruit is dried fruit made by drying without the use of artificial means; evaporated fruit is dried fruit made by drying with the use of artificial means.

2. Evaporated apples are evaporat-

ed fruit made from peeled and cored apples and contain not more than 27 per cent. of moisture.

(Standards for other dried fruits are in preparation.)

3. Canned fruit is the sound product made by sterilizing clean, sound, properly matured and prepared fresh fruit, by heating, with or without sugar (sucrose) and spices, and keeping in suitable hermetically sealed vessels, and conforms in name to fruit used in its preparation.

4. Preserve is the sound product made from clean, sound, properly matured and prepared fresh fruit, and a hot, thick sugar (sucrose) syrup, with or without spices; conforms in name to that of the fruit used; and in its preparation not less than 4 pounds of fruit are used to each 55 pounds of sugar.

5. Honey preserve is preserve in which honey is used wholly or in part in place of sugar (sucrose).

6. Glucose preserve is preserve in which glucose products are used wholly or in part in place of sugar (sucrose).

7. Jam (marmalade) is the sound product made from clean, sound, properly matured and prepared fresh fruit and sugar (sucrose), with or without spices, by boiling and reducing to a pulpy consistence; conforms in name to the fruit used; and in its preparation not less than 45 pounds of fruit are used to each 55 pounds of sugar. Suitable preparation involves the removal of the stem and calyx from currants, raspberries, blackberries and gooseberries; of stem, skin and seeds from grapes; of skin and core from apples, pears and quinces; and skin and stone from the stone fruits.

8. Glucose jam (glucose marmalade) is jam in which glucose products are used wholly or in part in place of sugar (sucrose).

9. Fruit butter is the sound product made from concentrated fruit juice and clean, sound, properly matured and prepared fruit, evaporated to a semi-solid mass of homogeneous consistence, with or without the addition of sugar and spices, and conforms in name to the fruit used in its preparation.

10. Glucose fruit butter is fruit butter in which glucose products are used.

11. Jelly is the sound product made by boiling clean, sound, properly matured and prepared fresh fruit with water, concentrating the expressed and strained juice, to which sugar (sucrose) is added, until on cooling and standing it forms a semi-solid, gelatinous mass. It conforms in name to the fruit used in its preparation.

Condiments (Except Vinegar).

1. A flavoring extract is the ethyl alcohol solution of the sapid and odorous principles derived from an aromatic plant, or parts of the plant, with or without its coloring matter, and conforms in name to the plant used in its preparation. Flavoring preparations bearing the names of pharmacopoeial tinctures, spirits of essences, conform to pharmacopoeial standards thereof.

2. Almond extract is the ethyl alcohol solution of oil of bitter almonds (a), free from hydrocyanic acid, and contains not less than 1 per cent. by volume of oil of bitter almonds.

a. Oil of bitter almonds, commercial, is the volatile oil obtained by macerating with water and subsequently treating by distillation the press-cake from the seeds of either the bitter almond (*Amygdalus communis* L.), the apricot (*Prunus armeniaca* L.), or the peach (*Amygdalus persica* L.).

* * *

5. Celery seed extract is the ethyl alcohol solution of oil of celery seed, (a)—and of the other alcohol-soluble matters of celery seed, if the extract has been prepared from the latter by percolation—and contains not less than 3 per cent. by volume of oil of celery seed.

a. Oil of celery seed is the volatile oil obtained from celery seed.

6. Cassia extract is the ethyl alcohol solution of the oil of cassia (a), and contains not less than 3 per cent. by volume of oil of cassia.

a. Oil of cassia is the volatile oil obtained from the leaves or bark of *Cinnamomum cassia* Bl. by distillation and subsequent rectification, and contains not less than 75 per cent. by weight of cinnamic aldehyde.

7. Cinnamon extract is the ethyl alcohol solution of oil of cinnamon (a), and contains not less than 3 per cent. by volume of oil of cinnamon.

a. Oil of cinnamon is the volatile oil obtained from the bark of the Ceylon cinnamon, *Cinnamomum zeylanicum* Breyne, by distillation and subsequent rectification, and contains not less than 75 per cent. by weight of cinnamic aldehyde and not more than 10 per cent. by weight of eugenol.

8. Clove extract is the ethyl alcohol solution of oil of cloves (a), and contains not less than 3 per cent. by volume of oil of cloves.

a. Oil of cloves is the volatile oil obtained by distillation from cloves.

* * *

10. Ginger extract is the ethyl alcohol solution obtained by the maceration and percolation of ground ginger, and contains, in each 100 cubic centimeters of the extract, the alcohol-soluble matters from 20 grains of ground ginger.

11. Lemon extract is the ethyl alcohol solution of oil of lemon (a)—and of the alcohol-soluble matters of the lemon-peel, if the extract has, in whole or in part, been prepared from the latter by maceration—and contains not less than 5 per cent. by volume of oil of lemon.

a. Oil of lemon is the volatile oil, obtained by expression or alcoholic solution, from the fresh peel of the lemon, *Citrus limonum* L., has a gyrodynat (20 deg. C.) of not less than + 60 deg., and contains not less than 7 per cent. by weight of citral.

12. Terpeneless extract of lemon is the ethyl alcohol solution prepared by shaking dilute alcohol with oil of lemon, and contains not less than three-tenths (0.3) per cent. by weight

of citral derived from the oil of lemon.

13. Mandarin extract is the ethyl alcohol solution of oil of mandarins (a)—and of the alcohol-soluble matters of the mandarin-peel, if the extract has, in whole or in part, been prepared from the latter by maceration—and contains not less than 5 per cent. by volume of oil of mandarins.

a. Oil of mandarins is the volatile oil, obtained by expression or alcoholic solution, from the fresh peel of the mandarin. *Citrus nobilis* Lour. has a specific gravity not exceeding 0.858 (15 deg. C.) and a gyrodynat not less than + 65 deg. (20 deg. C.).

14. Nutmeg extract is the ethyl alcohol solution of oil of nutmeg (a), and contains not less than 3 per cent. by volume of oil of nutmeg.

a. Oil of nutmeg is the volatile oil distilled from nutmegs.

15. Orange extract is the ethyl alcohol solution of oil of orange (a)—and of the alcohol-soluble matters of the orange peel, if the extract has, in whole or in part, been prepared from the latter by maceration—and contains not less than 5 per cent. by volume of oil of orange.

a. Oil of orange is the volatile oil, obtained by expression or alcoholic solution, from the fresh peel of the orange, *Citrus aurantium* L., has a specific gravity not exceeding .852 (15 deg. C.), and a gyrodynat not less than + 96 deg. (20 deg. C.).

16. Peppermint extract is the ethyl alcohol solution of oil of peppermint (b)—and of the alcohol-soluble matters of peppermint (a), if the extract has, in whole or in part, been prepared from the latter by maceration or percolation—and contains not less than 3 per cent. by volume of oil of peppermint.

a. Peppermint is the leaves and top of *Mentha piperita* L.

b. Oil of peppermint is the volatile oil obtained from peppermint, and contains not less than 50 per cent. of menthol, free and combined.

* * *

24. Tonka extract is the ethyl alcohol solution obtained by the maceration and percolation of tonka bean (a), previously triturated with sugar, and contains not less than 0.10 per cent. by weight of coumarin extracted from the tonka bean together with a corresponding proportion of the other alcohol-soluble matters thereof.

a. Tonka bean is the seed of *Coumarouna odorata* Aublet—*Dipteryx odorata* (Aubl.) Willd.

25. Vanilla extract is the ethyl alcohol solution obtained by the maceration and percolation of vanilla bean (a), previously triturated with sugar, and contains not less than 0.05 per cent. of vanillin extracted from the vanilla bean together with a corresponding proportion of the other alcohol-soluble matters thereof.

a. Vanilla bean is the dried, cured fruit of *Vanilla planifolia* Andrews.

26. Vanilla and tonka extract is a mixture of vanilla and tonka extracts, and contains not less than 0.03 per cent. of vanillin extracted from the manilla bean together with a corresponding proportion of the

other alcohol-soluble matters thereof.

Salt.

I. Table salt, dairy salt, factory-filled salt, is the product made by re-crystallizing crude salt, and contains, on a water-free basis, not more than 0.4 per cent. of calcium and magnesium chlorids.

Who Should Be Boss?

Once upon a time a youth, who had commenced to navigate the sea of matrimony, went to his father and said: "Father, who should be boss, I or my wife?"

Then the old man smiled and said: "Here are 100 chickens and a team of horses. Hitch up the horses, load the chickens into the wagon, and wherever you can find a man and his wife dwelling, stop and make enquiry as to who is the boss. Wherever you find a woman running things leave a chicken. If you come to a place where the man is in control, give him one of the horses."

After seventy-nine chickens had been disposed of he came to a house and made the usual enquiry.

"I'm the boss of this ranch," said the man.

"Got to show me."

So the wife was called and she affirmed her husband's assertion.

"Take whichever horse you want," was the boy's reply.

So the husband said: "I'll take the bay." But the wife didn't like the bay horse, and she called her husband aside and talked to him. He returned and said: "I believe I'll take the gray horse."

"Not much," said Missouri. "You will take a chicken."

Flint's Annual Cigar Output.

Flint, Nov. 14—There is one branch of industrial activity in Flint that has done much for the substantial up-building of the city in recent years, employing, as it does, a large number of skilled and well-paid workmen. Flint ranks to-day among the leading cities of the State in the manufacture of cigars, and it has earned that position through the investment of a large amount of capital in up-to-date plants and the production of a high grade of the weed that solaces. The local manufacturers find a ready market for their goods at home and some of them make extensive shipments to different parts of the State and more distant points.

The aggregate annual output of the different factories here now approximates something over 15,000,000 cigars, and the present prosperous condition of the industry gives promise of even larger figures than these next year.

Abe Davis has recently moved into modern equipped quarters in the new Smith block on Saginaw street, and Clasen, Streat & Co. have just let a contract for a new building which will be occupied by the firm as soon as it is completed.

A careful study of the past is a good guarantee of success in the future.

The only incorruptible public officer is a candidate.

Hardware Price Current

Table of hardware prices including Ammunition, Cartridges, Gun Wads, Loaded Shells, Paper Shells, Gunpowder, Shot, Augurs and Bits, Axes, Barrows, Bolts, Stove, Buckets, Butts, Cast, Chain, Crowbars, Chisels, Elbows, Expansive Bits, Files, Galvanized Iron, Gauges, Glass, Hammers, Hinges, Hollow Ware, Horse Nails, House Furnishing Goods, Stamped Tinware.

Table of iron and metal prices including Bar Iron, Light Band, Knobs, Levels, Metals-Zinc, Miscellaneous, Patent Planished Iron, Planes, Nails, Rivets, Roofing Plates, Sand Paper, Sash Weights, Sheet Iron, Shovels and Spades, Solder, Squares, Tin, Tin-Allway Grade, Tin-Melyn Grade, Tin-Allway Grade, Boiler Size Tin Plate, Traps, Wire, Wire Goods, Wrenches.

Crockery and Glassware

Table of crockery and glassware prices including Stoneware, Butters, Milkpans, Fine Glazed Milkpans, Stewpans, Jugs, Sealing Wax, Lamp Burners, Mason Fruit Jars, Lamp Chimneys, Anchor Carton Chimneys, Fine Flint Glass in Cartons, Lead Flint Glass in Cartons, Pearl Top in Cartons, Rochester in Cartons, Oil Cans, Lanterns, Coupon Books, Credit Checks.



Weekly Market Review of the Principal Staples.

Dress Goods—Jobbers are doing an excellent reorder business on fall goods. Buyers did not believe that the present season would be as active as late developments have shown, and consequently did not order as heavily in the first instance as they otherwise would have done. Now goods are needed, and badly needed at that. Requests are coming to hand for prompt deliveries, and on all goods on order urgent demands are being received for the immediate shipment of the same. Dress goods are being called for in large quantities, and buyers are complaining bitterly of the late deliveries on goods which were ordered early in the summer months.

Brown Cottons—As stocks of brown cottons have been reduced to a very low point the majority of sellers are holding their remaining spot stocks at higher prices than were ruling at the opening of the market. Some cloths are selling at a full half cent above the prices that buyers refused to pay no later than last week, and it is the opinion of the large commission merchants and selling agents that the top values have not been reached. It is the necessity of buyers to get goods for immediate and nearby delivery that is keeping the market firm from top to bottom.

