

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$2 PER YEAR

Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 29, 1905

Number 1158



Increase Your Holiday Trade

By making your store bright and attractive—you'll find it pays. For 30 days we will make you a special proposition to light your store with the **Best Lighting System** on earth. Get one before Christmas. Write us today.

Noel & Bacon Co.
Grand Rapids, Michigan

DO IT NOW

Investigate the

Kirkwood Short Credit System of Accounts

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

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

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



Chesty!

Why of course he's "chesty." Why shouldn't he be? He's smoking one of those

S. C. W.

5c Cigars

the boys around town are bragging about. Better try a box—one if you like—and get "chesty" yourself. Small price for the comfort, pleasure and satisfaction you get.

Try One Now

G. J. JOHNSON CIGAR CO., Makers
Grand Rapids, Mich.

BALLOU BASKETS ARE BEST



SIDE VIEW

Potato Shippers

Waste Dollars

By Using Cheap Baskets

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

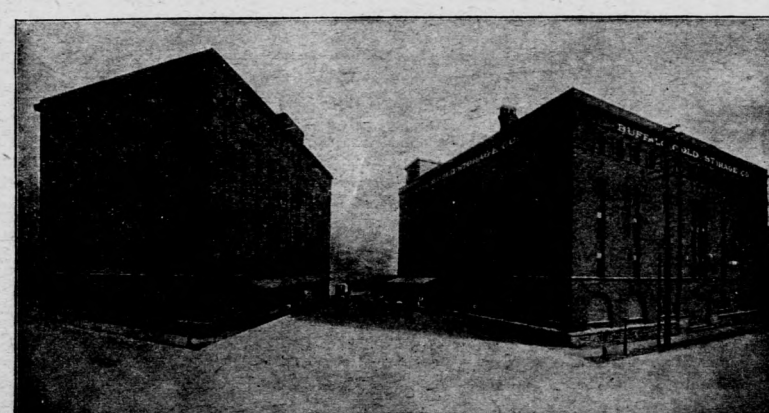
A Dollar basket is **cheap** if it gives **five dollars** of wear, measured by those commonly used.

Write for particulars. We can save you money.

Ballou Basket Works
Belding, Mich.



BOTTOM VIEW



Rates Moderate. Write us.

Buffalo Cold Storage Company

Buffalo, N. Y.

Store Your Poultry at Buffalo
And have it where you can distribute to all markets when you wish to sell.
Reasonable advances at 6 per cent. interest.

A GOOD INVESTMENT THE CITIZENS TELEPHONE COMPANY

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

25,000 TELEPHONES

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

STOCK ON SALE

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

For further information call on or address the company at its office in Grand Rapids.
E. B. FISHER, SECRETARY

PAPER BOXES

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

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

Prices Reasonable.

Prompt Service.

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

The Best People Eat

Sunlight Flour Flakes

Sell them and make your customers happy.

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

Every Cake



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

The Fleischmann Co.,

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

Michigan Fire and Marine Insurance Company

Established 1881.

Cash Capital \$400,000.

Surplus to Policy Holders \$625,000.

Assets \$1,000,000.

Losses Paid 4,200,000.

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Agents wanted in towns where not now represented. Apply to

GEO. P. McMAHON, State Agent, 100 Griswold St., Detroit, Mich.

We Can Prove What We Say

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

The Moneyweight System

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

The Best is Always Cheapest

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

Moneyweight Scales are Best

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

Do it Now

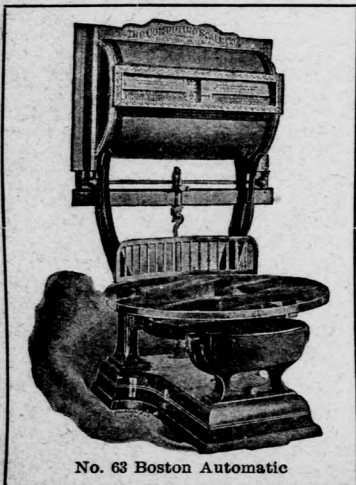
MONEYWEIGHT SCALE CO.

58 State St., Chicago, Ill.

Manufactured by

THE COMPUTING SCALE CO.

Dayton Ohio



No. 63 Boston Automatic



No. 84 Pendulum Automatic

MICHIGAN TRADESMAN

Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 29, 1905

Number 1158

Collection Department

R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

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

We Buy and Sell

Total Issues

of

State, County, City, School District,
Street Railway and Gas

BONDS

Correspondence Solicited

H. W. NOBLE & COMPANY
BANKERS

Union Trust Building, Detroit, Mich.

The Kent County Savings Bank

OF GRAND RAPIDS, MICH

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

3½ Per Cent.

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 3 Million Dollars

Commercial Credit Co., Ltd.

OF MICHIGAN

Credit Advances, and Collections

OFFICES

Widdicombe Building, Grand Rapids
42 W. Western Ave., Muskegon
Detroit Opera House Bldg., Detroit

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich

ELECTROTYPES

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

SPECIAL FEATURES.

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Compromised With Their Creditors.

Wester & Ramsey, general dealers at Bangor, recently conceived the idea that they were insolvent and placed their matters in the hands of an attorney to effect a compromise with their creditors, which he succeeded in doing by using the bankruptcy law as a club and threatening to throw the firm into bankruptcy unless the creditors yielded to his threats. All of the creditors but one or two accepted 40 cents on the dollar in full settlement. The names of the houses which yielded to the pressure brought upon them and the amount owed each are as follows:

William H. Bush & Co., Chicago.....	\$142 80
Annex Shoe Co., Columbus, Ohio.....	49 20
Lambertville Rubber Co., Lambertville, N. J.	53 00
Strous, Eisendrath & Co., Chicago.....	140 50
The Hall China Co., East Liverpool, Ohio	14 63
Chicago Rubber Shoe Co., Chicago.....	13 80
Otto Weber & Co., Grand Rapids.....	23 80
Deemer Manufacturing Co., Chicago.....	18 63
Manistee Shoe Co., Manistee.....	93 20
Rockford Overall Co., Rockford, Ill.....	33 49
Herman Manufacturing Co., Chicago.....	10 50
Jerome Rice Seed Co., Cambridge, N. Y.	47 11
Enamel Steel Tile Co., Bellaire, Ohio....	45 20
Coronet Corset Co., Jackson.....	17 00
Arbuckle Bros., Chicago.....	32 80
Stahl, Urban & Co., Terre Haute.....	92 00
Ideal Clothing Co., Grand Rapids.....	24 00
Eagle Tailoring Co., Chicago.....	15 00
American Glove Co., Chicago.....	13 50
Reid, Henderson & Co., Chicago.....	36 08
Ohio Falls Woolen Mills, Chicago.....	64 50
A. E. Brooks & Co., Grand Rapids.....	24 47
H. Leonard & Sons, Grand Rapids.....	102 67
A. F. Kern & Co., Chicago.....	11 25
Princess Manufacturing Co., Flint, Mich.	20 15
Fuller Glove Co., Michigan City.....	62 03
Clapp Clothing Co., Grand Rapids.....	6 00
Defiance Tick Mitten Co., Toledo.....	26 88
J. H. Bell & Co., Chicago.....	33 25
Walker & Rowe, Chicago.....	5 05
Scotten Tobacco Co., Detroit.....	5 40
Thompson-Ehlers Co., Chicago.....	6 11
Chas. Rubens & Co., Chicago.....	2 65
L. Gould & Co., Chicago.....	6 65
Fennville Roller Mills Co., Fennville....	85 75
Triton Manufacturing Co., Detroit.....	18 00
W. F. McLaughlin & Co., Chicago.....	78 05
Minty Cigar Co., Battle Creek.....	24 00
Bangor Elevator Co., Bangor.....	48 28
Chas. Johann & Co., Chicago.....	7 50
Judson Grocer Co., Grand Rapids.....	333 82
Star Packer Co., Kalamazoo.....	18 82
Kidd, Dater & Price, Benton Harbor....	198 33
Chas. A. Coyle, Grand Rapids.....	6 34
Hamberger & Silberman, Detroit.....	30 00
G. J. Johnson Cigar Co., Grand Rapids..	15 00
National Biscuit Co., Grand Rapids.....	11 35
Tracey & Avery, Mansfield, Ohio.....	16 25
McMahon Cracker Co., Chicago.....	11 57
Lemon & Wheeler, Grand Rapids.....	90 85
Putnam Candy Factory, Grand Rapids..	21 60
H. W. Tongeren, Holland.....	3 30
Verdon Cigar Co., Kalamazoo.....	9 50
Herold-Bertsch Shoe Co., Grand Rapids..	600 80
H. L. Tripp, Bangor.....	6 69
Northrop, Robertson & Carrier, Lansing	8 15
R. C. Nyman, Bangor.....	3 50
A. C. Parrish, St. Joseph.....	10 75
M. D. Trim & Son, Bangor.....	13 50
Mrs. J. H. Wester, Bangor.....	300 00

To the credit of one Grand Rapids house it may be stated that it refused

to become a party to an arrangement of this kind and stood out for 100 cents on the dollar, which it succeeded in obtaining. The point made by the house was that it would be manifestly wrong to the other houses in Bangor and vicinity to place one retailer in a position to undersell the others by giving him his goods at less than 100 cents on the dollar. This house has always stood out for fairness and has invariably kept in mind the obligations which rest on other jobbing houses to hold up the hands of those who are in trade and who pay 100 cents on the dollar, when they come in contact with scalpers, cutters and compromisers.

Take a Stand on Keno Raffles.

Bay City, Nov. 28—The Grocers and Butchers' Association asked the council last night to enforce the ordinance relative to keno raffles, saying the same are detrimental to their business and contrary to law. It was further urged that children congregate where raffles are conducted and that men often spend money that could be used in their homes to a better advantage. No action was taken on the petition, it being merely received.

Detroit—The final dividend of 7 per cent. has been paid by the Detroit Trust Co. as trustee in bankruptcy in the case of the old Detroit Sulphite Fiber Co. This winds up the affairs of the fiber company. The total of all claims was \$491,000, a total of 42 per cent. being realized for the creditors. The company is making \$10,000 a month net, the new organization being known as the Detroit Sulphite Pulp & Paper Co. H. H. Everard is President and James H. Cullen Secretary and Treasurer. The bankruptcy proceedings grew out of the death of A. G. Lindsay, the guiding spirit, but the company had previously been prosperous and had a good future.

As the session of Congress approaches considerable anxiety is manifested as to the disposition of federal patronage. Early in his present administration President Roosevelt announced that he proposed to reappoint postmasters and other public servants who had served but four years and had made creditable records during that period. The President will soon have an opportunity to apply this doctrine, for a number of representatives are clamoring for the official scalps of postmasters who have been in office for four years and whose terms are about to expire. A great many cases of this kind are now hanging fire.

The ladder of fame is years up and minutes down.

Failure of Gordon & Galinsky, at Petoskey.

Herman Gordon and Julius Galinsky engaged in the dry goods, clothing and shoe business at Petoskey last March under the style of Gordon & Galinsky, the business being conducted by A. Gordon, a brother of the senior partner. In June they made a statement to B. Marx & Son, of Detroit, claiming that their stock inventoried \$4,000, that they had an interest in unincumbered real estate amounting to \$1,900 and that they owed only \$1,215, making their net worth about \$5,000. They never stated to their creditors that they owed Wolf Galinsky about \$1,700 and the first the creditors knew about it was an attachment issued at the instance of Wolf Galinsky Nov. 1, but which was not levied until Nov. 6. In the meantime the creditors were informed that the stock was being spirited away to the Beaver Islands and other places, which resulted in the filing of a petition in bankruptcy at the instance of Edson, Moore & Co., Geo. H. Reeder & Co. and the Michigan Shoe Co. Geo. H. Reeder was appointed receiver by the United States Court Nov. 20. It now appears that the stock amounts to about \$2,000, so that if the attachment of Wolf Galinsky should be held good, there would be nothing left for the creditors and no exemptions for the partners. The real estate proves to be a residence of small value, owned by Julius Galinsky, and 51 acres of farm land, on which there is a \$1,000 mortgage. As soon as the stock can be inventoried a sale will be authorized. The creditors and the amounts owing each are as follows:

Chicago Broom Co., Chicago.....	\$ 16 65
Mohawk Overall & Pants Co., Detroit..	185 25
Detroit Neckwear Co., Detroit.....	16 67
Michigan Neckwear Co., Detroit.....	22 50
M. I. Schloss, Detroit.....	148 50
T. Zinder, New York City.....	33 00
American Handkerchief Co., Chicago..	136 53
George H. Reeder & Co., Grand Rapids.	232 37
Louisburg Woolen Mills Co., Louisburg, Pa.	48 00
Wm. H. Bush & Co., Chicago.....	156 00
Detroit Umbrella Co., Detroit.....	36 65
Edson, Moore & Co., Detroit.....	1,045 69
B. Marx & Co., Detroit.....	131 95
R. Gruhn & Co., Detroit.....	45 00
Vodrey Pottery Co., East Liverpool, Ohio.....	13 42
Rochester Chemical Co., Rochester, N. Y.	8 75
Hamburger & Silberman, Detroit.....	150 00
Eisinger, Dessauer & Co., Chicago.....	198 01
Haan & Weil, Chicago.....	44 39
Detroit Rubber Co., Detroit.....	83 50
A. D. Rosen & Co., Detroit.....	97 00
Lyon Brothers, Chicago.....	278 00
Michigan Shoe Co., Detroit.....	195 58
R. Goldstein, Chicago.....	186 00

Chloride in the Presence of a Phosphate.

To detect a chloride in the presence of a phosphate, add nitric acid to distinct acidity and then a solution of silver nitrate. A white precipitate, soluble in ammonia water, but precipitated on the further addition of nitric acid, will be proof positive of the presence of a chloride or hydrochloric acid. William Jasper.



Merchandise Is Resplendent With Christmas Suggestions.

And Xmas Is
Only Four Weeks
Away.

So say the Steketees in one of their windows devoted particularly to Holiday specialties. And the nearness of the approaching Day of Days is heralded from numerous other store fronts as well. 'Tis not difficult, at this season, for the men who trim them to find catchy things to say on the cards—indeed, the less said the better, for the goods now put forward are, like a woman, fully capable of doing all the talking. And with so many fine articles from which to select, it ought not be an onerous task for the one with long loose moneystings to purchase gifts for loved ones. 'Tis when the dimes must be counted—mayhap even the poor little copper pieces—and that not once but many times over, that the owner feels how poor he is and how utterly impossible it is going to be to do as he would like, and he dreams of a golden glowing time in the future when Fortune shall no longer be niggardly in her gifts to him, and then he will no longer be compelled to be niggardly in his gifts to those near and dear to him!

The Steketees this week nicely illustrate what a different effect may be arrived at by a totally unlike arrangement of the same window fixtures. The identical red stairs, only a foot wide, that I referred to last week are introduced in the farthest section on the other side of the entrance, also all the boxes covered with the same wine-colored cotton flannel (with the fuzzy side out), and on these and the steps is displayed a fine line of case goods: comb and brush sets, manicure sets, babies' celluloid toilet sets, pink and blue, etc. One of the manicure sets reposes in a "love of a box," as the ladies say. It is lined with white satin (no make-believe about the quality) with vivid red poppies, the single variety, and daisies sprinkled over the delicate background. The broad cream-colored spaces of the set—the handle of the buffer, the box cover, etc.—are divided by indented lines into diamond shapes. A decided novelty and sure to please some Miss with dainty taste. I have yet to see the person who isn't fond of red, whether flaming in the soft cheeks of a pretty girl or gladdening the sight in the petals of a geranium or flashing on the vision by the art of the milliner, the dress-maker, the wall paper man, the carpet manufacturer or the upholsterer. There's always a welcome for the brilliant color wherever it flaunts itself. The love for it is universal, so never be afraid to choose it when at a loss what color to select. Blue is cold, pink is "trying" sometimes,

green is a "sickly" color, but red—the color farthest from violet in the rainbow or the solar spectrum—red is ever a delight!

Exquisite fancy stocks, filmy crepe de chine scarfs, handsome opera bags and evening gloves in another window of this firm tempt the Feminine Gender. These dress accessories are tastily hung on high nickel standards, and, while the window is full, it yet is not overcrowded.

* * *

A glance in the Baxter windows at the "goods as is goods" should not make one longer hesitate as to what "He" would like. There's something so entirely soul-satisfying about leather goods of the best quality that when one sees them, as here, he has no need to farther stray. What man would not get the traveling fever with such a dream of a trunk as those open ones standing on end to show how the outer garments may depend from hangers just as in the wardrobe at home. Such a trunk is comfort reduced to a science. It is a most convenient example of "a place for everything," and the old bachelor who "throws his things around" in his own apartment should be cured of the habit by just a sight of this appeal to "Heaven's first law."

Then there is any amount of other receptacles to hold traveling needs and the luxurious steamer rugs must not be forgotten, so indispensable to an ocean or lake voyage.

In other window sections are exhibited proper clothing and haberdashery for formal functions; and this is the very best time of all the twelvemonth to call attention to such merchandise, when winter festivities are just getting into full swing, let alone as a possible present from Old Saint Nick. Such excellent windows of men's fine attire are a delight to inspect even if one must be economical and deny himself the pleasures of social life.

* * *

In these damp days popular Berand Schrouder and the shoe men are appealing to common sense in the care of health; the former with a whole window of Menthol Cough Drops, the latter with stout Keep-out-the-wet footwear. In striking contrast with the latter are stunning patent leather and suede pumps and dancing slippers.

* * *

A good placard in one of the Mayhew windows reads as follows:

Footery
for
Fagged
Feet.

* * *

The holly (or parrot) colors are much in evidence just now as a floor decoration in more than one shoe store—the green on the floor and bright red silk or worsted cord or rope separating the covering into center and border. These colors contrast well with black leather.

* * *

The Giant Clothing Company has an immense space filled with all kinds of fur outside garments, rang-

ing from the old-fashioned "buffalo overcoat" for Uncle Rube to the costly one trimmed with Persian lamb for the Society Man.

Important Additions To Jackson's Industries.

Jackson, Nov. 28—During the past week three companies of importance have been added to the roll of Jackson's industries—one with \$200,000 capital stock, one with \$50,000 and one a co-partnership.

The Metal Stamping Co., formerly the Novelty Manufacturing Co., and the leader of the country in the oil stove manufacturing business, will go into the manufacture of metallic refrigerators. A new company has been organized and a factory which will give employment to 200 skilled men will be built in the spring. In the interim it will make its refrigerators at the factory of the Novelty Manufacturing Co., which old name has been reassumed by the oil stove people. The two companies are under the presidency of Hugh L. Smith, and the controlling interests are identical.

The Jackson Fence Co., operating under patents originated by A. C. Mills, who invented the loom now used by the Hudson Co., will, it is believed, lay the foundation for a wire fence industry rivaling that of Adrian. Mr. Mills has been at work for some time on a new loom, which is now perfected. The company, under the presidency of P. H. Withington, also President of the Withington & Cooley Manufacturing Co., includes some of the best business talent in the city, P. L. Carter, of the Carter-Lombard Co., being Secretary-Treasurer, and B. A. Garlinghouse, formerly with the Hudson Fence Co. when it operated in this city, Sales Manager.

George W. Austin, for many years at the head of the Jackson and Michigan corset factories, and his son, George L. Austin, will in January begin the manufacture of ready-made children's garments.

There is a movement on foot to build a factory for the Jackson Sleigh Co., which also makes carriages. This company has been forced out of its quarters in the big Buick automobile factory, the reason given by the Buick people being that they need all the room at their disposal. It is not considered likely that it will be forced to look in other cities for factory room, but every available foot of floor space for manufacturing purposes is now fully utilized in this city, and there will perforce be considerable building in this line early next season.

Good Report from College Town.

Albion, Nov. 28—The Union Steel Screen Co. factory is expected to be in working order by the end of this week. They are extensive manufacturers of sand and coal screens, elevator inclosures, oven racks, wire and iron works, etc. They also manufacture the Union Interlocking system of concrete reinforcement.

The Albion Windmill Co. is to turn out the iron castings for a new Marshall industry. The concern has

a patent on a cement brick and block machine. H. J. Courtright and H. A. Walter are the proprietors of the new business, and a factory will be erected for the manufacture of the machine.