Bleached Goods—Bleached goods have shown another advance of from $\frac{1}{4}$ to $\frac{1}{2}$ c, and yet it is believed that prices have not reached the limit. Business is exceedingly active, yet buyers can not obtain their full needs. Bleacheries continue very backward in deliveries and there are few or no spot goods on hand. The advances made in medium and low-grade bleached fabrics have been largely due to the large spring delivery business, which has been placed earlier than usual. It is presumed that this early business was brought about by buyers who can look into the future to a certain degree and make good profits on all their purchases. These early buyers no doubt will save one or two more advances that are likely to be made between now and February.

Fine White Goods—Continue in a satisfactory condition so far as the amount of business done is concerned. The spring orders placed by the larger houses have been excellent, and it is worth noting that deliveries are being asked for considerably in advance of the date promised. This may be attributed to the fact that those who placed these orders realize the condition of the market and fear the possibility of not getting the deliveries on time. Plain, sheer fabrics are very strong. India linons are particularly so. In some instances advances have lately been made on these, but only by such concerns as

did not previously bring up their prices to the market level. Lawns are selling very freely and batistes and mousselines are very close to the front. The demand for mercerized fabrics of every character is unusual. Plain goods, as well as fancy effects, are called for. In fancies neat effects in Swisses, batistes and other sheer fabrics are very strong for spring. Leno stripes are selling well, while mercerized satin damasks, stripes as well as figures, are in fair request.

Wash Goods—The tendency of fashion for spring is towards colored goods, and there seems now to be little question that these will be a factor in the situation. Wash goods of fine texture prevail. Printed lawns, batistes, mulls and muslins are all in line, and fine dress ginghams especially. Novelty ginghams look exceedingly well.

Broadcloth—Few, if any, of the domestic manufacturers expected or provided for the demand that has developed this fall on broadcloths, and as a result have been caught short. The mills are now running overtime in an effort to catch up with back orders that are long over due. Foreign markets have been visited by American buyers who failed to obtain goods here, and a very heavy business is being done by representatives in this market of French and English broadcloth manufacturers. Blacks are of course in heaviest demand, but the season is also proving an exceptionally good one on such colors as clarets, greens, plums, dark reds and shades of light blue, grays and maroons. Prices are very stiff on all goods, and those ranging from \$1.50 @2.50 per yard are being well taken. The largest business, however, is being done on goods selling at between \$1.50 and \$1.75.

Knit Goods—Hosiery and underwear for winter wear are also called for in quantities that exceed the stocks in sellers' hands, and quite a scramble is being indulged in by retailers who are short of goods needed to meet immediate and pressing requirements.

Recent Trade Changes in the Hoosier State.

Fort Wayne—The capital stock of the Fort Wayne Iron Store Co., which does a wholesale business, has been increased to \$25,000.

Fort Wayne—The Fort Wayne Paint & Wallpaper Co. has discontinued business at this place.

Hartford City—The house furnishing business formerly conducted by J. L. Hoover will be continued in future by the Hoover Furniture Co.

Huntington—Lulu B. Heckler is closing out her stock of dry goods.

Kingman—Inlow Bros. succeed R. A. Booe in the hardware business.

Lafayette—H. E. Glick is succeeded in the drug business by the Martin Graff Drug Co.

Muncie—John E. O'Hara, of the retail clothing firm of Keller, Bryce & Co., is dead.

Pierceton—Henry Hayes, of the firm of Hayes & Radcliff, grocers and meat dealers, is dead.

Pleasant Lake—Chadwick & Ransburg will continue the general mer-

chandise business formerly conducted by Chadwick, Ransburg & Co.

Rochester—Wm. F. DeMont & Son are succeeded in the grocery business by Harry and Jessie Chamberlain.

Rochester—Mrs. M. Caple succeeds McMahon Bros. in the grocery business.

Royal Center—E. T. Jester succeeds J. J. Schmidt in general trade.

Fort Wayne—Suit has been brought against Edith M. Shell, commission dealer in produce, for the amount of \$150.

Wanted—A Servant.

Good servants are much in demand in Washington as well as in other cities. Mrs. R. had searched long and vainly for a fairly good general servant, a colored one, and at last in despair she stopped an elderly colored woman who looked as if she might have been one of the antebellum house servants, and therefore a reliable one, and made known her wants.

"I want a girl who is trusty and a good cook. I am willing to put out most of our laundry work, and to give fair wages, but so far I haven't been able to engage one," said Mrs. R. "Don't you know of someone whom I can get?"

"Deed, no, lady, I don't," was the answer.

"Oh, dear," sighed Mrs. R., "what shall I do?"

"I dunno fuh shaw, lady, less'n you does as I has to—hire a white woman."

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.

BONDS For Investment

Heald-Stevens Co.

HENRY T. HEALD CLAUDE HAMILTON
President Vice-President

FORRIS D. STEVENS
Secy. & Treas.

Directors:

CLAUDE HAMILTON HENRY T. HEALD
CLAY H. HOLLISTER CHARLES F. ROOD
FORRIS D. STEVENS DUDLEY E. WATERS
GEORGE T. KENDAL

We Invite Correspondence

OFFICES:

101 MICHIGAN TRUST BLDG.
GRAND RAPIDS, MICHIGAN



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.

The Clerk Is Entitled To Greater Consideration.

Written for the Tradesman.

One can scarcely pick up a paper, nowadays, belonging to the commercial world without running amuck of advice, and advice, and then some, to the clerk to deal with more politeness with the customer, just as if it were always the customer who is the abuser and the clerk always the transgressor, whereas there is fully as much to be said on the other side, if not very much more.

I am a clerk myself, and so I speak by the book when I say that I know well the failings of either party. I always, if I have time, read everything I run across in this line so that I may better my service to the public, and by so doing make myself more valuable to my employer. In a way this is laudable on my part—commendable—and perhaps in another way it is “pure unadulterated” selfishness, for by enhancing my usefulness to my firm I am surely working for my own interest.

If one judged solely by the advice in the trade papers he would have only one view of the subject, for it is always inferred that the public have everything to endure from the one behind the counter, while really the one behind the counter is called upon to do much in the way of “long-suffering.”

Many and many a time have I hurried through with a customer in order to please a waiting lady with quick work, and get just nicely started in a sale with her, only to have her stop in the middle of a purchase by the interruption of a lady friend who happened along—“butted in,” as the children say—and got the customer's mind so completely divorced from the matter in hand that the transfer of a particular piece of goods was lost, let alone others that might follow. And I would have to stand supinely by and see business slipping through my fingers like water off a duck's back.

Then another cause for annoyance to the clerk is to have a woman in a monstrous hurry to be waited on, and just as soon as she gets your attention she will “lie down on her oars,” so to speak, and take up any amount of your time in puttering over a sale, while others who have come in since you began with her are standing impatiently waiting their chance to get what they came for. She will hurry you “like a house afire,” but you must be deliberation itself when she gets you.

Another bother: A woman seldom or never has her money in an accessible part of her paraphernalia—she always has to hunt, and hunt, and hunt for it, and she does this with scant apology, either. This prolonged searching has really become second nature to her, so that she looks upon your time she consumes as her very own, her perquisite, you might say.

And think of the many, many disappointments we have to suffer—why, their name is legion! How often and often we think we have a customer all worked up for a fine sale,

only to have it “flash in the pan” and turn out a fizzle. How often a lady says she “will come in again soon and decide about the goods” and that is the last you see of her for months at a stretch.

And how numerous the “sample fiend” gives us a “sample” of what one woman can do to harry a clerk. She never intends to buy. Getting samples has become a mania with her. Once acquired the habit stays by her. She is first cousin to the woman who informs you she “wants to see what her dressmaker will say”—who looks at goods merely to pass the time away when it hangs too heavily on her hands.

And so it goes. Every hour in the day appears to pile up our grievances until it seems as if we rather throw up our clerkship and “take to the tall timber.” We would prefer to cut logs in a lumber camp for a living.

We do not look for the millennium in our situation, but we certainly would enjoy life better if the buying public showed us just a little more consideration. A. R. B.

Recent Business Changes in the Buckeye State.

Alvordton—E. L. Rettig is succeeded by Rettig & Bricker in the hardware business.

Brookville—Dafler & Hay will be succeeded in the hardware and implement business by Hay & Finrock.

Brookville—Snorf & Roller will continue the confectionery and bakery business formerly conducted by J. C. Merritt.

Cincinnati—Samuel J. Oppenheimer, of the manufacturing clothing firm of Oppenheimer, Seasongood & Co., is dead.

Dayton—The Mead Pulp & Paper Co. succeeds the Mead Paper Co.

Columbus—Heald & Gatlin have discontinued their hardware business at this place.

Dayton—The business formerly transacted by the H. Gerdes Grocery Co. will be continued in future by the Dayton Grocery Co.

Dayton—Chas. Wasser succeeds C. O. Hoffman in the grocery business.

Dayton—H. E. Steifel succeeds F. B. Leach in the grocery business.

Dayton—D. Schuder succeeds Mrs. N. M. Teggert in the grocery and notion business.

Eaton—Mrs. M. L. Hunt is succeeded by John Conrad, who will continue the book and stationery business.

Orrville—G. R. Burdoin, of the firm of G. R. & J. A. Burdoin, jewelers, opticians and dealers in queensware, is dead.

Springfield—J. H. Garlough will continue the grocery business formerly conducted by Garlough & Cox.

Tontogany—Mrs. Martin Van Valkenburg has removed her millinery business to Grand Rapids.

Waynesville—May Louis is succeeded in the drug business by F. C. Schwartz.

Xenia—W. Clifford Sutton will continue the piano business formerly conducted by Drake & Sutton.

Cleveland—The Diamond Tea Co.

has uttered a bill of sale to E. N. Wahl.

After a Taste.

“Well,” demanded Miss Starvem, at the back door, “what do you want?”

“Why,” replied the tramp, “I seen you advertised ‘table board’ in this morning's paper”—

“Well?”

“Well, I tought, mebbe, yer wuz given out some samples.”

PILES

CURED

...without...

**Chloroform,
Knife or Pain**

Dr. Willard M. Burleson
103 Monroe St., Grand Rapids

Booklet free on application

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

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.



Michigan Knights of the Grip.
President, H. C. Klockseim, Lansing;
Secretary, Frank L. Day, Jackson; Treasurer, John B. Kelley, Detroit.

United Commercial Travelers of Michigan
Grand Counselor, W. D. Watkins, Kalamazoo; 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.

Some Things on Which Salesmanship Depends.

The primary characteristics needed by every commercial traveler are good appearance and appropriate dress. He should be enthusiastic and persistent in a gentlemanly way, genial, observing and very tactful. He should always satisfy himself that his personal appearance is as impressive as he can make it without appearing over-dressed. He must be careful not to be too enthusiastic, because he is liable to make assertions regarding his goods that he can not back up, but his ability to make an approach should be the first thing considered.

I have always made it a point in visiting a store to watch for my opportunity to approach the dealer. I prefer, first of all, to hear him address one of his salesmen or wait upon a customer before I approach him, for the reason that I can get an idea of the kind of a man he is, and know better where to strike first. I always shake hands with him if possible, and I always make sure that I am approaching the man I want to see.

I first enquire if this is Mr. Brown, and when he says it is, I then announce myself by saying, "I am Mr. Curry," and extend my hand, mentioning my firm's name also at the same time. I always endeavor to show by my action that I consider myself equal to the man I am addressing, because I have found that dealers much prefer to transact business with men who they feel are on an equality with them.

I always shake hands in the manner just mentioned with every man I can get to. If I approach a man who is behind an enclosure, with a pigeon hole in front of him, I certainly would not try to shake hands with him. Sometimes I get a very chilly shake, nevertheless it is a shake and I never pay any attention to the chilliness.

While a man absolutely must be able to talk well, the great talker is apt to talk too much. Now, in my own line—that of a specialty salesman—unless a man is a good and convincing talker he can not hope to succeed. In the past twelve years I have done nothing but handle specialties and introduce new goods, which is the hardest class of salesmanship. It is comparatively easy to sell a line of goods once they have been introduced. Therefore, a salesman who is not a brilliant talker in handling a staple line may be able to do as much business, provided he is very tactful in his approach and handling of the

question, as the man who is a fluent speaker.