The Advance Thresher Co., of Battle Creek, has purchased the timber in Brockway's woods, for many years a picnic grove adjoining the city, and the work of clearing it will be begun at once.

The Albion Malleable Iron Works, the second largest manufacturing plant in town, is doing a rush order business and giving employment to a large force of men.

Sincerity is the backbone of success.

THE KEELEY CURE OR REMEDIES ARE NOT GIVEN OR USED IN MICHIGAN BY ANY SANITARIUM OR INDIVIDUAL OUTSIDE THE



GRAND RAPIDS KEELEY INSTITUTE.

The Only Cure Endorsed by the United States Government.

The Keeley remedies have been proven to be positive cures for inebriety and drug diseases. There are thousands of living examples and argument is unnecessary. The greatest objection raised against the Keeley cure is that some who have taken it have relapsed. Diseases and death are two things which no mortal can presume to grant immunity from. The Tradesman is essentially a cold, matter-of-fact, truthful publication, conducted on sound business principles. This is the way we propose dealing with its readers. Admitting the certainty of cure, is it logical to blame the proven remedy when one who acknowledges its efficacy willfully resorts again to his besetting sin? A valuable horse may be a runaway, and stopping it once or twice in its mad career does not imply that, although danger and death faced it, it will not run away again. But it gets a chance to do better, and what more can a drunkard expect than to be cured and left to his own free will? The Keeley system does everything claimed for it. The Michigan Institute is admirably located and perfectly equipped. Under the direction of Dennis Murray, D. D. S., Pres., and Charles M. Beckwith, Manager, the business has been perfected by years of experience, and W. C. Wagner, M. D., Medical Director, has been specially selected for his reliability and proficiency. Write for information and any details you choose. It will cost you nothing to investigate and benefit by the experience of others.

To the Public:

The Keeley Treatment for Drunkenness, Drug Addictions, the Tobacco Habit and Neurasthenia is only administered at establishments known by the uniform name of THE KEELEY INSTITUTE. Any others claiming to sell our remedies or to administer our treatment, or something just the same, are impostors.

THE LESLIE E. KEELEY CO.

CURTIS J. JUDD, Secretary



Special Features of the Grocery and Produce Market.

Special Correspondence.

New York, Nov. 25—The big stores which have laid in big supplies of severe-weather goods are in the dumps, and if one could ever pick up bargains it is this year, 1906. Day after day passes warm, sunshiny and perfect. Shoppers are out in full force, but they want only ordinary goods. Room is wanted for the Christmas stocks, and in order to find it the winter stocks must be moved.

Coming to the grocery market, we have had a more active week in coffee, and at the close the situation is more in favor of the seller. This is true of both the speculative market as well as that for the real thing. At the close Rio No. 7 is quotable at 8 3-16@8 5-16c. In store and afloat there are 4,628,944 bags, against 4,048,838 bags at the same time last year. The crop movement at Rio and Santos appears to be quite large and is now ahead of last season, being, from July 1 to Nov. 23, 6,759,000 bags, against 4,048,838 bags at the same time last season. Mild grades are steady and without change in quotations. Good Cucutás are held at 9½c and good average Bogotás at 11c. East Indias are steady.

Padang interiors range from 15½@17@19c, the latter for fancy stock. Mochas, 16¾@18½c.

The trade seems to have stocked up with sugar recently and at the moment there is a condition of quietude. The little business going forward consists almost entirely of withdrawals under previous contracts and probably little, if any, change will take place.

Teas have been relegated to a back seat for the present. Someway this staple is hardly regarded as a prime requisite for holiday trade and, in fact, the season of festivity seems to "shoo away" tea. Sales are simply of a hand-to-mouth character, and the only favorable thing to report is that prices are generally well sustained.

Rice has been in fairly good request all the week, and holders are seemingly fairly well content with the outlook. Choice to fancy, 4¼@5½c.

Spices are quiet. No change is to be noted in quotations. Some few jobbing orders have been recorded at steady values, but the general remark is, "Nothing doing."

It has been a good season for sellers of molasses and promises to so continue right up to the end of the year. Arrivals are generally well cleaned up, although quotations are not shaded one bit; on the other hand, they are not advanced, good to prime centrifugal remaining at 16@26c. Syrups are well sold up and the market is firm at 18@24c for good to prime.

In canned goods there is a rather quiet condition, as fresh fruits and vegetables seem to be filling a Thanksgiving want. There is said to be a continuation of the demand for cheap corn, and an enormous quantity has gone into consumption. The supply of stock at less than 55c is being rapidly depleted, and there will soon come a chance for higher grades. Tomatoes are remaining rather hard sellers even at 90c. There is a big consumption of red Alaska salmon going on, but stocks are still too large, and a whole lot of advertising is needed in order that canners may work this off. Fruits are steady and unchanged.

Butter retails at 30c, and the man who eats it seems to be about the only one who is getting value received. The supplies here are more than ample, and the warm weather that seems to prevail all over the country is the cause of this accumulation. Dealers are complaining and sighing for the good old days when a pound of butter would fetch as much as a dozen eggs; but that point is not to be reached very soon because the finest creamery is quotable at 24c only, while the "hen fruit" from nearby points in this State and Pennsylvania is worth 40c, and is quickly snapped up. Seconds-firsts creamery butter, 18@22½c; imitation creamery, 17@19c; Western factory, 15@17c; renovated, 16@20c, the latter, of course, for very fancy stock.

Little, if any, change has taken place in cheese. The demand and supply seem about equally balanced,

and full cream, small size of September make is worth 13¾c for either white or colored. Large sizes are in smaller supply than small and are worth about ¼c less.

Quotations for eggs have reached a point that seems to be the limit and people can not pay any more. It seems to be not only a goose that can lay a golden egg these days, but any old hen. As already stated, 40c seems to be a "fair" rate for fancy nearby stock. Finest Western, 32c, and an average will be about 30@31c; thirds, 21@24c; refrigerator stock, 20@23c.

Cosmetics Labeled Poison in Indiana.

The Indiana State Board of Health has decreed that all cosmetics sold in that state must hereafter bear a poison label, with skull and crossbones, else their sale will be illegal and the seller arrested. The State Chemist says, after investigation, that practically all such preparations contain corrosive sublimate which, harmless as an external application, is deadly poison internally. The ruling is made as a protection to children and ignorant persons.

New Bank Building.

St. Johns, Nov. 28—The St. Johns National Bank stockholders have decided to build a fine modern bank building at the corner of Clinton avenue and Walker street. The Masonic order is considering the proposition to erect the third story for their exclusive use and at their own expense.

A Case With a Conscience



So Far as Mere Words Go

we are not aware that our advertising is any better than our competitors'. Our scribe is a good deal more of a show case man than an ad-smith.

Our advertising is resultful. We fancy that's because there's a ring of genuineness to our statements that is borne out by the quality of our goods.

We have never overstated a single item bearing on our proposition. Our customers say we have failed to bring out many good points of our fixtures as strongly as we should.

This all leads up to the matter of what you are going to do.

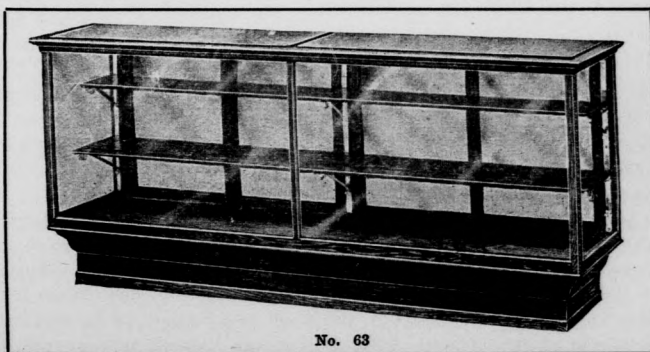
We believe we're right in saying that you'll likely write us before doing much in the show case or fixture buying line.

We hope so, at least, and believe it will be for your advantage.

Grand Rapids Fixtures Co.

S. Ionia & Bartlett Sts. Grand Rapids, Mich.

NEW YORK OFFICE: 724 Broadway



No. 63

AROUND THE STATE

Movements of Merchants.

Clare—Burch-Wyman Co.'s beanery started up for business last Monday.

Alpena—The Bay City Beef Co. has started a branch store at this place.

Mt. Pleasant—W. J. Sanford succeeds William Kitchen in the confectionery business.

North Branch—Willis Sterling will remove to Detroit, where he will engage in the meat business.

Kalamazoo—The Quinn Plumbing & Heating Co. will hereafter be known as the Quinn Supply Co.

Pinckney—Marvin & Finley, jewelers, of Howell, will open a jewelry store at this place about Dec. 1.

Bay City—The new grocery store of O. E. Adams, on Broadway, was opened for business last Monday.

Kalkaska—T. D. Hobbs will succeed the Palmer & Hobbs Co. in the dry goods and clothing business.

St. Ignace—Dr. W. M. Laclare has removed his jewelry stock to Detroit, where he will continue the business.

Schoolcraft — Frederic Glass, Jr., has sold his drug store to Briggs Bros., who will continue the business.

Marine City—A new store building is being erected here by M. P. Lester, who will occupy it with a grocery stock.

Coldwater—Casper Schweitzer has sold his interest in the Champion Brass Works to his partner, J. L. Curtis.

Central Lake—Wolf Kaplan is succeeded by M. A. Lishtenstein in the dry goods, clothing and boot and shoe business.

Albion—F. E. Nowlin has leased the Lake Shore grain elevator here and has installed new machinery for handling beans.

Hastings—A new grocery, dry goods and shoe store has been opened at this place by W. L. Hogue, of Benton Harbor.

Charlotte—W. G. Wisner has purchased the undertaking and furniture business of R. L. Carl and will continue the business.

Plainwell—Mrs. A. P. Burroughs has sold her interest in the Star drug store to R. F. Graves, who will conduct the business in his own name.

Marquette—Louis Grabower has purchased a new stock of crockery and china which he will handle in connection with his dry goods department.

Greenville—Earle B. Slawson has purchased the produce, coal and wood business formerly conducted by Miller & Miller and will continue the business.

Saginaw — The baking business formerly conducted by Henry Schust & Sons has been merged into a stock company under the style of the Schust Baking Co. The company is capitalized at \$36,000, \$30,000 of the capital stock being paid in, \$182 in cash and the remainder in property.