The usual objection a dealer first makes when I call upon him to introduce a cereal is that he already has more than he wants. I tell him I do not doubt that, but that he is practically overstocked with one kind of goods only, and I believe he will agree with me when I explain to him what I mean. When I make such a statement it rather surprises him and he does not know just how to answer me, and I follow up by naming over the different kinds of cereal which are practically all the same thing and then proceed to show him that my cereal is so vastly different from the others that it really places it in a separate and distinct class from the others he has. In this way I simply wipe out what would otherwise be considered his strongest objection. I then proceeded to show him by detailed merit of the goods why my first statement to him was correct, and in proportion to my ability to hold his undivided attention and keep him interested until I can set forth the strong points of my goods, I establish his desire to possess them so firmly that I finally convince him he can not afford to be without my line.

I have always made it a point never to overload a retailer at the start, and I always impress upon his mind that it is not my object to load him with a lot of new goods, for I know, and state to him, that my article will suit his trade and I am sure he will buy a large quantity next time. By this line of argument I establish confidence, and you know confidence is essential in all transactions.

Of all the qualifications that a traveling salesman must possess, the one he should cultivate most assiduously is the power of observation. It is necessary for him to learn at a glance what men in other lines of business have time to find out leisurely. Coupled with observation a salesman must have perfect judgment, otherwise he would not know what to do even although he did observe.

Ordinarily I have heard traveling men say that the only way to become a judge of human nature is by experience, by meeting people; but, of course, you will understand that the mere meeting people will not make a judge of a man unless he had some rules of comparison.

By carefully studying every man he approaches, and comparing his individuality with other men who bear similar appearance, he will soon learn to judge accurately those whom he meets. For instance, in talking to a customer, the first thing that comes into my mind in studying him, is to compare him with some one of my acquaintance who looks like him in appearance, but is not like him in his actions or speech, and I endeavor to find out where the difference is. I usually find that there is some striking difference either in the expression of his eye, or the build of his face, or expression about the mouth, and I also find that the nose has a great deal to do with a man's general characteristics. I have noticed that where I find a man with good large ears, a broad, open countenance, and

a well-formed prominent nose, he is willing to listen to what I have to say, and will treat me as a business man should.

On the other hand, I have observed that a man with small ears, small eyes, a narrow forehead, a pug nose, is one who is suspicious, egotistical, usually very selfish and hard to do business with generally, and I can not always anticipate just what he means to do. As a rule a man of that kind will not talk.

I never compare goods unless the merchant suggests it himself, and when he does bring up other goods and I am forced to make a statement, I do it as logically and emphatically as possible without disparaging other goods, and return as quickly as possible to the subject of my own line. If a salesman allows a merchant to bring up arguments which will influence him he certainly can not expect to influence the merchant.

I had a funny incident happen to me some time ago in calling on a Swede groceryman. I went into the store and found him talking with a young fellow, but I soon discovered that he was merely a caller, and therefore I proceeded to state my business. At first I met with very strenuous opposition, as the Swede declared that he didn't want the goods and wouldn't have them, but I followed out my usual plan and finally landed him. After I had done so the young fellow turned to the Swede and said to him, "Why, I am surprised at you; I just heard you tell that other traveling man that you wouldn't buy a cereal from anybody and here you've given this man an order."

The Swede spoke up and said, "Wal, aye tell you how 'tis: Efery time I make obyection dis man he seem to know what aye'm goin't say, and by'm-bye aye haf no more objections and aye yust haf to buy the goods."—M. H. Curry in Salesmanship.

Don't Be a Kicker.

If your neighbor is prospering, let him prosper. Don't growl, grunt or grumble. Say a good word for him, and let him go at that. Don't be a kicker. Your turn will come. No one is the whole show. If you see the town is moving rapidly, feel proud of it. Help it along. Show a little push. Try to get some of the benefit yourself. Don't be wasting your time feeling sore because some one has more sense and success than you have. Do a little hustling yourself, and if you can say a good word for your town or its people, say it like a prince. If you are full of bile and disposed to say something mean, put a paddock on your mouth and keep it there until you get a hypodermic injection of the milk of human kindness. Don't be a kicker. No man ever made a dollar kicking but a professional ball player. No man ever helped himself up permanently by kicking his neighbor down. Give others a kind word, and give it freely. It won't cost you a penny, and remember you may want a good word some day. You may have thousands to-day and to-morrow be without the price of a shave. Don't be a

kicker. It doesn't pay. You can not afford it. There is nothing in it. If you want to throw something at somebody, throw cologne, and don't throw mud and brick-bats. If you feel that way you are the man that needs kicking. Whatever you do, don't allow yourself to become a chronic kicker. Let everybody push together and we'll be better and happier and live longer.—Furniture Worker.

A Proper Title.

"That doesn't seem to be a very good fountain pen you've got."

"No, it isn't."

"What's the name of it?"

"Union."

"Ah! I see; quite appropriate. It doesn't care whether it works or not."

One touch of graft makes all politicians kin.

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 26 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.

The Northern Book To Be Restored.

The announcement last Friday that the Pere Marquette, Grand Trunk, Ann Arbor, Pontiac, Oxford & Northern and D. & M. roads had withdrawn from the Central Passenger Association, to take effect Feb. 1, and that on that day they would put into effect a mileage book that would embody all the favorable features of the old Northern book, was received with rapturous applause by the traveling men of Michigan and, incidentally, by the employers of traveling men. The announcement was first made at a meeting of the Central Passenger Association at Chicago and was apparently promulgated without the previous knowledge of the other Michigan roads. In fact, the announcement was the cause of considerable bitterness on the part of the Lake Shore, Michigan Central and G. R. & I., because they had not been previously consulted by the seceding railroads. As the action of the seceders practically forces the other three roads to join issues, it is reasonable to expect that definite announcement will be made within a few days, but whether the other roads will adopt the Northern book or whether they will make the C. P. A. book good on the trains is as yet a debatable question. One or the other change will naturally be the outcome of the present situation, which has been somewhat complicated by the action of P. M. and associate roads in acting independently of the other roads. However, the action is very favorable to the traveling men, because it is a tacit acknowledgment on the part of the railroads that the demands of the traveling men are based on equity and fairness and that they are not asking for anything that they have not a right to expect at the hands of the railroads. The meeting arranged for December 9 will undoubtedly be held, at which time representatives of the various commercial bodies of the State will go to Chicago to discuss the situation with the Executive Committee of the Central Passenger Association.

Another outcome of the agitation is likely to be the adoption of a new form of mileage book for the traveling men who carry excess baggage. In some parts of the country these books are sold on the basis of \$10 for a \$12.50 book, but the Commissioner of the Central Traffic Association is considering the plan of issuing a \$30 book for \$20. This will not only be a great saving to the jobbing houses and manufacturers who are compelled to send out trunk salesmen, but it will assist the traveling men very materially in checking their baggage. It is not unusual for a traveling man to find a baggage agent, especially in a small town, who has not provided himself with change and, where the traveling man happens to have a bill of large denomination only, he has occasionally been held over a train or the baggageman has held the baggage until he could obtain the necessary change from the conductor on an in-coming train. All of this has resulted in more or less annoyance and inconvenience to the traveling man, as well as expense to the

house, and much friction and ill feeling have necessarily been engendered.

In this connection it may be stated that the railway officials belonging to the C. P. A. appear to be willing to grant almost any concession asked for except the one most vital to every traveling man—making the ticket good on the trains. Sops are thrown out to the jobbers and sly hints are tipped off to them to the effect that, if they will forsake the traveling men in this matter and compel them to use the exchange ticket feature, material concessions in other directions will be voluntarily forthcoming. To the credit of the jobbers, it may be stated that they turn a deaf ear to all entreaties of this character and refuse to be cajoled or seduced into abandoning the boys in their present fight for their rights. The jobbers and manufacturers can be depended upon to support the traveling men in this controversy and will stay by them as long as they hang together and work in harmony under the direction of Governor Warner.

The more the matter is discussed, the more thoroughly flimsy appears the argument of the railroads that it must have the exchange feature in order to avoid the avarice, cupidity and dishonesty of the railway conductors. The statement so loudly heralded by Commissioner Donald in his recent communication to the railroads acted as a boomerang, because the suggestion of dishonest conductors includes also the necessity of dishonest traveling men in connection therewith, and when the railroads openly assert that most of their conductors are dishonest, they necessarily infer that most of the traveling men are in the same class. As a matter of fact, the Tradesman does not believe that any considerable percentage of either conductors or traveling men are thieves. There are, unfortunately, dishonest men in both occupations, but the proportion of dishonest men is so small that it is manifestly unfair on the part of the railroads to undertake to punish the great majority for the sins and omissions of a small minority.

Late advices from the seat of war indicate that tremendous influence is being brought to bear on the Pere Marquette and associates to return to the fold of the C. P. A. under threat of discrimination of the most stringent character unless this is done. This programme will probably not result in accomplishing its purpose, because the Michigan roads who have arrayed themselves on the side of the Northern book have satisfied themselves that it is not possible to maintain the respect of the traveling men and the friendship of the shippers unless something is done to counteract the prejudice already engendered by the use of the C. P. A. book. It is not unlikely that the Lake Shore, Michigan Central and G. R. & I. will succeed in securing a special concession from the C. P. A., making that book good on the trains in Michigan. This might place the other roads who have espoused the cause of the Northern book at a disadvantage, because a good many transient traveling men

would then use the C. P. A. book wherever possible in traveling East and West through the State. Such an arrangement would serve as a powerful club over the heads of the seceding roads, but the traveling men and shippers can be depended upon to come to the rescue by favoring the roads who favor them.

Gripsack Brigade.

A. E. Curtis, (National Biscuit Co.), who has been confined to his home at Ludington for the past six months with Bright's disease, is failing very fast and a telegram to the house from Mrs. Curtis indicates that dissolution is not far off.

James J. McMahon, formerly with Cobbs & Mitchell, but for some time past Northern Michigan traveling representative for the National Biscuit Co., has been transferred to the territory formerly covered by the late Willis P. Townsend.

A Muskegon correspondent writes: A. D. Berry, who recently retired from his position as manager of the Leahy Company's stores, expects to open an office in Detroit, early in December, as a representative in this State of several large Eastern dry goods manufacturing firms. He will cover the trade four times a year.

A Big Rapids correspondent writes as follows: Edward H. Miles, who went to Cleveland last Wednesday to look up a position as traveling salesman, made arrangements with the firm of M. T. Silver & Co., a large cloak house, to start work for them the first of the year, with the choice of either Minnesota or Illinois for territory. Ed. starts work with a very nice salary, one of the largest given at the start. He expects to leave the city about Christmas. Up to that time he will remain in the employ of C. D. Carpenter. This morning he started out with a line of cloaks, going first to Mecosta, then he will make the other county towns. Ed. has been with Mr. Carpenter for nine years now, starting as errand boy and has been steadily climbing up the ladder of success.

Alarmed at losses, said to be due to the dishonesty of conductors, President Felton of the Alton Road has decided to employ train auditors to protect the company against speculations. An order has been promulgated which will place two men in charge of each Alton passenger train next Sunday. One of the men will be the regular conductor, while the other will be the collector, whose duty it will be to "work" the train and keep the accounts. The collectors, or train auditors, are paid a salary of \$100 a month and are regarded by the conductors as spies. Owing to the fact that the system is one of espionage President F. A. Delano of the Wabash recently abolished the department. The return to the espionage system by the Alton has aroused the men, who declare the charge of stealing is unfounded. In the President's office, however, it is insisted that the employment of collectors will save the company at least \$5,000 every month in addition to the salaries of the men.

Jim Hill, the good-natured conductor on the Ionia branch of the Pere

Marquette, between Ionia and Big Rapids, has had a good deal to say in favor of the C. P. A. mileage book, and a day or two before the Pere Marquette announced that it would dump the C. P. A. book on Nov. 30, Jim offered to wager two for one that the C. P. A. book would stay at least a year. Cornelius Crawford, who happened to be on the train, offered to take \$10 worth and A. S. Doak volunteered to do the same, but Jim happened to remember that he had urgent business in the next car and quietly retreated without making good and producing the money. Of course, Jim's activity in the interest of the road is commendable, but, in the light of what happened a day or two later, it proved to be ridiculous and naturally places Jim in a very unfavorable light with the boys on the road.

A favorite argument of the railroads connected with the C. P. A. is that as soon as the agents and conductors become more familiar with their work they will be able to handle the exchange ticket feature more expeditiously. As a matter of fact, the longer the book is used, the more difficult it is for the agents to do the work satisfactorily to the railroads, because of the irksome rules and red tape methods the railroads insist upon promulgating and enforcing. The editor of the Tradesman happened to be in Otsego last week and undertook to get an exchange ticket from the depot agent, who would naturally be expected to be somewhat proficient in issuing the exchange tickets, because the C. P. A. book has been in use on the Lake Shore for the past two or three years. It required fourteen minutes to make the exchange and a considerable number of other passengers stood in line awaiting the action of the agent. Both agents and conductors involuntarily say "damn" whenever the C. P. A. book is produced, and it goes without saying that its ultimate abandonment—or the abandonment of the obnoxious exchange feature—which is evidently a matter of only a few weeks, will be cheerfully welcomed and duly celebrated by both conductors and ticket agents.

In One Business Forty-Nine Years.

Frankfort, Nov. 21—The golden wedding of Mr. and Mrs. Thos. Watson was celebrated at their residence in this village last evening by about fifty of the pioneers. It was a complete surprise and an enjoyable time was had. The three married children were present, also thirteen grandchildren and two great grandchildren. After a bountiful supper, Hon. N. A. Parker made the presentation speech, when many presents were offered. Mr. Watson has been continuously in the undertaking business for forty-nine years, thirty-six years of which have been in this place. He is in his seventy-second year, is hale and hearty and very active, and attends to his calling in all kinds of weather personally. Mrs. Watson is 69. She has been a devoted wife and mother and has attended suffering humanity who were unable to get nurses in early times, and was always ready with a helping hand in times of distress.

DRUGS

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.

Dr. Wiley on Dangers of Commercialism.

In a recent address Dr. H. W. Wiley, of Washington, spoke on the above subject as follows: It may be represented to the pharmacist that a product which is not that which is required in a given instance is described as being of the same quality and usefulness and as serving the same purpose, and therefore as being a wholly proper substitute therefor. Since it can be offered at a very much reduced price, and sold at the same price as the genuine article, if the pharmacist is convinced of the truth of the representations made to him, he may fall a victim to this temptation. The very moment that this happens he commits a moral crime which, although in itself perhaps not threatening seriously in every case the health or welfare of the community, opens the door to a series of offenses of the same kind, which may end in the total degradation of the character of the wares which he keeps.

This leads us to the second factor in the relations of the pharmacist to his professional brethren which is of a very important character, namely, that for the sake of gaining trade it is highly reprehensible for the pharmacist so to reduce the price of an article as to temporarily make its sale unprofitable with the hope of establishing a trade therein and then raising the price to the profitable basis. Such practices as these are simply introducing into pharmacy the principles of the great trusts, which, by reason of the funds at their command, are able at will to depress the price of a commodity below the point of profit, and thus to crush and eradicate the weaker competitor. The very moment that the pharmacist depresses his prices below the point of profit, he enters on a career which threatens the existence of his profession. Better far to have no trade at all than trade of this kind. Naturally there is another extreme in this matter which must also be avoided. That is a union of pharmacists or an agreement between them to raise the prices

to an unwarrantable extent beyond the point of reasonable profit. Such a practice is just as reprehensible and just as dangerous to the profession as the one just mentioned. I believe in united effort, in organization, whether it be of labor or trade or manufacture, but the object of such organization should always be a legitimate one and never for the purpose of securing in any way a pecuniary advantage not commensurate with the value of the service offered.

Extent of Perfume Industry in Southern France.

In the southern part of France, which borders on the Mediterranean and extends between the Alps and the Rhone, the culture of flowers has developed into a great industry for the manufacture of perfumes. In the department of the Alpes-Maritimes the perfumery industry has probably made greater strides than in any other portion of France. Here are more than sixty factories, the total product of which is valued at more than four million dollars per year, and over fifteen hundred persons are constantly employed, without counting the multitude of harvest hands.

The more important harvests are those of the rose, 4,000,000 pounds; the orange flower, 5,000,000 pounds; the violet, 600,000 pounds; the jasmine, 1,200,000 pounds; the tuberose, 300,000 pounds; the geranium, 70,000 pounds, and the cassia, 300,000 pounds. If we consider the fact that all of these flowers are weighed without their stems it is evident that the quantity is enormous, and this fact will be still better appreciated when we say that in order to obtain two pounds of rose leaves no less than a thousand flowers are required, while a thousand bunches of violets, each with a diameter of more than a foot, furnish only forty pounds of flowers.

The flowers all go through a preliminary treatment of being placed in a cold room, and plants such as lavender, thyme, spike and mint, roots such as orris, fruits and woods are passed through cutting and macerating machines. After this has been done the perfume is extracted, the principal methods being distillation, maceration, enfleurage and by the use of solvents.

Distillation is only employed when the perfume is not injured by heat or steam. In this case the flowers and water are put in a great alembic and heated. After the water begins to boil it disorganizes the vegetable cells containing the perfume, and this is carried by the steam through the worm and condensed. There is thus obtained a mixture of water and perfume and it is merely necessary now to separate the two. The process of distillation, however, has the great disadvantage of frequently altering the perfume obtained, and, therefore, when it is desired to obtain finer extracts recourse must be had to other methods.

For maceration the flowers are thrown into a mass of fat melted and raised to a temperature of 65 degrees Centigrade and completely submerged, after several hours the perfume being incorporated with the

fat. The mass is then strained to get rid of the flowers, after which the latter are soaked in boiling water and compressed hydraulically. In this way all of the perfume is extracted.

In the enfleurage method frames are used the bottoms of which are glass. The frames are placed one above the other, small space being left between the glass plates. The fatty substance is spread on the glass, and the flowers are placed in direct contact with the fat. At the end of a certain time, which varies with the flowers, the perfume is absorbed by the fat, after which the flowers are renewed until the pomade is of the desired strength.

A third method is that of volatile solvents. In general the dissolvent employed is an ether of refined petroleum. The apparatus used are of different forms, but they must all contain an extractor, into which the flowers are placed cold with the dissolvent, a decanter where the water contained in the flowers is separated from the mixture, a distilling alembic which forces the dissolvent back through the flowers, and a certain number of reservoirs in which the dissolvent is kept, in a pure state or charged with perfume. The dissolvent after being charged with the perfume evaporates and leaves behind the essential oil. This method is by far the best. In the single department of the Alpes-Maritimes the annual production is 800,000 pounds of pomade and 4,000,000 quarts of extracts.

The Drug Market.

Opium—Is dull and weak.
 Morphine—Is unchanged.
 Quinine—Is weak at the decline of 1c per ounce.
 Bayberry Wax—Is very scarce and has advanced.
 Cantharides—Are very firm and advancing.
 Cocaine—On account of foreign manufacturers renewing their agreement higher prices are looked for.
 Haarlem Oil—Is about out of the market.
 Menthol—Is dull and weak. Prices are lower.
 Nitrate Silver—Has advanced on account of higher price for bullion.
 Juniper Berries—Continue to advance. Higher prices are expected as the crop is short.
 Oil Anise—Is higher on account of the advance in the primary market.
 Oil Cassia—Has also advanced.
 Oil Orange—Is very firm and advancing.
 American Saffron Flowers—Have advanced on account of stocks being concentrated.
 Gum Camphor—Is very firm at the advanced prices.
 Russian Hemp Seed—Has advanced and is tending higher.
 Gum Shellac—Has advanced.

Cultivate Your Neighbors.

It pays to be on friendly terms with the other stores on your block. They often have enquiries about goods that are in your line. Just think over the frequency with which you direct people to some other store for things that

you do not keep. Drop into the other stores and visit a little occasionally and take time to be hospitable when the other merchants come into your place. Any merchant will take pains to direct buyers to the store of a personal friend. The friendship of the neighboring stores will go a long way toward helping along your business. It pays to be friends with everybody, anyway, on general principles.

Importance of an Early Start.

An early start will often save an immense amount of labor. The man who starts behind has his work cut out for him from the word "go," and by the time he is up even with the other fellows he is pretty apt to be so nearly blown that they will not find him very hot competition. If you want to get the business on seasonable goods don't wait for someone else to get the name of having them on hand. Be the first, the very first, to announce the arrival of your stock. It is the early bird that catches the worm.



**DOROTHY
VERNON**

the
distinctively
rare
Perfume
In Bulk or
Holiday
Packages

Direct or through wholesale druggists.