Gladwin—Work has been begun on the elevator which is to be erected by A. H. House. Mr. House will build a new warehouse on the site of the old one in the spring.

Frankfort — Negotiations are in progress for the purchase of the Hill Bros. cigar and confectionery stock by Seth Gates, who is employed as a clerk by A. B. Harmon.

Hartford—S. M. Carpp has purchased the grocery and crockery stock and meat market of C. D. Olds and taken possession. Mr. Olds reserved his stock of shoes.

Detroit—The wholesale jewelry business formerly conducted by the Berkey Cash Jewelry Co., will be conducted in the future under the style of the Chas. A. Berkey Co.

Fowler—A co-operative stock company has been formed for the purpose of carrying on a general grain business and handling coal, wood and cement under the style of the Fowler Elevator Co.

Marine City—The store owned by Amos Jones and occupied by R. G. & G. H. Baker, jewelers, has been destroyed by fire. The loss is estimated at \$5,000, with \$2,000 insurance on the stock, but none on the building.

St. Joseph—Enders & Rapp are moving their stock of furnishing goods to Three Oaks, where they will dispose of them and will begin business with a new stock of goods in the store soon to be vacated by the Cash Clothing Co.

Portland—F. S. Lockwood has purchased the grain and produce business of E. C. Astley & Son and has also bought the coal and wood business of J. L. Case, of which he took possession Nov. 1. Mr. Case will retain the ice business.

Owosso—A new clothing store has been opened at this place by the Boston and New York Clothing Manufacturers Outlet. Floyd L. Devcreaux, who has been employed by the same firm in Detroit, will take charge of the branch here.

Ishpeming—Ed Clark is closing out his millinery goods and will remove the goods remaining after the sale to his general store. Mr. Clark's nephew, B. Benjamin, of New York, will open a novelty store in the building vacated by Mr. Clark.

Ann Arbor—Paul Meyer has sold his news and shoe business to Roy A. H. Thompson, formerly engaged at Foster's Art store. Mr. Thompson will continue the business and will add a line of stationery, jewelry, haberdashery and novelties.

Marshall—J. T. Mack has sold his interest in the firm of Mack & Gray, grocers and dealers in implements, to Henry Gibson, who has been in the employ of that firm for some time. The new firm will conduct the business under the style of Gray & Gibson.

St. Joseph—A new company has been incorporated under the style of the Michigan Produce Planters Co. This company has been formed to own and lease land to cultivate herbs and oil bearing plants and manufacture and sell horticultural products.

The corporation is capitalized at \$12,000.

Sault Ste. Marie—John P. Mondor, H. H. Hastings and Anna M. Hastings have formed a copartnership, limited, under the style of Mondor, Hastings & Co., Ltd., for the purpose of dealing in merchandise, with an authorized capital stock of \$4,000, all of which is subscribed and paid in in cash.

Detroit—A new company has been incorporated under the style of the Association Jeweler for the purpose of conducting a publishing business. The company has an authorized capital stock of \$10,000, \$5,000 common and \$5,000 preferred, all of which is subscribed and \$2,500 paid in in cash and \$7,500 in property.

Manufacturing Matters.

Gaylord—Lewis Jensen has bought the Logan sawmill, near this place, and will stock it this winter.

Sault Ste. Marie—The Northwestern Leather Co. has increased its capital stock from \$400,000 to \$600,000.

Portland—E. A. Richards has sold his cigar factory to E. B. Swank and Glenn Powers, who will continue the business at the same stand.

Glen Lord—A corporation has been formed under the style of the Glen Lord Fruit Package Co., with an authorized capital stock of \$5,000, of which \$2,500 is subscribed and \$2,500 paid in in cash.

Detroit—The Parquet Flooring Co. has been incorporated for the purpose of conducting a manufacturing business, with an authorized capital stock of \$5,000, of which \$4,500 is subscribed and \$1,500 paid in in cash.

Alfred—The Lindsley Bros. Co., operating a large lumber and cedar manufacturing plant at this place, has been reincorporated as the Lindsley-Bauman Co. The capital has been increased from \$25,000 to \$50,000.

Marquette—L. J. Leveque has brought suit against the Michigan Pulpwood Co., of Sault Ste. Marie, for \$20,000 for pulpwood claimed to have been taken by the company and converted to its own purposes.

Calumet—The Dead River sawmill of the South Arm Lumber Co. has been shut down. The plant was run during the past season with few accidents and the cut aggregated 12,000,000 feet, most of which was pine lumber.

Detroit—A new corporation has been formed under the style of the Wilmot Reclining Chair Co., with an authorized capital stock of \$15,000, all of which is subscribed, \$450 being paid in in cash and \$14,550 in property.

Copemish—G. E. Woolf has sold the Copemish Roller Mills to Wm. Smalley, of Sherman, who will continue the business. Mr. Woolf will remove to Traverse City, where he will probably engage in business of some kind.

Manistee—A new company has been incorporated for the purpose of manufacturing forks under the style of the Manistee Fork Attachment Co. The company has an authorized capital stock of \$10,000, all of which is subscribed and paid in in property.

Pentwater—Sands & Maxwell's sawmill, operated successfully at this place for thirty years, now that timber has played out, has been sold to Wickes Bros., of Saginaw. The purchaser will tear down the historic landmark of the village and move the machinery to Saginaw.

Kalkaska — The Michigan Syrup Co., Ltd., has been formed for the purpose of manufacturing syrup. The authorized capital stock of the company is \$300,000, \$150,000 common and \$150,000 preferred, all of which is subscribed and \$1,500 paid in in cash and \$15,000 in property.

Sault Ste. Marie—The Lake Superior Corporation has begun the manufacture of butchers' paper in its No. 2 pulp mill. George H. Bellinger has been appointed general superintendent of the sawmill and veneer plants. He formerly was connected with the Hall & Munson Co., at Bay Mills.

Battle Creek—A new corporation has been formed under the style of the American Motor & Cycle Co. for the purpose of selling automobiles and bicycles. The authorized capital stock of this company is \$10,000, of which \$6,000 has been subscribed and \$300 paid in in cash and \$5,700 in property.

Cheboygan—The Michigan Central is constructing a siding 1,000 feet long for the John Nelson Lumber Co., which recently purchased the Littlejohn mill and is manufacturing the dead logs picked up from the streams in that county. The mill has cut about 500,000 feet and will resume operations early in the spring.

Tower—Keys & Warboys, who are operating a mill here, manufacturing 20,000 feet of lumber daily besides 3,000 sets of heading and 38,000 staves, have purchased the site of the Mack-Dickinson saw mill, burned last spring, at the same place, and the buyers will erect a large mill plant on the site during the winter and early spring.

Newberry—J. C. Foster and M. McPhee have entered into a contract with the Michigan Iron Co. to log a tract of more than 3,000,000 feet of hemlock belonging to the latter, besides a large quantity of pulpwood, poles and ties. The South Shore Railway is two miles distant and a branch will be extended to the tract. Camps will be started at once.

Saginaw—Business in white pine in every department is good and prices are high; customers are sending in orders for box stuff, sash and doors, ceiling, siding and molding as well as for piece stuff, but the cars are not to be had to move the goods. Where twenty cars are wanted in a single day by one concern it is lucky to get five. Everybody is in the same boat.

Chelsea—The Glazier Stove Co. is soon to erect a large three-story modern factory building for the manufacture of gasoline stoves and steel ranges. There will also be a new building which will be designated the Welfare department. This building will be given entirely to the employees and will contain reading rooms, swimming pools, shower baths and a gymnasium.



The Grocery Market.

Tea—The talk of duty has increased and this has a stimulating effect in some quarters. Aside from this the market is generally regarded as a good one in which to buy, and retailers are generally stocking up on teas to carry them well through the winter.

Coffee—Brazil options have not materially varied for two weeks, there having been no fluctuation of more than a few points. Actual Brazil coffee is likewise unchanged. The market is inclined to be stupid and gives no indication of any change in the near future. The demand is light. Mild coffees are steady and unchanged, as are Javas and Mochas.

Canned Goods—There is little change in tomatoes. Occasional reports come of a weaker feeling, but it is not noticeable enough to affect prices yet. It is certain that the pack of tomatoes is not large and such prices as prevailed a year ago are out of the question for this season. Asparagus has had a good sale and a still larger demand is anticipated until the holiday season is over. Peas are strong. The pack was not large and the demand is and has been heavy. String and wax beans are rather dull at present. New pumpkin, which has recently been placed on the market, is not moving much yet. Sauer kraut is in some demand in the Western States, but the prices are high. Canned corn seems to hold the center of the canned vegetable stage as it has for some time past. The belief is spreading that the bottom of the corn market has been reached and it would not be surprising if higher prices would prevail before the first of the year at least. The consumption has doubtless been very large and will continue so, and that should have a strengthening effect on the market. California fruits are selling better, particularly cherries and peaches. These seem to be favored for the Thanksgiving trade above some of the other varieties. Apples are moving about as usual, but the higher prices make some trouble, especially in the cheaper grades. Strawberries are beginning to move better. Pineapple is in fair demand with a firm market.

Dried Fruits—Currants are in seasonably good demand at unchanged prices. The market is very strong and the new Greek syndicate seems to have been the one thing needed to give it backbone. Loose and seeded raisins are unchanged and in moderate demand only. The high prices of the California fruit have inspired a very heavy sale for layer Valencias at an average price of 53¢. This is 3¢ below the California price. Apricots are quiet and strong. Peaches are quiet but very high. The demand is good considering the price. Prunes are gradually growing stronger on

the coast, but secondary markets have not responded as yet. The coast market is on a minimum basis of 33¢ for the most plentiful sizes. The other sizes not in such good supply run up to 37¢. The secondary markets are 1/2¢ below the coast, but will have to move up to the coast basis unless something new develops. Apples are unchanged and very firm and high.

Rice—Prime to fancy styles are in better supply, although, as noted before, the market on these is strong. The demand is active.

Vinegar—A shortage of apples has made the output of cider vinegar small and it is possible that still higher prices may prevail before spring.