The Jennings Perfumery Co.
 Manufacturers and Sole Owners
 Grand Rapids

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.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Acidum	Copaiba1 15@ 25	Seillae Co @ 50
Aceticum 6@ 8	Cubebae1 20@ 30	Tolutan @ 50
Benzoicum, Ger. 70@ 75	Evechthitos1 00@ 10	Prunus virg @ 50
Boracic 2@ 17	Erigeron1 00@ 10	Tinctures
Carbolicum 26@ 29	Gaultheria2 25@ 35	Ancontum Nap's R 60
Citricum 42@ 45	Geraniumoz 75	Ancontum Nap's F 50
Hydrochlor 3@ 5	Gossippi Sem gal 50@ 60	Aloes 60
Nitrosum 8@ 10	Hedeoma1 60@ 70	Arnica 50
Oxalicum 10@ 12	Juniper1 40@ 20	Aloes & Myrrh 60
Phosphorium, dil. @ 15	Lavendula 90@ 25	Asafoetida 50
Salicylicum 42@ 45	Limonis 90@ 10	Atrope Belladonna 50
Sulphuricum 1 1/2@ 5	Mentha Piper 3 00@ 25	Auranti Cortex 50
Tannicum 75@ 80	Mentha Verid 5 00@ 50	Benzoin 60
Tartaricum 38@ 40	Morrhuae gal1 25@ 150	Benzoin Co 50
Ammonia	Myrica3 00@ 50	Barosma 50
Aqua, 18 deg. 4@ 6	Olive 75@ 30	Cantharides 75
Aqua, 20 deg. 6@ 8	Picis Liquida 10@ 12	Capiscum 50
Carbonas 13@ 15	Picis Liquida gal @ 35	Cardamon 75
Chloridum 12@ 14	Ricina 92@ 96	Cardamon Co 75
Aniline	Rosmarini @ 100	Castor 1 00
Black 2 00@ 25	Rosae oz 5 00@ 60	Catechu 50
Brown 80@ 100	Succini 40@ 45	Cinchona 50
Red 45@ 50	Sabina 90 1 00	Cinchona Co 60
Yellow 2 50@ 3 00	Santal 2 25@ 4 50	Columbia 50
Baccae	Sassafras 75@ 80	Cubebae 50
Cubebae po 20	Sinapis, ess, oz. 75@ 85	Cassia Acutifol Co 50
Juniperus 7@ 8	Tigill 1 10@ 20	Cassia Acutifol Co 50
Xanthoxyllum 30@ 35	Thyme 40@ 50	Digitalis 50
Balsamum	Thyme, opt @ 60	Ergot 50
Copaiba 45@ 50	Theobromas 15@ 20	Ferri Chloridum 35
Peru @ 1 50	Potassium	Gentian 50
Terabin, Canada 60@ 65	Bi-Carb 15@ 18	Gentian Co 60
Tolutan 35@ 40	Bichromate 13@ 15	Guaiaca 50
Cortex	Bromide 25@ 30	Guaiaca ammon 60
Abies, Canadian 18	Carb 12@ 15	Hyoscyamus 50
Cassiae 20	Chlorate 12@ 14	Iodine 75
Cinchona Flava 18	Cyanide 34@ 38	Iodine, colorless 75
Buonymus atro. 30	Iodide 3 60@ 3 65	Kino 50
Myrica Cerifera 20	Potassa, Bitart pr 30@ 32	Lobelia 50
Prunus Virginl. 15	Potass Nitras opt 7@ 10	Myrrh 50
Quillaja, gr'd 12	Potass Nitras 6@ 8	Nux Vomica 50
Sassafras po 25	Prussiate 23@ 26	Opil 75
Ulmus 40	Sulphate po 15@ 18	Opil, camphorated 50
Extractum	Radix	Opil, deodorized 1 50
Glycyrrhiza Gla. 24@ 30	Aconitum 20@ 25	Quassia 50
Glycyrrhiza, po. 28@ 30	Althae 30@ 33	Rhatany 50
Haematox 11@ 12	Anchusa 10@ 12	Rhel 50
Haematox, 1s 13@ 14	Arum po @ 25	Sanguinaria 50
Haematox, 1/2s 14@ 15	Calamus 20@ 40	Serpentaria 50
Haematox, 1/4s 16@ 17	Gentiana po 15 12@ 15	Stromonium 60
Ferru	Glycyrrhiza pv 15 16@ 18	Tolutan 60
Carbonate Precip. 15	Hydrastis, Canada 1 90	Valerian 60
Citrate and Quina 2 00	Hydrastis, Can. po @ 2 00	Veratrum Veride 50
Citrate Soluble 55	Hellebore, Alba. 12@ 15	Zingiber 20
Ferrocyanidum S 40	Inula, po 18@ 22	Miscellaneous
Solut. Chloride 15	Ipecac, po 2 25@ 2 25	Aether, Spts Nit 3f 30@ 35
Sulphate, com'l 2	Iris plox 35@ 40	Aether, Spts Nit 4f 34@ 38
Sulphate, com'l, by 7	Jalapa, pr 25@ 30	Alumen, grd po 7 3@ 4
bbl. per cwt. 70	Maranta, 1/4s @ 35	Annatto 40@ 50
Sulphate, pure 7	Podophyllum po. 15@ 18	Antimoni, po 4@ 5
Flora	Rhel 75@ 100	Antimoni et po T 40@ 50
Arnica 15@ 18	Rhel, cut 1 00@ 1 25	Antipyrin @ 25
Anthemis 22@ 25	Rhel, pv 75@ 100	Antifebrin @ 20
Matricaria 30@ 35	Spigella 30@ 35	Argenti Nitras oz 50
Folia	Sanuginari, po 18 50@ 55	Arsenicum 10@ 12
Barosma 25@ 30	Serpentaria 50@ 55	Balm Gilead buds 60@ 65
Cassia Acutifol 15@ 20	Senega 85@ 90	Bismuth S N 2 80@ 2 85
Tinnevelly 15@ 20	Smilax, off's H. @ 40	Calcium Chlor, 1s @ 9
Cassia, Acutifol 25@ 30	Smilax, M @ 25	Calcium Chlor, 1/2s @ 10
Salvia officinalis 18@ 20	Scillae po 35 10@ 12	Calcium Chlor, 1/4s @ 12
Uva Ursi 8@ 10	Symplocarpus @ 25	Cantharides, Rus @ 175
Gummi	Valeriana Eng 15@ 20	Capsici Fruc's af @ 20
Acacia, 1st pld. @ 65	Valeriana, Ger. 12@ 14	Capsici Fruc's po @ 15
Acacia, 2nd pld. @ 45	Zingiber a 12@ 14	Cap'i Fruc's B po 20@ 22
Acacia, 3rd pld. @ 35	Zingiber j 16@ 20	Carophyllum 20@ 22
Acacia, sifted sts. @ 28	Semen	Carmine, No. 40. @ 4 25
Acacia, po. 45@ 65	Anisum po 20. @ 16	Cera Alba 50@ 55
Aloe Barb 22@ 25	Aplum (gravel's) 13@ 15	Cera Flava 40@ 42
Aloe, Cape @ 25	Bird, 1s 4@ 6	Crocus 1 75@ 1 80
Aloe, Socotri @ 45	Carul po 15 10@ 11	Cassia Fructus @ 35
Ammoniac 55@ 60	Cardamon 70@ 90	Centrarla @ 10
Asafoetida 35@ 40	Cardamum 12@ 14	Cataceum @ 35
Benzoinum 50@ 55	Cannabis Sativa 7@ 8	Chloroform 32@ 52
Catechu, 1s @ 13	Cydonium 75@ 100	Chloro'm Squibbs @ 90
Catechu, 1/2s @ 14	Chenopodium 25@ 26	Chloral Hyd Crs1 35@ 60
Catechu, 1/4s @ 16	Dipterix Odorate. 80@ 100	Chondrus 20@ 25
Comphorae 93@ 99	Foeniculum @ 18	Cinchonidine P-W 38@ 48
Euphorbium @ 40	Foenugreek, po. 7@ 9	Cinchonid'e Germ 38@ 48
Galbanum @ 100	Lini 4@ 6	Cocaine 3 80@ 4 00
Gamboge po 1 25@ 1 35	Lini, grd. bbl. 2 1/2 3@ 6	Corks list D P Ct. 75
Gualacum po 35	Lobelia 75@ 80	Cresotum @ 45
Kino po 45c	Pharlaris Cana'n 9@ 10	Creta bbl 75 @ 2
Mastic @ 45	Rapa 5@ 6	Creta, prep @ 5
Myrrh po 50	Sinapis Alba 7@ 9	Creta, precip 9@ 11
Oil 40@ 50	Sinapis Nigra 9@ 10	Creta, Rubra @ 8
Shellac 50@ 60	Spiritus	Crocus 1 20@ 1 30
Shellac, bleached 50@ 60	Frumenti W D. 2 00@ 2 50	Cudbear @ 24
Tragacanth 70@ 1 00	Frumenti 1 25@ 1 50	Cupri Sulph 6@ 8
Herba	Juniperis Co O T 1 65@ 2 00	Dextrine 7 10
Absinthium 4 50@ 4 60	Juniperis Co 1 75@ 3 50	Emery, all Nos. @ 8
Eupatorium oz pk 25	Saccharum N E 1 90@ 2 10	Emery, po @ 6
Lobelia oz pk 25	Spt Vini Galli 1 75@ 6 50	Ergota po 65 @ 60
Majorum oz pk 28	Vini Oporto 1 25@ 2 00	Ether Sulph 70@ 80
Menra Pip. oz pk 23	Vina Alba 1 25@ 2 00	Flake White 12@ 15
Menra Ver. oz pk 28	Sponges	Galla @ 23
Rue oz pk 39	Florida Sheeps' wool 3 00@ 3 50	Gambler 8@ 9
Tanacetum V. 22	Nassau sheeps' wool 3 50@ 3 75	Gelatin, Cooper @ 60
Thymus V. oz pk 25	carriage 3 50@ 3 75	Gelatin, French 35@ 60
Magnesia	Velvet extra sheeps' @ 2 00	Glassware, fit box 70
Calcined, Pat 55@ 60	wool, carriage. @ 2 00	Less than box 70
Carbonate, Pat. 18@ 20	Extra yellow sheeps' @ 1 25	Glue, brown 11@ 13
Carbonate, K-M. 18@ 20	wool carriage @ 1 25	Glue white 15@ 25
Carbonate 18@ 20	Grass sheeps' wool, @ 1 25	Glycerina 13 1/2@ 18
Oleum	carriage @ 1 25	Grana Paradisi @ 25
Absinthium 4 90@ 5 00	Hard, slate use. @ 1 00	Humulus 35@ 60
Amygdalae, Dulc. 50@ 60	Yellow Reef, for @ 1 40	Hydrarg Ch Mt @ 95
Amygdalae, Ama 8 00@ 8 25	slate use @ 1 40	Hydrarg Ch Cor @ 90
Anisi 1 75@ 1 80	Syrups	Hydrarg Ox Ku'm @ 1 05
Auranti Cortex 2 40 2 50	Acacia @ 50	Hydrarg Ammo'l @ 1 15
Bergamit 2 50@ 2 60	Auranti Cortex @ 50	Hydrarg Ungue'm 50@ 60
Cajuputi 85@ 90	Zingiber @ 50	Hydrargyrum @ 75
Caryophilli 1 15@ 1 25	Ipecac @ 60	Ichthyobolla, Am. 90@ 100
Cedar 50@ 90	Ferri Iod @ 50	Indigo 75@ 100
Chenonadil 75@ 4 00	Rhel Arom @ 50	Iodine, Resubi 4 85@ 4 90
Cinnamoni 1 15@ 1 25	Smilax Off's 50@ 60	Iodoform 4 90@ 5 00
Citronella 60@ 65	Senega @ 60	Lupulin @ 40
Conium Mac 80@ 90	Scillae @ 50	Lycopodium 85@ 90

Liquor Arsen et Hydrarg Iod @ 25	Rubia Tinctorum 12@ 14	Vanilla 9 00@ 8
Liq Potass Arsinit 10@ 12	Saccharum La's 22@ 25	Zinci Sulph 7@ 8
Magnesia, Sulph. 2@ 3	Salacin 4 50@ 4 75	Oils
Magnesia, Sulph bbl 1 1/2@ 15	Sanguis Drac's 40@ 50	bbl. gal.
Mannia, S F 45@ 50	Sapo, W 12@ 14	Whale, winter 70@ 70
Menthol 3 30@ 3 40	Sapo, M 10@ 12	Lard, extra 70@ 80
Morphia, S P & W2 35@ 2 60	Sapo, G @ 15	Lard, No. 1 60@ 65
Morphia, Mal. 2 35@ 2 60	Seidlitz Mixture 20@ 22	Linseed, pure raw 37@ 42
Moschus Canton. @ 40	Sinapis @ 18	Linseed, boiled 38@ 43
Muristica, No. 1 28@ 30	Sinapis, opt @ 30	Neat's-foot, w str 65@ 70
Nux Vomica po 1s @ 10	Snuff, Maccaboy, @ 51	Spts. Turpentine Market
Os Sepia 25@ 28	DeVoes @ 51	Paints
Pepsin Saac, H & P D Co @ 1 00	Snuff, S'h DeVo's @ 51	bbl. L.
Picis Liq N N 1/2 gal doz @ 2 00	Soda, Boras 9@ 11	Red Venetian 1 1/2@ 2 @ 3
Picis Liq qts @ 1 00	Soda, Boras, po. 9@ 11	Ochre, yel Mars 1 1/2@ 2 @ 4
Picis Liq. pints. @ 50	Soda et Pot's Tart 25@ 28	Ochre, yel Ber 1 1/2@ 2 @ 3
Pil Hydrarg po 80 @ 50	Soda, Carb 1 1/2@ 2	Putty, commer' 1 1/2@ 2 1/2@ 3
Piper Nigra po 25 @ 30	Soda, Bi-Carb 3@ 5	Putty, strictly pr 1 1/2@ 2 1/2@ 3
Piper Alba po 35 @ 30	Soda, Ash 3 1/2@ 4	Vermillion, Prime 13@ 15
Pix Burgum @ 8	Soda, Sulphas @ 2	Vermillion, Eng. 75@ 80
Pulvis Ip'e et Opil 1 30@ 1 50	Spts, Cologne @ 2 60	Green, Paris 14@ 18
Pyrethrum, bxs H & P D Co. doz @ 75	Spts, Ether Co. 50@ 55	Green, Peninsular 13@ 16
Pyrethrum, pv 20@ 25	Spts, Myrcia Dom @ 2 00	Lead, red 6 1/2@ 7
Quassia 8@ 10	Spts, Vini Rect bbl @	Lead, white 6 1/2@ 7
Quina, S P & W. 21@ 31	Spts, Vi'l Rect 1/2b @	Whiting, white S'n @ 90
Quina, S Ger. 21@ 31	Spts, Vi'l R't 10 gl @	Whiting, Gilders' @ 95
Quina, N. Y. 21@ 31	Spts, Vi'l R't 5 gal @	White, Paris Am'r @ 1 25
	Strychnia, Cryst'l 1 05@ 1 25	Whit'g Paris Eng @ 1 40
	Sulphur Subl 2 1/2@ 3 1/2	cliff @ 1 40
	Sulphur, Roll 2 1/2@ 3 1/2	Universal Prep'd 1 10@ 1 20
	Tamarinds 8@ 10	Varnishes
	Terebenth Venice 28@ 30	No. 1 Turp Coach 10@ 1 20
	Therobromae 45@ 50	Extra Turp 1 60@ 1 70

Freezable

Goods

Now is the time to stock

Mineral Waters

Liquid Foods

Malt Extracts

Butter Colors

Toilet Waters

Hair Preparations

Inks, Etc.

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

Table listing various market categories such as Axle Grease, Bath Brick, Brooms, Butter Color, Canned Goods, Carbon Oils, Catsup, Cheese, Chewing Gum, Chicory, Chocolate, Clothes Lines, Cocoa, Coconut, Cocoa Shells, Coffee, Crackers, Dried Fruits, Farinaceous Goods, Fish and Oysters, Fishing Tackle, Flavoring Extracts, Fly Paper, Fresh Meats, Fruits, Gelatine, Grain Bags, Grains and Flour, Herbs, Hides and Pelts, Indigo, Jelly, Licorice, Lye, Meat Extracts, Molasses, Mustard, Nuts, Olive, Pipes, Pickles, Playing Cards, Potash, Provisions, Rice, Salad Dressing, Salaratus, Sal Soda, Salt, Salt Fish, Seeds, Shoe Blacking, Snuff, Soap, Soda, Spices, Starch, Sugar, Syrups, Tea, Tobacco, Twine, Vinegar, Washing Powder, Wicking, Woodenware, Wrapping Paper, and Yeast Cake.