Fish—Sardines are very quiet and unchanged. The announcement by certain large packers several weeks ago that quarter oils would advance within a few days seems to have been a bluff. Herring are very high and in good demand. Lake fish are quiet and unchanged and whitefish are also quiet and unchanged. Owing to the approaching holiday season, the mackerel market is very dull, and the tone is easier. The mackerel situation will be quiet until January 1. Cod, hake and haddock are unchanged and inclined to be quiet, though holders are still able to get the full high prices.

The Grain Market.

There has been very little change in the price of wheat the past week. The visible supply showed an increase in stocks of 3,096,000 bushels, which would indicate a generally free movement of wheat from first hands and country elevators, and a falling off in exports; in fact, the amount of wheat for and afloat for Europe showed a decrease of about 2,000,000 bushels, while the world's visible supply, according to Bradstreets, showed an increase since the last report of 5,000,000 bushels. Crop conditions in Russia were reported as favorable and exports of wheat heavy. Australia will export about the usual amount and advices from Argentine indicate an improvement in the growing crop conditions in that country. The general news, therefore, is of a rather bullish nature, but with domestic trade holding its present volume, supported by a fair export demand, we do not predict any material changes at present.

There has been a good trade in new corn of late, more especially for domestic shipments, and although corn is selling at a lower level than it has for years, we can not look for any decided bull movement until export trade improves, and in all probability, with the scarcity of cars, the movement from first hands will not cause very heavy shipments this side of the new year. Corn is now offered freely at about 45¢ for new and 47¢ for old and new mixed, delivered Michigan points.

Oats have been quiet for the week and declined one-quarter cent per bushel. The market is inactive and of a local nature, being affected from day to day largely by other grains.

L. Fred Peabody.

The Produce Market.

Apples—Steady and strong at \$3 for ordinary, \$3.25 for choice and \$3.50 for fancy. The varieties offered the trade are greater in number than usual but the quality is not always first class.

Bananas—\$1.25 for small bunches, \$1.50 for large and \$2 for Jumbos. **Butter**—Creamery is steady at 24¢ for choice and 25¢ for fancy. Dairy grades are firm at 21¢ for No. 1 and 15¢ for packing stock. Renovated is in moderate demand at 21¢. Receipts of dairy are larger than a year ago and indications point to an increased production from now on.

Cabbage—75¢ per doz. **Carrots**—\$1.20 per bbl. **Celery**—30¢ per bunch. **Chestnuts**—\$4.50 per bu. for Ohio. **Cranberries**—Jerseys, \$11; Late Howes, \$12. The market holds firm and there is apparently no chance of any decline, at least until after the holiday trade is well out of the way.

Eggs—Local dealers pay 25¢ on track for case count, holding candel at 28¢@29¢ and cold storage at 21¢.

Grape Fruit—Florida has declined to \$4.50@4.75 per crate.

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

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

Lemons—Messinas are steady at \$4.25 for 360s or 300s. Californias are steady at \$4.50.

Lettuce—14¢ per lb. for hot house. **Onions**—Local dealers hold red and yellow at 80¢ and white at \$1. Spanish are in moderate demand at \$1.60 per crate. The market is weaker.

Oranges—Floridas, \$3; California Navels, \$3.25.

Parsley—40¢ per doz. bunches.

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

Potatoes—The market is about the same as a week ago. Country dealers are generally paying 50¢@55¢, which brings the cost of stock up to about 60¢ in Grand Rapids. Local jobbers sell in small lots at about 65¢.

Quinces—\$2 per bu.

Squash—Hubbard, 1¢ per lb.

Wm. E. Patterson Now in Bankruptcy.

When Wm. E. Patterson was burned out at Ravenna about three years ago, he had a warehouse in his own name, which was not destroyed by fire. He has since converted it into a hotel and furnished it for hotel purposes. He has also erected a livery barn and has a stock of horses and carriages. He now claims that both the hotel and livery belong to his wife, although enquiry discloses the fact that she had no money except \$200, which she received from her father's estate. The store building is on leased property, but on Nov. 24 Patterson gave a bill of sale on the store building and fixtures to his father on a pretended claim for \$1,900. On Nov. 4 Hon. Peter Doran took a trust bill of sale of the stock of goods, which was sold Nov. 17 to J. S. Duffy, of Detroit, for \$2,300. On petition of Geo. H. Reeder & Co., Edson, Moore & Co. and Clark-Rutka-Weaver Co., bankruptcy proceedings were started on Nov. 23

and at the same time Senator Doran secured an injunction against A. E. Patterson, restraining him from disposing of or incumbering the store building or fixtures which were transferred to him by his son, also restraining Mrs. Patterson from disposing of the hotel and furnishings or the livery stable and livery stock. Geo. H. Reeder was made receiver. An affidavit was filed by J. S. Duffy and W. D. Weaver, stating that Patterson in making a statement of his personal condition, never admitted that his father was a creditor and that they never learned of same until the pretended bill of sale was filed. The list of creditors and the amounts owing each are as follows:

Edson, Moore & Co., Detroit.....	\$2,709 98
Geo. H. Reeder & Co., Grand Rapids....	1,039 79
Ideal Clothing Co., Grand Rapids.....	303 58
Republic Oil Co., Grand Rapids.....	11 30
Hirth, Krause & Co., Grand Rapids.....	16 53
Clark-Rutka-Weaver Co., Grand Rapids..	78 49
Valley City Milling Co., Grand Rapids..	37 03
Hazeltine & Perkins Drug Co., Grand Rapids.....	41 84
Putnam Factory, Grand Rapids.....	43 86
H. Leonard & Sons, Grand Rapids.....	228 84
Alabastine Co., Grand Rapids.....	31 95
Worden Grocer Co., Grand Rapids.....	208 60
Dr. Hess & Clark, Ashland, Ohio.....	31 50
Albert Dickinson & Co., Chicago.....	69 92
The Pierce Mfg. Co., Ludington.....	12 65
H. Van Eenennaam & Bros., Zeeland....	9 00
Mayer Boot & Shoe Co., Milwaukee....	154 07
The Horse Whip Co., Westfield, Mass..	42 25
Michigan Salt Association, Saginaw....	74 17
Meier & Schuknecht, Detroit.....	51 40
Aikman Bakery Co., Port Huron.....	12 53
John Albers, Muskegon.....	59 88
W. F. McLaughlin & Co., Chicago.....	27 33
Moulten & Riedel, Muskegon.....	42 39
Hume Grocery Co., Muskegon.....	292 72
Fred Brundage, Muskegon.....	18 88
Iroquois Cigar Co., Muskegon.....	9 10
Dunkirk Seed Co., Dunkirk, N. Y.....	30 34
Janeway & Carpenter, Chicago.....	125 00
Williamsburg Furniture Co.....	21 05

Kalamazoo Shoe Dealers Join Hands.

Kalamazoo, Nov. 28—Kalamazoo shoe dealers, forty-three in number, met at the American House Friday evening for a banquet and to organize. The organization was perfected under the name of the Kalamazoo Shoe Dealers' Association. For several years there have been attempts to organize among the shoe dealers, but no concentrated effort was made until now. The following officers were elected:

President—W. M. Bryant.

Vice President—J. H. Muffley.

Secretary—Fred Appeldoorn.

Treasurer—E. W. Chase.

It was planned to have social sessions in the future when the spirit moves and it is stated it will probably move quite frequently. The banquet proved to be most successful. W. M. Bryant acted as toastmaster. The speakers responded to topics dealing with various phases of the shoe question and much humor was brought out. Among the speakers were J. H. Muffley, L. Isenberg, W. Ware, Charles Webber, Fred Appeldoorn, E. W. Chase, W. H. Johnson, H. H. Neumeier, John Moore, Ed Mackey and Charles Snyder. Every shoe firm in the city was represented at the banquet.

The Boys Behind the Counter.

Rockford—W. R. Browning, of Portland, has taken a position as clerk in W. F. Hessler's drug store. Mr. B. has had several years' experience, having clerked in Battle Creek, Kalamazoo and South Haven.

Three Rivers — Lewis Hansen, formerly with C. E. Van Avery, the Kalamazoo druggist, has taken the position of prescription clerk for C. A. Fellows, of this place.

MONEY IS SAVED

By Knowing Just What You Want To Buy.

Knowing exactly what you want, and making up your mind exactly how much you can afford to pay for it, is one of the best roads to success in this country. Careless spending of money, lack of thought in paying for even the smallest things, eats up a salary or an income quicker than anything else.

If one says to oneself, "I must have a new coat of a certain cut, a certain cloth, and at a certain price," he comes near getting it. If he says he needs a new coat and runs into a store or to a tailor to make up his mind after looking at coats, nine cases out of ten he will buy and then regret afterwards that he has paid \$4 more than he intended to pay. The careful buyer, and the person who knows just what is wanted, always gets the bargains and the fellow who drops in and lets the salesman tell him what he wants gets "stuck." Merchants realize this, and for this reason they pay some salesmen twice as much as others.

A striking example of getting what they want at their own figures and their own terms is furnished by a widow and her daughter whom I know. They have a small income, so small that it would seem almost impossible for them to live on it. Yet they always live in a good neighborhood, get the best small apartments in that neighborhood, these apartments are always well furnished, they dress well, their table is good, and they entertain a little, they travel far more than many rich people, and seem to have no trouble about it. My wife says they are "good managers."

Some time ago they informed me that they wanted a flat in a certain building. They liked the building, they liked the neighborhood, and they calmly told me that they would not pay more than \$22.50 a month for the five room flat. Knowing that the five room flats rented for \$35, I told them it was impossible. The calmness with which they assured me that they would get it at that price nettled me. If they had been men I would have lost a big bet that they wouldn't, but a month later they moved in and they showed me the rent receipt for \$22.50, and cautioned me never to hint it to the other tenants.

Another time they took a house, paying \$40 a month, of which they got back \$28 from two roomers. In the fall they decided to go to California. The lowest fare I knew of was \$50 at that time. They got two tickets for that price, packed their own food, took tourist sleepers, and went. Before going they sold their furniture. I knew the furniture in the house, all told, had not cost over \$550, but they got \$750 cash and \$50 for their lease on the house, and about the same time the landlord was trying to make me pay two months' rent before he would let me move out. They decorated the house prettily, threw a lot of fancy pieces around, and sold it just as it stood. It looked so pretty and dainty that the bride and groom who bought it simply could

not resist the temptation. Those dozen pieces of battenberg and a few throws and tidies netted them about \$200.