Table listing various commodity prices under categories 1 and 2. Category 1 includes Axle Grease, Baked Beans, Bath Brick, Brooms, Butter Color, Candles, Carbon Oils, Canned Goods, Cheeses, Chicory, Chocolate, Clothes Lines, Cocoa, Coconut, Cocoa Shells, Coffee, Crackers, Dried Fruits, Farinaceous Goods, Fish and Oysters, Fishing Tackle, Flavoring Extracts, Fly Paper, Fresh Meats, Fruits, Gelatine, Grain Bags, Grains and Flour, Herbs, Hides and Pelts, Indigo, Jelly, Licorice, Lye, Meat Extracts, Molasses, Mustard, Nuts, Olive, Pipes, Pickles, Playing Cards, Potash, Provisions, Rice, Salad Dressing, Salaratus, Sal Soda, Salt, Salt Fish, Seeds, Shoe Blacking, Snuff, Soap, Soda, Spices, Starch, Sugar, Syrups, Tea, Tobacco, Twine, Vinegar, Washing Powder, Wicking, Woodenware, Wrapping Paper, and Yeast Cake. Category 2 includes Plums, Pineapple, Pumpkin, Raspberries, Russian Caviar, Salmon, Sardines, Shrimps, Succotash, Strawberries, Tomatoes, Carbon Oils, Cereals, Breakfast Foods, Rolled Oats, Cracked Wheat, Catsup, Cheese, and Cheung Gum.

Table listing commodity prices under categories 3 and 4. Category 3 includes Black Jack, Largest Gum Made, Sen Sen, Sen Sen Breath Perf., Sugar Leaf, Yucatan, Chicory, Cocoa, and Coffee. Category 4 includes Kream Klips, Lady Fingers, Lem Yon, Lemonade, Lemon Gems, Lemon Biscuit Sq., Lemon Wafer, Lemon Cookie, Malaga, Mary Ann, Marshmallow Walnuts, Marshmallow Creams, Muskegon Branch, Moss Jelly Bar, Molasses Cakes, Mixed Picnic, Mich. Frosted Honey, Mich. Coconut Fstd., Honey, Newton, Nu Sugar, Nic Nacs, Oatmeal Crackers, Orange Slices, Orange Gems, Penny Cakes, Asst., Pineapple Honey, Pretzels, Hade Md., Pretzellettes, Hand Md., Pretzellettes, Mac Md., Raisen Cookies, Revere, Assorted, Richmond, Scotch Cookies, Snowdrop, Spiced Gingers, Spiced Gingers, Iced, Spiced Sugar Tops, Sultana Fruit, Sugar Cakes, Sugar Squares, large or small, Superba, Sponge Lady Fingers, Urchins, Vanilla Wafers, Vienna Crimp, Whitehall, Waverly, Water Crackers (Bent & Co.), Zanzibar, In-cr Seal Goods, Almond Bon Bon, Albert Biscuit, Animals, Bremner's But. Wafers, Butter Thin Biscuit, Cheese Sandwich, Coconut Macarons, Cracker Meal, Faust Oyster, Five O'clock Tea, Frosted Coffee Cake, Frotana, Ginger Snaps, N. B. C., Graham Crackers, Lemon Snaps, Marshmallow Dainties, Oatmeal Crackers, Oysterettes, Pretzellettes, H. M., Royal Toast, Saltine, Saratoga Flakes, Seymour Butter, Soda, Select, Soda, Select, Spongia Lady Fingers, Sultana Fruit Biscuit, Uneeda Biscuit, Uneeda Jinger Wayfer, Uneeda Milk Biscuit, Vanilla Wafers, Water Thin, Zu Zu Ginger Snaps, Zwieback, Cream Tarter, Barrels or drums, Boxes, Square cans, Fancy caddies, Dried Fruits, Apples, Evaporated, California Prunes, Oyster, Sweet Goods, Animals, Atlantic, Assorted, Bagley Gems, Belle Isle Picnic, Brittle, Cartwheels, S & M., Currant Fruit, Cracknels, Coffee Cake, N. B. C., plain or iced, Coconut Taffy, Cocoa Bar, Chocolate Drops, Cocoa Drops, Coconut Macarons, Dixie Cookie, Fruit Honey Squares, Frosted Cream, Fluted Coconut, Fig Sticks, Ginger Gems, Graham Crackers, Ginger Snaps, N. E. C., Hazelnut, Honey Cake, N. B. C., Honey Fingers As. Ice, Honey Jumbles, Household Cookies, As., Iced Honey Crumpets, Imperial, Jersey Lunch, Jamaica Gingers.

Table listing commodity prices under categories 5 and 6. Category 5 includes Hominy, Pearl, 200lb. sack, Pearl, 100lb. sack, Maccaroni and Vermicelli, Domestic, 10lb. box, Imported, 25lb. box, Pearl Barley, Common, Chester, Empire, Peas, Green, Wisconsin, bu., Green, Scotch, bu., Split, lb., Sage, East India, German, sacks, German, broken pkg., Tapioca, Flake, 110lb. sacks, Pearl, 100lb. sacks, Pearl, 24lb. pkgs., Flavouring Extracts, Focote & Jenks, Coleman's Van. Lem., 2 oz. Panel, 3 oz. Taper, No. 4 Rich, Blake, 2 00 1 50, Jennings, Terpeness Ext. Lemon, No. 2 Panel D. C., No. 4 Panel D. C., No. 6 Panel D. C., Taper Panel D. C., 1 oz. Full Meas. D. C., 2 oz. Full Meas. D. C., 4 oz. Full Meas. D. C., Jennings, Mexican Extract Vanilla, No. 2 Panel D. C., No. 4 Panel D. C., No. 6 Panel D. C., Taper Panel D. C., 1 oz. Full Meas. D. C., 2 oz. Full Meas. D. C., 4 oz. Full Meas. D. C., No. 2 Assorted Flavors, Grain Bags, Amoskeag, 100 in bale, 19, Amoskeag, less than bl 19, Grains and Flour, Wheat, No. 1 White, No. 2 Red, Winter Wheat Flour, Local Brands, Patents, Second Patents, Straight, Second Straight, Clear, Graham, Buckwheat, Rye, Subject to usual cash discount, Flour in barrels, 25c per barrel additional, Worden Grocer Co.'s Brand, Quaker, paper, Quaker, cloth, Spring Wheat Flour, Roy Baker's Brand, Golden Horn, family, Golden Horn, bakers, Calumet, Dearborn, Pure Rye, dark, Clark-Jewell-Wells Co.'s, Delivered, Gold Mine, 1/8 cloth, Gold Mine, 1/4 cloth, Gold Mine, 1/2 cloth, Gold Mine, 3/4 cloth, Gold Mine, 1/8 paper, Gold Mine, 1/4 paper, Gold Mine, 1/2 paper, Gold Mine, 3/4 paper, Judson Grocer Co.'s Brand, Ceresota, 1/8, Ceresota, 1/4, Ceresota, 1/2, Ceresota, 3/4, Lemon & Wheeler's Brand, Wingold, 1/8, Wingold, 1/4, Wingold, 1/2, Wingold, 3/4, Pillsbury's Brand, Best, 1/8 cloth, Best, 1/4 cloth, Best, 1/2 cloth, Best, 3/4 cloth, Best, 1/8 paper, Best, 1/4 paper, Best, 1/2 paper, Best, 3/4 paper, Worden Grocer Co.'s Brand, Laurel, 1/8 cloth, Laurel, 1/4 cloth, Laurel, 1/2 cloth, Laurel, 3/4 cloth, Laurel, 1/8 paper, Laurel, 1/4 paper, Laurel, 1/2 paper, Laurel, 3/4 paper, Wykes-Schroeder Co., Sleepy Eye, 1/8 cloth, Sleepy Eye, 1/4 cloth, Sleepy Eye, 1/2 cloth, Sleepy Eye, 3/4 cloth, Sleepy Eye, 1/8 paper, Sleepy Eye, 1/4 paper, Sleepy Eye, 1/2 paper, Sleepy Eye, 3/4 paper, Meal, Bolted, Golden Granulated, St Car Feed screened, No. 1 Corn and Oats, Corn, Cracked, Corn Meal, coarse, Oil Meal, new proc., Oil Meal, old proc., Winter Wheat Bran, Winter Wheat mid'ng, Cow Feed, Car lots, Corn, Corn, old, Corn, new, Hay, No. 1 timothy car lots, No. 1 timothy ton lots.

Table listing commodity prices under categories 7 and 8. Category 7 includes Flour, No. 1, No. 2, No. 3, No. 4, No. 5, No. 6, No. 7, No. 8, No. 9, No. 10, No. 11, No. 12, No. 13, No. 14, No. 15, No. 16, No. 17, No. 18, No. 19, No. 20, No. 21, No. 22, No. 23, No. 24, No. 25, No. 26, No. 27, No. 28, No. 29, No. 30, No. 31, No. 32, No. 33, No. 34, No. 35, No. 36, No. 37, No. 38, No. 39, No. 40, No. 41, No. 42, No. 43, No. 44, No. 45, No. 46, No. 47, No. 48, No. 49, No. 50, No. 51, No. 52, No. 53, No. 54, No. 55, No. 56, No. 57, No. 58, No. 59, No. 60, No. 61, No. 62, No. 63, No. 64, No. 65, No. 66, No. 67, No. 68, No. 69, No. 70, No. 71, No. 72, No. 73, No. 74, No. 75, No. 76, No. 77, No. 78, No. 79, No. 80, No. 81, No. 82, No. 83, No. 84, No. 85, No. 86, No. 87, No. 88, No. 89, No. 90, No. 91, No. 92, No. 93, No. 94, No. 95, No. 96, No. 97, No. 98, No. 99, No. 100. Category 8 includes Flour, No. 1, No. 2, No. 3, No. 4, No. 5, No. 6, No. 7, No. 8, No. 9, No. 10, No. 11, No. 12, No. 13, No. 14, No. 15, No. 16, No. 17, No. 18, No. 19, No. 20, No. 21, No. 22, No. 23, No. 24, No. 25, No. 26, No. 27, No. 28, No. 29, No. 30, No. 31, No. 32, No. 33, No. 34, No. 35, No. 36, No. 37, No. 38, No. 39, No. 40, No. 41, No. 42, No. 43, No. 44, No. 45, No. 46, No. 47, No. 48, No. 49, No. 50, No. 51, No. 52, No. 53, No. 54, No. 55, No. 56, No. 57, No. 58, No. 59, No. 60, No. 61, No. 62, No. 63, No. 64, No. 65, No. 66, No. 67, No. 68, No. 69, No. 70, No. 71, No. 72, No. 73, No. 74, No. 75, No. 76, No. 77, No. 78, No. 79, No. 80, No. 81, No. 82, No. 83, No. 84, No. 85, No. 86, No. 87, No. 88, No. 89, No. 90, No. 91, No. 92, No. 93, No. 94, No. 95, No. 96, No. 97, No. 98, No. 99, No. 100.

Table 6: HERBS, JELLY, LICORICE, MEAT EXTRACTS, MOLASSES, MINCE MEAT, MUSTARD, OLIVES, PIPES, PICKLES, PLAYING CARDS, POTASH, PROVISIONS, Smoked Meats, Lard, Sausages, Beef, Pig's Feet, Tripe, Casings, Uncolored Butterine.

Table 7: Canned Meats, RICE, SALAD DRESSING, SALT, SALT FISH, SEEDS, SHOE BLACKING, LAUTZ BROS. & CO.

Table 8: Proctor & Gamble Co., Soap Powders, Soap Compounds, Scouring, SODA, SOUPS, SPICES, STARCH, SYRUPS, TEA, TOBACCO.

Table 9: Telegram, Plug, Smoking, VINEGAR, WICKING, WOODENWARE, Baskets, WOODENWARE, Baskets, WOODENWARE, Baskets.

Table 10: Toothpicks, Traps, Wash Boards, Window Cleaners, WRAPPING PAPER, YEAST CAKE, FRESH FISH, OYSTERS, HIDES AND PELTS.