They certainly manage well. That girl made up her mind one winter that she wanted a new beaver coat. She knew exactly what she wanted, also what it cost, and the cost price was \$140. She was willing to pay \$80 for the same coat. It was after Christmas before she got that coat, but she got it at her own price. She said afterwards that the weather favored her, for it was a warm winter, and the prices of furs were slashed immediately after the holidays.

The "close" buyer and the buyer who knows exactly what he wants can save money in every line. One of my acquaintances, who is far sighted, is a young man of moderate income, yet one of the best dressed men in town. He buys entirely "out of season." He saves at least 25 per cent. on his clothes, 40 to 50 per cent. on his underwear, shirts, ties, etc., by buying his summer stuff in the fall and his winter stuff in the spring. He has his overcoats made in August, picks up his winter business suits on the hottest days of summer, and his summer clothes in February. He buys his shoes in bargain basements, three or four pairs at a time if he fancies them. We compared clothing bills last year. He had more clothes and better clothes, and always looked better than I, yet his bill for clothing was nearly 30 per cent. under mine.

It is knowing what, when and how to buy that aids in saving.

Joseph Martin.

Less Demand for Staple Hardware.

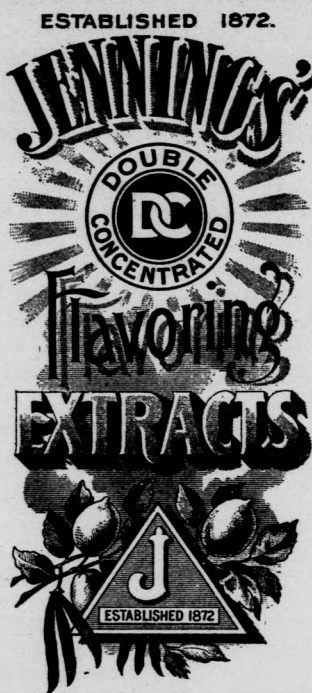
Although the expected slackening in the demand for staple goods, which usually begins much earlier in the season, is now noticeable in the Eastern and Western hardware markets, the business in holiday and winter goods continues to increase in volume. Builders' hardware, tools, house furnishing goods and smaller lines are also active, and although delays in transportation are still annoying manufacturers and merchants, trade in these goods exceeds that at the corresponding time last year.

Heavy shipments of holiday goods are now being made by jobbers to retail dealers, and the business in this line will probably reach larger proportions within the next few days. Wire products are selling freely, and many of the leading independent mills are anxious to advance their prices in view of the constantly increasing cost of raw materials. The leading interest, however, continues to oppose this proposed upward movement in the official quotations on the ground that it would tend to check buying.

The demand for stove fittings has grown so extensive that manufacturers of stove bolts have withdrawn prices within the last few days and it is now believed they will soon advance their quotations. There is no falling off in the demand for stoves of all descriptions and jobbers are still entering the market with large orders for immediate shipment

in order to supplement their stocks, which are almost exhausted.

Little soliciting is necessary to convince jobbers and retailers to lay in large supplies of holiday goods as the general prosperity of the entire



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

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¾ to 1 in., \$7.50; 1¼ to 1½, \$9.00; 1½ to 1¾ axes, \$11.00, carrying capacity from 1,000 lbs., 2,000 lbs. to 3,000 lbs. as per size.

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No. 6. Bobs finished and painted (no body) with shafts 1½, \$14.00, 1¾, \$15.00, 1¾, \$18.50.
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Bodies now in use can with very little work be fitted and changed to these bobs, and you have a first-class sleigh, with sleigh track. They have been universally adopted by all the Dry Goods, Grocery, Confectionery and Laundry trade. (See cuts.)

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Drop us a card today and receive FREE a book of songs with music. Many dollars saved by taking advantage of this offer. Old instruments taken as part pay. Easy terms on balance.

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

TRADESMAN COMPANY, Grand Rapids, Mich.

country insures large purchases for Christmas and New Year's.

While the American Sheet & Tin Plate Co. is booking orders for galvanized, black and roofing sheets, as well as for tin plates at advances of \$2 per ton, some of the independent mills are still accepting business at previous figures; but it is expected that the higher prices will soon be adopted by all manufacturers of these goods.

Flint Factories Flourishing Finely.

Flint, Nov. 28—The forthcoming annual report of the State Commissioner of Labor, which is due to be issued in February, will make an excellent showing for the city of Flint and afford an opportunity for comparisons with other manufacturing centers in Michigan that should prove flattering to local industrial interests. The inspection of the factories here was made last spring.

The number of classified industries inspected was thirty-two, and the whole number of manufacturing establishments included in the inspection was sixty-four. The whole number employed in the factories at the time was 3,039, and the average wages were \$1.79 per day, showing that labor in this city is as well paid, probably, as in any city in the State. In the case of male adults, of which there were 2,489, the average per diem wage was \$1.87. The average of the hours worked per day is a fraction over nine, and the report will show no idle work days during the year.

The capital invested in industrial plants last year was \$4,216,171, and the value of manufactured products for the year was \$6,177,170. With this showing, a large increase in the capacities of several of the local factories during the past summer, and the big Buick and Weston-Mott plants which are now building, the outlook for the coming year in Flint industrial circles is without a parallel.

One of the largest single shipments in the history of the local vehicle trade was made a few days ago by the Durant-Dort and W. A. Paterson companies. It consisted of fifteen cars from each of the two plants and comprised a total of 1,200 jobs. The shipment was consigned to the Deere & Webber Company, of Minneapolis.

\$25,000 for a Story.

Think of it! Twenty-five thousand dollars for one story—the highest price that has been similarly paid in America to any author. And this for just the exclusive right to print the story in this one publication—no right to publish it in book form being included.

Consider the quality of merit, the intensity of interest this story must possess to command this extraordinary price. The "White Company" has ever been accepted as the greatest work of any author, and by far superior to his own "Sherlock Holmes" tales—but "Sir Nigel," says Conan Doyle himself, surpasses them all.

Conan Doyle receives this fabu-

lous sum for his "Sir Nigel," which begins in the Sunday Magazine part of next Sunday's Record-Herald. Do not fail to buy The Record-Herald for next Sunday, December 3, as this great romance by the world's greatest writer of romantic fiction will be the sensation in the literary world for months to come.

Adrian Factories Work Overtime.

Adrian, Nov. 28—The Michigan Fence Co.'s factory building has been completed and the company will soon have its looms in operation. The building, 50x120 feet, is built of cement and brick and will cost between \$12,000 and \$15,000. The company is already setting up one loom and two more are partially complet-

ed and will be in operation before the winter is over.

Although it has been in operation but a few months, the Adrian Steel Casting Co. has outgrown its capacity. Additions are now being erected that will give a new and enlarged furnace and molding room. The company proposes to use crude oil for fuel in the future instead of coke. When the improvements are completed the company expects to employ seventy-five men, instead of thirty, as now.

The Lamb Fence Co. is so far behind in its orders that for some time it has been forced to work thirteen hours notwithstanding the fact that its output has now reached 100 miles per day. The popularity of this one of Adrian's several leading products

is to spread across the pond. The company has disposed of its rights in Canada and England and is making looms for companies which will operate in those countries. For some time a factory using the Lamb loom has been in operation at Walkerville, Ont., and now another company will soon begin operations at Hamilton, Ont. The factory in England will be located in a suburb of Liverpool.

English jams and preserved fruits are commanding the markets in the Orient, and the reason therefor is alleged to be that the American fruit growers and preservers are not willing to study the needs of that part of the world and put a product upon the market that will successfully compete with the English article.



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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, November 29, 1905

THE FIGHT FOR FREEDOM.

The present reign of terror in Russia is none the less frightful because it has not yet found a head and the revolutionary elements there are still unorganized. If a representative constitutional convention could be shortly assembled in that country it is barely possible that it could be held together until the will of the majority could be ascertained. What would follow the adoption of a constitution framed by any Russian convention at the existing juncture is, of course, altogether problematical. Lovers of peace and progress could only hope for the best while fearing the worst. Just now, though the Czar seems ready to surrender the last vestige of absolutism, the people can hardly be said to have their own way. If they have any definite purpose they have no idea how it may be realized; but they must sooner or later discover that the abolition of the whole existing system of government in Russia would not solve their problem, and that they must live under some form of authoritative rule until they have at least formulated a new system. An autocracy has found it possible to hold sway for centuries without any sort of constitutional restriction, but a democracy embracing many millions of souls, especially where the masses are uneducated, would necessarily prove a short-lived arrangement.

Some philosopher has said that all government is a compromise with destiny, and the meaning of that saying is that whoever undertakes to rule must take into account the fact that he has to deal with imperfect material—human nature. That is a fact which the people themselves cannot afford to overlook. The authors of the Constitution of the United States understood that it would be exceedingly unsafe to confer absolute power upon mere majorities. It is to be feared that the Russian people have as yet no adequate appreciation of the danger that lies in hasty popular decisions of questions of public policy. At present they are apparently unwilling to accept any scheme of qualified suffrage. They look to universal suffrage for protection against oppressive class legislation, and there is something pathetic in the confidence they repose in that

simple expedient. If they finally succeed in establishing a representative form of government they will very soon be reminded that representation in form is a very different thing from representation in fact. And they will have to learn the sad truth that mere political freedom is not in itself a complete emancipation from restraints. Obedience and discipline are required in every practical business and the employer rules the wide world over. Civil government affords only a limited protection to the worker in the field, to the trader in any market. Individualism is still on trial. The right of competition is denied in principle by the socialists on the one hand and in practice by great combinations of capitalists on the other. The socialists argue that the capitalists are on the way to the establishment of an industrial despotism and that no escape can be found from that result except in the establishment of the industrial state—government ownership and control of everything in the interest of everybody. The individualist is not satisfied with either conclusion and perforce puts all his trust in the restrictive power of legislation enacted in the interest of the people. The long battle for freedom, now in its final phase, is going on in this great Republic more fiercely, perhaps, than anywhere else in the world.

The Russian people are not looking so far ahead. They have, indeed, their doctrinaires, their scientific socialists, as well as their nihilists, but the idea with which their masses are occupied to-day is the establishment of the supreme authority of the popular will, and they have hardly dreamed of the difficulties to be encountered later on. How should they know better? They have been kept in ignorance and brutalized by centuries of oppression, and it is not strange that they are now exhibiting a not altogether desirable degree of docility.