Table 11: Mixed Candy, Gypsies Hearts, Coco Bon Bons, Fudge Squares, Peanut Squares, Sugared Peanuts, Salted Peanuts, Starlight Kisses, San Blas Goodies, Lozenges, plain, Lozenges, printed, Champion Chocolate, Eclipse Chocolates, Eureka Chocolates, Quintette Chocolates, Champton Gum Drops, Moss Drops, Lemon Sours, Imperials, Ital. Cream Opera, Ital. Cream Bon Bons, 20lb pails, Molasses Chews, 15lb. cases, Molasses Kisses, 10 lb. box, Orange Jellies, Fancy-In 5lb. Boxes, Lemon Sours, Peppermint Drops, Chocolate Drops, H. M. Choc. Drops, H. M. Choc. Lt. and Dark No. 12, Bitter Sweets, ass'd, Brilliant Gums, Cryst. G., A. A. Licorice Drops, Lozenges, plain, Lozenges, printed, Imperials, Mottos, Cream Bar, G. M. Peanut Cr., Hand Made Cr's, Cream Buttons, Pep. and Wintergreen, String Rock, Wintergreen Berries, Old Time Assorted, Buster Brown Goodies, Up-to-Date Assmt, Ten Strike Assortment No. 1, Ten Strike No. 2, Ten Strike No. 3, Ten Strike, Summer assortment, Kalamazoo Specialties, Hanselman Candy Co., Chocolate Malze, Gold Medal Chocolate, Almonds, Chocolate Nugatines, Quadruple Chocolate, Violet Cream Cakes, Gold Medal Creams, Pop Corn, Dandy Smack, 24s, Dandy Smack, 100s, Pop Corn Fritters, 100s, Pop Corn Toast, 100s, Cracker Jack, Pop Corn Balls, Cicero Corn Cakes, Cough Drops, Putnam Menthol, Smith Bros., NUTS-Whole, Almonds, Tarragona, Almonds, Avica, Almonds, California sft shell, Brazils, Filberts, Cal. No. 1, Walnuts, soft shelled, Table nuts, fancy, Pecans, Med., Pecans, ex. larg., Pecans, Jumbo, Hickory Nuts pr bu, Ohio new, Cocoanuts, Chestnuts, New York State, per bu, Shelled, Spanish Peanuts, Pecan Halves, Walnut Halves, Filbert Meats, Alicante Almonds, Jordan Almonds, Peanuts, Fancy, H. P. Suns, Roasted, Boston Cream, Choice, H. P. Jumbo, Roasted.

Special Price Current

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon55 6 00

BAKING POWDER



1/4 lb. cans, 4 doz. case.. 45
1/2 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
3/4 lb cans 3 75
1 lb cans 4 80
2 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-DeRee Co.'s Brands



Sunlight Flakes
Per case 4 00
Wheat Grits
Cases, 24 2lb pack's., 2 00

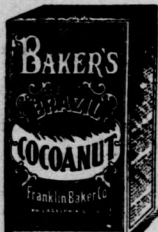
CIGARS



G. J. Johnson Cigar Co.'s bd
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
Puritinos 35
Panatellas, Finas. 35
Panatellas, Bock 35
Jockey Club. 35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb pkg, per case 2 60
35 1/2 lb pkg, per case 2 60
38 1/4 lb pkg, per case 2 60
16 1/2 lb pkg, per case 2 60

FRESH MEATS

Beef
Carcass 3 @ 7 1/2
Forequarters 4 1/2 @ 5
Hindquarters 4 1/2 @ 9
Loins 7 @ 16
Ribs 7 @ 14
Rounds 4 1/2 @ 6
Chucks 4 @ 5
Plates 3

Pork.

Loins 8 1/2
Dressed @ 5 1/2
Boston Butts @ 7 1/4
Shoulders @ 7
Leaf Lard @ 8 1/2
Mutton
Carcass @ 7 1/2
Lambs @ 11

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
60ft. 6 thread, extra.. 1 29
12ft. 6 thread, extra..
Jute
40ft. 75
72ft. 90
90ft. 1 05
120ft. 1 50
Cotton Victor
90ft. 1 10
120ft. 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 1 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., Sag-
naw; Melsel & Goeschel,
Bay City; Godsmark, Du-
rand & Co., Battle Creek;
Fiebach 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 6
1 1/4 to 2 in 7
1 1/2 to 3 in 9
1 3/4 to 4 in 11
2 in 15
3 in 30

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 30
Medium 26
Large 34

Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 69
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

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.

Square and Stable Blankets

Plush and Fur Robes and Fur Coats

Write for our prices
Sherwood Hall Co., Ltd.
Grand Rapids, Mich.

OUR CASH AND CHARGE SALES DUPLICATING 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

W.R. ADAMS & Co. MAKERS - MICH. SALES BOOK DETROIT.

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.



Place your business on a cash basis by using Tradesman Coupons

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., 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.

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.

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

For Sale—Drug store established for forty years; good location in northern New York. Reference. Walker & Gibson, Albany, N. Y. 158

For Sale—Liquid Carbonic Co.'s 10-syrup Montana fountain, with 9-ft. refrigerator base, bar stools, glasses, etc. Used two seasons; good as new. Cost \$800; will sell for \$400. Address Dement Town Pharmacy, Dixon, Ill. 157

For Sale—Strictly clean stock dry goods, shoes and millinery in southern Michigan. Best of location. Invoices about \$3,500. Ill health. Address No. 156, care Tradesman. 156

For Sale—Jewelry stock. Good location. Terms easy. Box 524, Sanborn, Iowa. 155

For Sale—Blacksmith and wagon shop doing good business. Address D. S. Markle, Metamora, Mich. 152

For Sale—One of the best paying clothing stores in Indiana. Stock can be reduced to \$7,000. Established ten years; best of reasons for selling. Size of store, 22x132, two floors. Address Henry Jordan, Elwood, Ind. 153

For Sale—Hardware stock in Eastern Kansas, fine farming country. Will invoice about \$2,000. Bargain. Address Roy Summerfelt, Morrill, Kan. 161

Flour Mill for sale, one 60-barrel steam flour mill, Barnards & Leas plan-sifter machinery, entirely new; good grain and coal trade with mill in town of 500; a bargain to right party. Address Stark & Neckel, Newport, Mich. 162

For Sale—Jewelry department, with watch repairer's bench in store. Doing good business. Progressive town, bound to grow. Excellent opportunity for someone. For further particulars write Mrs. E. Williams, Manton, Mich. 165

For Sale—Only tailor shop in town of 1,200. No slack season. Box 363, Flushing, Mich. 166

Good clean drug stock in best small city in state, will be sold cheap. Must be sold this month without fail. Part cash. Easy terms. Best of opportunity to be your own boss at very little outlay. Address No. 172, care Tradesman. 172

For Sale—After January 1, good clean general stock in small railroad town. Postoffice pays expenses. Stock and fixtures invoice about \$2,000. Best reasons for selling. Address No. 171, care Tradesman. 171

Half interest in large manufacturing business; established four years; big field; large profits. Requires \$6,000. Will bear close inspection. Address V., P. O. Box 202, Detroit, Mich. 167

For Sale—A clean stock of general merchandise, telephone and postoffice in building. Invoices \$3,000 to \$3,500. Doing good business. Must be sold at once on account of other business. Address No. 168, care Michigan Tradesman. 168

To Rent—Modern brick store, 20x60 feet, for dry goods or bazaar. Modern oak fixtures and counters. \$20 per month. J. R. Liebermann, St. Clair, Mich. 169

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. VandenBosch, 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

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

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

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—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

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

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 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

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—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

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

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. VandenBosch, Zeeland, Mich. 96

Partner Wanted—In secondhand woodworking machinery business. E. R. Richards, 220 Peachtree St., Atlanta, Ga. 94

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

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 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—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, by young married man, position as buyer or manager of dry goods store. Have had fifteen years experience. Have small capital which I would invest with some merchant who has an established credit. Can furnish best of references. Would prefer Michigan. Address G. W. M., care Tradesman. 163

Wanted—Change of position by thorough retail hardwareman by January 1. Systematic clerk and accountant. Good in builders' hardware, stoves, wind-mills and machinery. Married; 33 years old. Best references. Address M. W. A., Box 96, Elk Rapids, Mich. 170

Wanted—Position as bookkeeper or salesman in a general store. Best of references. Address No. 129, care Tradesman. 129

HELP WANTED.

Wanted—By January 1, a good hardware and stove salesman, who can operate sewing machines. Please state wages wanted. Address No. 154, care Michigan Tradesman. 154

Wanted—Man of exceptional ability and experience as sales manager, for a fishing tackle factory. Reply, stating age, qualifications and remuneration expected. Address No. 164, care Michigan Tradesman. 164

Wanted—Reliable, energetic representative in Michigan and vicinity to sell first-class line of guaranteed oiled clothing; one controlling trade in this or similar lines preferred; answer with details. Maryland Oiled Clothing Co., 2405-2411 Eastern Ave., Baltimore, Md. 159

Wanted—Salesmen in southern and western territory to carry staple line pants and wash and linen pants in men's and youths'; \$4.50 to \$18.00 per dozen; knee, \$1.75 to \$6.75 per dozen; samples in compact form; no excess. Address Progress Mfg. Co., P. O. Box 1226, New Orleans, La. 160

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

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, 32 Dearborn St., Chicago, Ill. 160

MISCELLANEOUS.

Want Ads. continued on next page.

J. C. SILBERSTEIN & CO.

Suite 314, 134 East Van Buren St., Chicago. Conductors of special sales and entire closing out sales of dry goods, clothing and shoe stocks, on your own premises. Highest references from the best wholesale houses in Chicago and country merchants. Write for particulars.

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.
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Death of Louis E. Frost, of Lansing.

The Lansing Republican publishes the following reference to the tragic death of Lewis E. Frost, a promising young traveling man of that place:

Louis E. Frost, a well-known young traveling man of this city, and a son of J. J. Frost, was found dead in his room in a private boarding house in Toledo last Tuesday, a. m., at 10:30 o'clock. The room was filled with gas, and death was no doubt due to asphyxiation.

Information received by the firm of A. Clark & Co., by whom Frost was employed as a traveling salesman, is to the effect that Frost retired in his usual health and spirits last night. Not arising this morning, an effort was made to awaken him, and at the



hour named above the door of his room was forced open. It is stated that the body was still warm and that death must have taken place this morning.

Frank G. Clark stated to the Journal that Mr. Frost made his headquarters in Toledo, rooming while in the city at 332 Michigan avenue. He had proven a good salesman and was doing nicely, having worked up a fine trade. The firm this morning received a letter from Frost, but it related entirely to business matters.

Louis E. Frost was about 34 years of age. He has a wife, father, mother and brother in this city. He was a member of Lansing Lodge, No. 33, F. & A. M., and was formerly a member of the Governor's Guards. A number of years ago he occupied a position in the military establishment of the Hawaiian Islands. In Lansing, as elsewhere, he had many friends and was well liked. Previous to his employment as a traveling salesman, he was connected with the State Labor Bureau.

Mr. Frost was born at Romeo Nov. 5, 1871, and removed eight years later with his family to Lansing, where he attended school, graduating from the High School in the English course. He then attended Albion College, from which he graduated in the scientific course in 1894. He next attended Cayuga Lake Military College, from which he graduated a year later, standing at the head of his

class with a credit of 99. The next two years were spent on the Sandwich Islands, where he rose to the title of Sergeant-Major of the First Regiment at Honolulu. He then returned to Lansing and entered politics, occupying the position of Deputy Factory Inspector for a year and a half. On the election of Auditor-General Powers, he was appointed to a clerkship in the office. Two years later he was reappointed, but resigned to take the position of Ohio traveling representative for Clark & Co., with headquarters at Toledo. He had occupied this position for three years and was building up a large and lucrative trade for his house.

Mr. Frost was married in 1898 to Miss Amy Shaw, of Lansing.

The funeral was held at the family home at 517 Grand street, Reverends French and Howell officiating. The interment, which was under Masonic auspices, was in Mount Hope cemetery.

Mr. Frost was a young man of great promise. When only 22 years old he was elected delegate to the National Republican convention, where he was placed on the Committee on Resolutions. He took a prominent part in every movement with which he was identified and invariably won for himself the recognition and commendation of his associates and superiors. His untimely death is a sad blow to his family, and the sympathy of the fraternity will go out to them in the great loss they have sustained.

As It Looks To David Drummond.

Owosso, Nov. 15—I came into Owosso Junction on a Grand Trunk train to-day. It was about four minutes late. I wanted to go to Elsie, on the Ann Arbor, and their north-bound train, No. 1, was at the depot then. I went to the conductor and asked him to wait for me to exchange my mileage. He refused in a very short and surly manner to do so, and started his train at once. I got aboard and, when he came for my fare, I offered him my C. P. A. book. Did he take it? Not much. He said in a very pompous manner, "I haven't any time to monkey with you," so as I happened to have a few cents left I paid my fare, notwithstanding the fact that I held transportation paid for in advance, supposed to be good on that railroad.

Now, I call that a genuine "hold-up game," pure and simple—nothing more, nothing less.

I would suggest that in the future you, as editor of the Tradesman, charge your subscribers—your patrons—three dollars a year instead of two—two dollars for the paper (and it is well worth it) and one dollar additional, to be refunded sometime, providing the subscriber does not let someone else read his copy.

Further, if at any time you, as a publisher, should fail to send a copy to any subscriber who has paid in advance, and he should ask you for a copy of that issue, why, just tell him if he will pay you twenty-five cents he can have his paper.

Now, the railroad companies are

doing this very thing and I do not see any reason why you can not play the same game also, unless it is because you do not belong to the "gang."

Manufacturing Matters.

Detroit—The National Twist Drill & Tool Co. has filed a certificate increasing its capital stock from \$40,000 to \$75,000.

Edmore—Pfeifler & Burch have sold to the Grand Rapids & Indiana Railway 140,000 cedar ties, to be sawed at the firm's mill near Petoskey.

Cedar Springs—J. R. Fox has sold his drug stock to F. J. Norton, who has been connected with the Barber Drug Co., at Petoskey, for several years.

Thompsonville—The Piqua Handle & Manufacturing Co. is converting about 14,000 feet of timber daily into handles and is operating a lumber camp of thirty men on Crystal Lake.

South Frankfort—The Kelley Lumber & Shingle Co. has bought the Crane mill property at this place and will operate the plant to its full capacity next summer.

Germfask—Hugh Shay, who owns a large tract of timber contiguous to the Manistique, Marquette & Northern Railway, will start a set of camps soon. He expects to erect a hardwood mill later.

Ludington—The Ludington Wood-ware Co. has bought a large scow, capable of carrying 250,000 feet of logs. The boat will be used in transporting logs from Drummond Island to the plant at Ludington.

Bay City—The Ogemaw Turpentine Co. has been incorporated to manufacture paints and colors with an authorized capital stock of \$20,000, all of which is subscribed and \$50 paid in in cash and \$19,950 in property.

Manchester—A corporation has been formed to manufacture cigars under the style of the Union Cigar Co. The company has an authorized capital stock of \$1,000, of which \$500 is subscribed and \$250 paid in in cash.

Jackson—The Jackson Fence Co. has been incorporated and will conduct a manufacturing business. The authorized capital stock of the company is \$50,000, of which \$25,000 is subscribed and \$90 paid in in cash and \$9,910 in property.

Kalamazoo—A corporation has been formed under the style of the Inventors Manufacturing Co. to manufacture machinery and tools. The authorized capital stock of the company is \$20,000, of which \$10,000 is subscribed and paid in in cash.

Wells—A new corporation has been formed under the style of the Delta Pulpwood Co. for the purpose of manufacturing and dealing in pulpwood. The company has an authorized capital stock of \$3,000, all of which is subscribed and \$1,000 paid in in cash.

Whitehall—The 300 acre tract of timber in the northern section of Muskegon county, near this place, known as the Beechwoods, has been sold to C. L. Houseman, of Muskegon. It was considered one of the largest pieces of timber left in Western Michigan.

Detroit—A new corporation has been formed under the style of the

Simms Cut Glass Co., which will conduct a manufacturing business. The authorized capital stock of the company is \$21,000, of which \$10,500 is subscribed and paid in in cash and property.

Traverse City—A corporation has been formed under the style of the Traverse City Motor Boat Co. to conduct a manufacturing business. The company has an authorized capital stock of \$10,000, of which \$5,950 is subscribed and \$3,000 paid in in property.

Brighton—A new corporation has been formed at this place under the style of the Brighton Elgin Butter Co., which will conduct a manufacturing business. The authorized capital stock of the new company is \$5,000, all of which is subscribed and \$1,000 paid in in cash.

Kalamazoo—Chas. B. Ford, manufacturer of kitchen cabinets, has merged his business into a stock company under the style of the Kalamazoo Manufacturing Co. The new corporation has an authorized capital stock of \$30,000, of which \$17,500 has been subscribed and paid in in property.

Munising—The Cleveland-Cliffs Iron Co. will hereafter pay \$1 a cord for cutting wood in its camps on the Munising Railway, the increase being 10 cents a cord. The increase was voluntary. For several years the Cleveland-Cliffs Co. has maintained wood choppers at Rumley and Coalwood. About 250 men employed there will benefit by the increase. A third camp will be established this winter. About 100,000 cords are piled up near the camps the year through to permit seasoning.

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

Buffalo, Nov. 22—Creamery, 21@24c; dairy, fresh, 18@21c; poor, 16@17c; roll, 19@20c.

Eggs—Fresh, candled, 28@30c; storage, 21½@22c.

Live Poultry—Fowls, 8@10c; chickens, 9@11c; ducks, 13@14c; geese, 12@12½c.

Dressed Poultry—Chickens, 11@12c; fowls, 10@11½c.

Beans—Hand picked marrows, new, \$3@3.15; mediums, \$2.15; pea, \$1.80@1.85; red kidney, \$2.50@2.75; white kidney, \$2.90@3.

Potatoes—70@80c per bushel.

Rea & Witzig.

Business Wants**BUSINESS CHANCES.**

100,000 acres of choice land just opened for settlement in the Indian Territory and the rich, beautiful Red River Valley of north Texas, adjoining Oklahoma, "The Garden Spots" of Texas and Indian Territory. Address Allen & Hart, Gen. Mgrs., Windsor, Mo. 176

For Sale—Jewelry and optical business, established 21 years; 75 cents on dollar if sold at once; going south. Address C. A. Mann, Capac, Mich. 175

For sale or exchange, general store; stock, fixtures, house, barn 1½ acres land. Established 19 years. H. T. Whitmore, Minard, Mich. Address Rives Junction, R. F. D. No. 1. 173

For a Christmas present for you wife—children or friends, nothing better than 1,000 shares of Terre Haute Gold and Silver Mining Company stock. Costs you \$10.00—guaranteed to cost \$20.00 in three months. Write quick. Jos. B. Papenbrock, Secretary, Bradford Block, Cincinnati, Ohio. 174



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Would you like to be able to handle your **credit** accounts as **quickly** as you do your **cash** sales?

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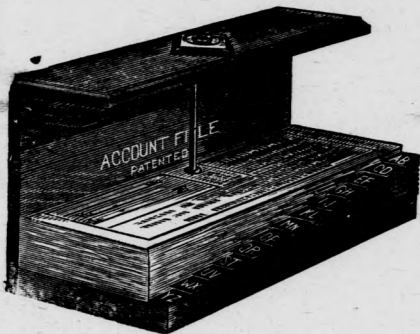
Dear Sirs:—Please send me catalog of Register and free sample of your Multiplex Duplicating Sales Pad, white original, yellow duplicate. Respectfully yours,

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State.....

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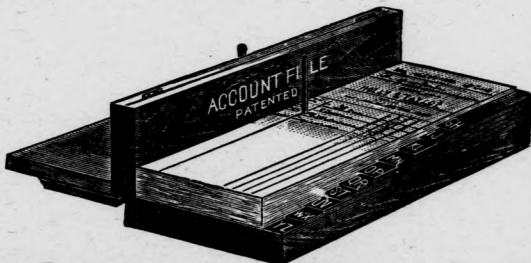


A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save

one-half the time and cost of keeping a set of books.

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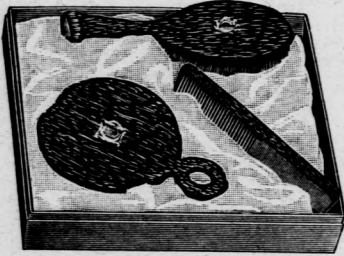
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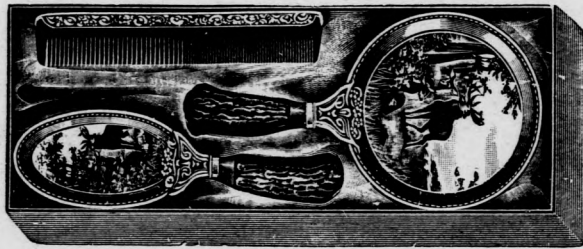
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For real profit makers you've got to have a stock of holiday goods. Our lines are as yet almost intact but don't delay. Now is the time to buy. Remember there is no chance for us to reorder. We are showing bargains never before offered. Come in person if you can or order from catalog. It will pay you.

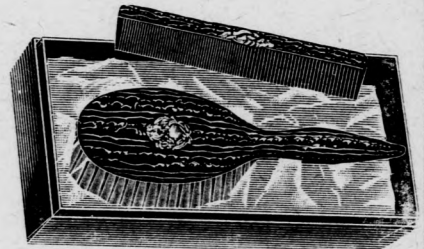
High Grade, 'Stag Horn,' 'Ebonoid' and 'Ebony' Goods



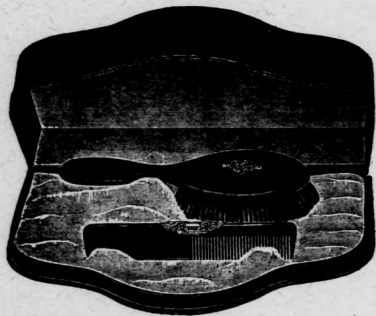
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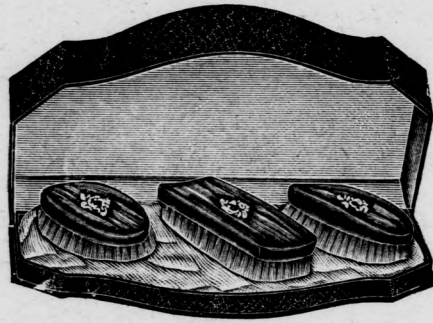
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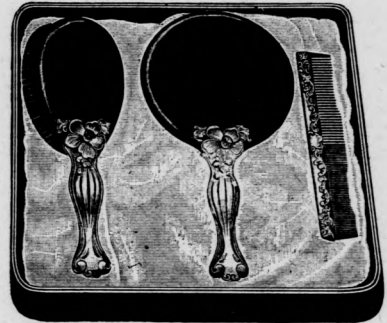
No. 4104 Genuine French Stag Comb and Brush set. Guaranteed sterling silver mountings and put up in silk lined leatherette case. **\$1.75**
Others at \$1.13 and \$1.50



No. 3961 Ebonoid Brush and Comb set in Morocco paper covered sateen lined box. Both pieces with sterling silver mountings in French gray. Per set..... **\$1.12**



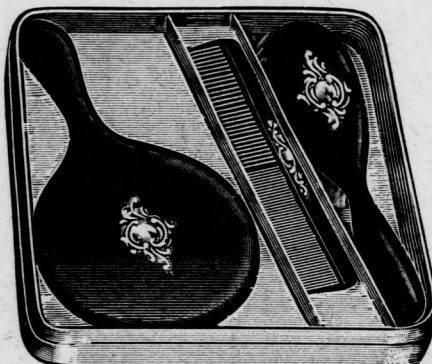
No. 3999 Rosewood Brush set. One pair of 11 row white bristle military brushes and one 7 row bristle cloth brush with sterling silver mounted rosewood backs. Per set..... **\$2.65**
Ebonoid and Real Ebony Brush Sets from 71c up to \$6.00



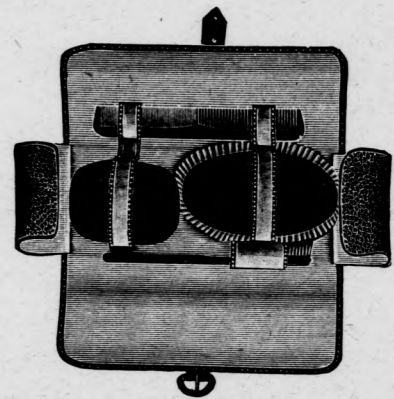
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No. 3985 Tourist Dressing Case. Gros grain Roan leather case with ebonoid military brush and tooth brush and celluloid comb and soap box. Per set..... **\$2.00**
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