GENERAL TRADE OUTLOOK.

The resumption of normal conditions in domestic money markets is having its effect in largely increased activity in speculative trading. Money rates are still firm, but the fact that foreign markets are much easier and promise a continuance of the improved situation gives assurance of less stringency here, for during the entire period of tightness the conditions in foreign markets had more influence here than was generally credited. Trading has been exceptionally heavy, although confined to the most active stocks, reaching a volume some days exceeding any time for many months past. Prices of these active issues have advanced considerably, so that notwithstanding the decline in the more sluggish ones the average has been brought very close to the high average of some weeks ago. While financiers continue to assert that values in many cases are fully as high as the properties warrant every effort to bring any down materially is met with a readiness which promises support to a still higher level.

The season's trade is progressing

in a manner that should satisfy any reasonable expectations. Complaints in some localities of too much warm weather are too local to materially affect the general result. The great feature of the situation is the fact that the public has money in abundance and delays on account of such unseasonable conditions will not be long. Salesmen continue to report unexpected liberality in orders as the demand begins to show how soon stocks are being depleted.

Activity in all lines continues to be the report of manufacturers. The only disturbing feature in iron and steel is the labor controversy between the structural operators and their men. A serious strike would be disastrous in the suspension of building operations, which would affect a vast number of enterprises giving employment to many thousands, but remembering the recent disturbances along this line it is probable matters will not be permitted to go very far. The continued high prices of materials in textiles operate to increase caution in future business, but stocks are not large enough to afford misgivings as to the future as long as the present demand continues.

USE LAW AS A CLUB.

Not long ago a Grand Rapids creditor visited a Lansing gentleman with an urgent request that he pay a long-past-due account, when the gentleman pulled out a bankruptcy petition, which was signed but not sealed and delivered. Flourishing the document in the face of the creditor, he said, "Will you take 25 cents on the dollar for your claim, or shall I file this paper?" The creditor saw he was up against it and that the debtor proposed to use the bankruptcy law as a club to enforce a compromise, and yielded. Not long ago a Grand Rapids house, which was evidently insolvent, held off summary proceedings on the part of its creditors for several months by flourishing a bankruptcy petition in the face of the attorneys who called with claims. The manager of the house intimated that if the lawyer took legal proceedings to enforce his rights the bankruptcy petition would be filed forthwith. In the meantime the debtor house paid no bills, but succeeded in collecting practically all its accounts, which apparently went into the pockets of the debtor. Then the bankruptcy petition was filed and now the creditors are looking for a dividend of 5 cents on the dollar.

During the past week or two another case has been brought to the attention of the Tradesman in which a Bangor lawyer used the bankruptcy court as a means of forcing the creditors of a general merchant to accept 40 cents on the dollar. The matter was handled very adroitly and only one or two houses succeeded in withstanding the pressure and obtained 100 cents on the dollar.

To the casual observer it would appear that it is about time that the bankruptcy law be amended in such a way as to prohibit the law being used as a club in the hands of unscrupulous men to accomplish their ends.

ORIGIN OF THANKSGIVING.

The November Thanksgiving is a New England holiday, being strictly of Puritan origin. The first Thanksgiving Day celebrated in North America was on a Thursday in November in the colony, or Plantation of Massachusetts Bay, by order of Governor William Bradford in 1621. According to Edward Winslow, a writer of that time, "Our harvest being gotten in, our Governor (William Bradford) sent four men fowling so that we might, after a special manner, rejoice together after we had gathered the fruit of our labors." These four men in one day took great store of fowl such as turkeys and ducks, besides venison. They had corn and rye-flour or meal, and pumpkins. Probably they had dried or otherwise preserved some of the wild fruits found in the colony, and, doubtless, as it was less than a year after they had landed in the country, they still had some of the Holland gin brought by them from the land of its production, and probably they had rum from the Spanish settlements in the West Indies. There is evidently reason to believe that the Pilgrim Fathers had wherewithal to make merry.

The question has been asked why a Thursday in November has been chosen as the time for thanksgiving. Doubtless November was selected because at that season the crops were all gathered and housed and the winter had commenced. Moreover, the old Puritans had to have some holiday in place of Christmas, which they had discarded as a Popish and Episcopal vanity. Moreover, the discovery of the famous "Gunpowder Plot" to blow up the King and Parliament of England, which took place on Thursday, Nov. 5, 1605, was made an occasion for a national thanksgiving in England, and it is easy to see why a Thursday in the month of November should have been chosen by the New England Puritans for their holiday.

The Massachusetts Bay holiday spread to surrounding states. In 1795, President Washington, in a proclamation reviewing the many reasons why the people of the young Republic should be generally thankful, appointed Thursday, Feb. 19, as a time of national thanksgiving, so that although Thursday was retained November was not. But Washington was a Southern man, and he knew that all the Southern crops were not gathered in November. But there was no annual national Thanksgiving Day until after the close of the Civil War. Thanksgiving up to that time had only been appointed for special occasions, and they were not generally observed except in the Eastern and Middle States, and those of the Middle West. After that period it has been the custom for each President to appoint the last Thursday in November as a season of thanksgiving, and it has been adopted with more or less unanimity by the Governors of all the states and the people of this country and its dependencies.

THE CREDIT MEN.

Scope and Purpose of Their National Association.*

To be asked to address you on such a large subject as the "Scope of the National Association" is a pleasure indeed, and I assure you that the honor conferred upon me by the Entertainment Committee is fully appreciated. I do not feel that simply because everybody else whom the Committee asked to talk on this subject refused, and I was asked as a last resort, lessens the honor conferred on me, and I want to thank each member of the Committee personally, in the hope that I may sometime have the opportunity of talking on a subject I know something about.

I regret exceedingly that the Committee did not give me more time for preparation. In this respect I believe they took an unfair advantage of me, inasmuch as I did not have time enough to send to National Secretary Meek for literature on the subject, which would have made it unnecessary for me to rack my brain for ideas or search so many bulletins for facts and figures.

The fortunate feature of this is, however, that you will not be afflicted by any lengthy talk. In fact, I feel as chivalrously disposed toward you as Senator Depew did one morning at Saratoga Springs. The Senator was out for an early morning walk and a bevy of charming young ladies met him with great enthusiasm and one of them remarked: "Oh, Senator, we have visited all the springs and have had about forty drinks apiece." The Senator raised his hand deprecatingly and hastily said: "Well, well, if that is the case, ladies, don't let me detain you a moment." While it may be conceded that you gentlemen have not been so fortunate in the matter of drinks as the young ladies mentioned, I am inclined to believe that to detain you long would be a mistake.

The purpose the Executive Committee had in view in assigning to me this subject was that there might be presented to our members, briefly, an outline of the workings of our National Association, with the hope that a better understanding of this subject might produce beneficial results, not only to our own membership but also to this great National organization of which we form an important part.

The National Association of Credit Men was organized on the 25th day of June, 1896, in the State of New York, and the certificate of incorporation, signed by fifteen members, was issued on the 13th day of December, 1897. The Association will, therefore, be ten years old on the 25th of next June.

The object of the Association, as set forth in the certificate of incorporation, and also in the by-laws, is as follows:

The object of this Association shall be the organization of individual credit men and of associations of credit men throughout the United States, in one central body, for the purpose of rendering more uniform, and establishing more firmly,

*Paper read at monthly meeting of the Grand Rapids Credit Men's Association by A. B. Merritt.

the basis upon which credits in every branch of commercial enterprise may be founded, which shall include a demand for a reform of the laws unfavorable to honest debtors and creditors and the enactment of laws beneficial to commerce throughout the several States; the improvement of existing methods for the diffusion of information, the gathering and dissemination of data in relation to the subjects of credits; the amendment of business customs, whereby all commercial interests may be benefited and the welfare of all may be advanced; the provision of a fund for the protection of members against injustice and fraud, and such other objects as the members of this Association may determine upon in manner hereinafter described.

The officers of the Association are President, Vice-President and Secretary-Treasurer. These officers, together with eleven directors, constitute the Board of Management. The duties of the Board of Directors, as set forth in the by-laws, are as follows:

The Board of Directors shall, subject to the instruction of the Association, control and manage its business and all appropriation of funds, but shall have no power to make the Association liable for any debt or debts to an amount which shall exceed the sum of cash in the hands of the Treasurer and not otherwise appropriated, without the express authority of the Association. The Board shall also appoint, as soon after the annual meeting as possible, the regular standing committees, and may also appoint, from the membership of the Association, such other committees as occasion may require and as may seem proper for the carrying out of the objects of the organization, and shall have power to fill vacancies. It shall have power to employ a Secretary and direct him how to proceed. It shall also have power to elect a Treasurer of the Association.

There are six standing committees: Legislative, Membership, Business Literature, Improvement of Commercial Agency Service, Improvement of Credit Department Methods and Credit Co-operation. Besides the regular standing committees, special committees are appointed each year for performing special work. Last year the Special Committee on Fire Insurance, of which our own Lee M. Hutchins was Chairman, did a great deal of hard pioneer work, which so appealed to the last convention, on account of the great promise of good to come of it, that a resolution to renew this Committee was unanimously adopted and the President was authorized to make the necessary appointments.

These Committees make their report in writing at each annual convention, and usually each report is followed by some recommendation in the form of a resolution which requires action by the convention. The report of each committee, with its accompanying resolutions, is always the occasion for interesting debate, every delegate having the privilege of taking part if he so desire. Regularly appointed leaders in debate are allowed five minutes for expressing their views and all others are limited to three. This rule is necessary in order that the business of the convention, which is great, may be finished promptly, and it has the advantage of making the debates which take place short, snappy, right to the point and thoroughly interesting every minute.

Any association can introduce resolutions. For instance, the Milwaukee Association introduced a resolution last year in regard to commercial agencies which was exactly the same as one introduced in our local Association by Chairman Pendergast of the Committee on Commercial Agencies. This is the resolution, which was carried:

Resolved—That the said agencies be requested to issue their reports on a better grade of paper than they are now using and that more care be used in the execution of the reading matter of their reports.

Any member may introduce resolutions during debate, but it must be done in writing.

The membership of the Association the 1st of last June was 6,061, being an increase during the year of 734. All the states and territories in the United States except nine were represented at that time, and it is expected that by next year every one of them will get into line.

The Committee on Business Literature, which has in charge the publishing of the bulletin and other literature of an educative character, reports that 8,500 of the bulletins are issued every month. The bulletin contains the doings of each local association, as well as the affairs of the National, and contains each month many valuable articles on credits contributed by men of broad experience. Many of these articles are copied by trade and daily papers and thus their influence is spread over the entire country. Grand Rapids has been ably represented by papers of this kind in the past, and we hope there will be more of them in the future. The National Secretary invites articles on subjects of interest to credit men, and I know of no better field in which the ambitious credit man or the one with an idea can promulgate his views. Here is an opportunity which the young credit man should not neglect, and I am sure that our Association will give all possible encouragement to any one of its members who desire to take advantage of it. The Entertainment Committee is always interested in getting good subjects to discuss, and is never overstocked with candidates who are willing to read papers. Whether this arises from modesty, lack of time, or an indisposition to let the other fellow in on some of the good points which have been acquired by personal experience, I am unable to say. I am quite certain it is not from lack of ability or knowledge on the subject, for we have men among us who far outshine in ability many of those who take prominent parts in the National conventions, and I want to urge the members of

our Association to take as active a part in the meetings as possible. If you have any subject in mind you would like to have discussed mention it. If you are struck with an idea you would like to unload do so. If you are called upon by the President to express your views let him have them, even if you may not always be complimentary to that dignified individual or his accomplished Secretary. This is your Association. It is bound to be what you make it. The officers are simply here to look after the details. The more you do for a friend, the better you like him. It is the same with an organization. The picture you paint yourself, the garden which is the result of the sweat of your own brow, the business you establish yourself, all have a deeper hold on your heart and are of far more worth to you than the greatest picture of the greatest artist, the achievements of a Burbank or the accomplishments of a Rockefeller. Let this organization have some of that personal heart interest; lavish on it some of that affection which I am sure every member possesses in large degree.

The Committee on Credit Department Methods issues trade inquiry form blanks, which any member can get at a low cost by writing to the National Secretary. This form is being used by credit men all over the country and whenever it is sent to one of the 6,000 credit men in our Association it receives prompt attention. These forms were used last year to the number of 213,600, and I advise members of our Association who have occasion to make trade inquiries in other cities to supply themselves with these blanks. The questions covered are: How Long Sold, Terms, Highest Recent Credit, Owes, Past Due, Pays, Other Information. It is probable that many of you have had these sent you to fill out and have not realized that they were the official form furnished by the National Association.

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Established 1868

Property Statement Blanks in different forms adaptable to different businesses; 450,000 of them were sold to credit men last year. These are for the purpose of getting a statement of assets from your customer, etc.

This Committee also issues an official Form of Collection Letter; and returns made to the National Office last year show that Form Letter "A" had been used to the extent of \$86,654.38 and Form Letter "B" to \$11,101.30. A card system has been installed in the National Office by means of which debtors are listed according to location. Under this committee's work comes the report, also, of the great work accomplished by the Denver Adjustment Bureau.

These are some of the practical results which members of the National Association get, whether they are members of a local association or individual members having no local affiliation, and form in themselves sufficient reason why all firms not already members should become such, as the great benefits obtained can be derived in no other way.

The Special Investigation and Prosecution Committee has handled several important cases during the year, but I will mention only one, that of I. Wiener & Co., which is typical and shows what can be done by determined effort. I will state now that our own President, Mr. Brown, has been appointed a member of this important Committee for this year.

At the time of the report of 1904 it was stated that David S. Ludlom, the trustee who had been appointed by the creditors, as a result of the work of the Association, had located Weiss, the partner of Isaac Wiener, who had fled to Canada. As a result of the efforts of the Association, and pending the trial of the indictments which had been obtained against Weiss, the Honorable Edward E. Hoffman, Referee in Bankruptcy, on the 7th day of March, 1905, filed his report, in which he required both bankrupts to pay over to the trustee the sum of \$76,000. The bankrupts made several offers of settlement, which the Committee refused, and which were rejected by the creditors in order that the trial of the indictments in Philadelphia might not be prejudiced, and this case is still in progress. The attorneys of the defendants filed objections to the report.

Other cases have been followed in a similar manner by this Committee and the lives of a few fraudulent debtors, at least, have been made miserable by the Credit Men's Association. The knowledge that this work is being carried on by the Credit Men has undoubtedly made other would-be fraudulent debtors hesitate, and it must be conceded that some good has been accomplished thereby.

The Committee on Improvement of Commercial Agency Service has done a great deal of hard work and it believes it has accomplished results in the way of getting better service from the agencies. It reports that in some localities Bradstreet gives the better service and in others

Dun. This is caused largely by the efficiency or inefficiency of the local managers, and the sense of the National Association in reference to that feature is illustrated by the following resolution, which was carried at the Memphis Convention:

Resolved—That the Committee on the Improvement of Commercial Agency Service be, and is hereby instructed to make a thorough investigation of this matter and, by an extended examination of the Agency reports and an exhaustive comparison of the service rendered by the two agencies, determine which one is giving the better service generally; and also ascertain where the local branches of this Association are suffering as a result of unsatisfactory agency service, to the end that the National Association may exert its influence to a betterment of such conditions.

the brief time allotted I can give only a short summary:

Last year Mr. E. A. Stowe was a member of this Committee and this year Mr. John Sehler is our representative. It has strenuously pushed the work of getting Sales-in-Bulk laws passed in the various states and last year bills were introduced in seventeen states and the law was passed in Maine, Illinois, Pennsylvania and Michigan.

A resolution was passed at the Memphis convention recommending to the 59th Congress the passage of the Lodge Bill, to contain, among others, the following provisions, in reference to the consular service:

Substitution of salaries for fees.

Improved classification or grading and transfer of consular officers and increase of salaries.

Adoption of the merit system of

zation representing one line of trade only. For example, suppose the iron men advocated a higher tariff on iron. It would be natural for the legislator to look for a nigger in the fence, because it would appear on the face of it to be a measure calculated to benefit only the iron men, and would very likely work for their benefit but be detrimental to most other lines of business. On the other hand, when the credit men ask for legislation it is in the interest of all the different classes of business men all over the country, unbiased by the special needs of any one class.

Our Legislative Committee is striving to obtain a law making the filling out and mailing of fraudulent statements for the purpose of obtaining credit punishable by a fine of not more than \$1,000 and imprisonment for not more than five years, or by both fine and imprisonment at the discretion of the court.

It is also working for a uniform exemption law and a law making it necessary for all persons carrying on business under assumed names to file with the county a statement of the actual names of the real parties owning and operating the business. The subject of having all chattel mortgages filed with county officers was taken up by resolution in the last National convention and the Committee is pledged to work to secure legislation of this kind.

Probably the hardest work of this Committee has been done in connection with the National Bankruptcy Law and it is well known that the National Association is unalterably in favor of a permanent Bankruptcy Law. The paper read by Mr. Prendergast at the last convention was an able effort and met with great approval. It has been published in pamphlet form and any member can get a copy by sending to the National Secretary.

The Committee on Credit Co-Operation reports eleven trade organizations for credit co-operation which are doing satisfactory work. They are:

The Jewelers' National Board of Trade, with offices in Chicago, Providence and New York.

The National Association of Clothiers, with offices in the twelve largest clothing centers of America.

The Electric Trade Association of the Pacific Coast, with offices in San Francisco.

The Merchants' Credit Association of California, with offices in San Francisco.

The Stationers' Board of Trade of New York.

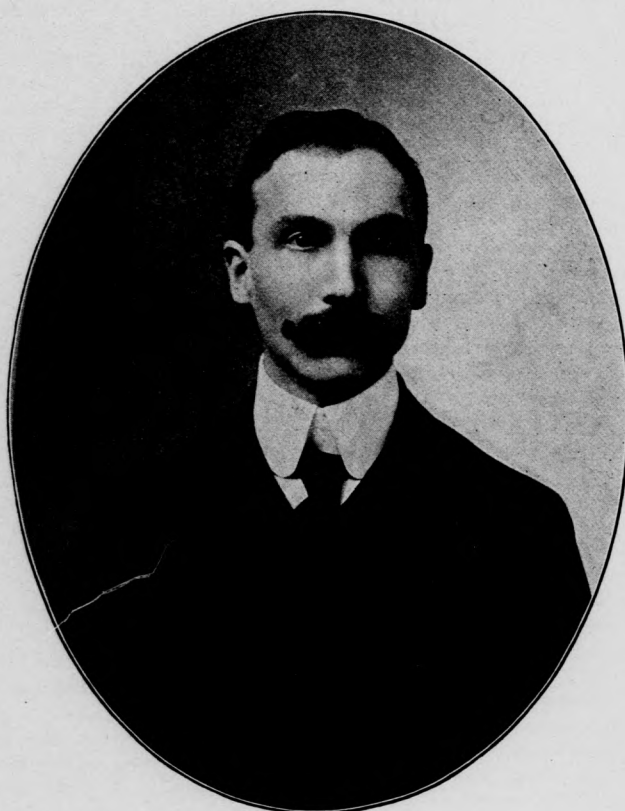
The Hardware Board of Trade of New York.

The Crockery Board of Trade of New York.

The Lumbermen's Trade Association, with offices in New York, Baltimore, Philadelphia and Providence.

The Glass Dealers' Protective Association.

The Manufacturers' and Dealers' Protective Association, dealing in plumbers' materials, with offices in New York.



A. B. Merritt

It is apparent from this that, if any local association feels that it is not getting from the local branch of either of these agencies the service to which it is entitled, it has but to bring the matter before the National Committee to get some action taken that cannot fail to produce beneficial results. And, as local associations may bring these matters before the National, so, also, may local members bring desired reforms to the attention of their local organization; and, if conditions which are unsatisfactory continue in any city, it must be largely the fault of the local association in not using the weapons with which the National Association provides it.

The work of the Legislative Committee is so extensive, and so much has been accomplished by it, that in

examination, appointment and promotion of consuls.

Consuls must be familiar with either the French, German, Spanish or Chinese language and possess a knowledge of the natural, industrial and commercial resources of the United States with reference to the possibilities of increasing and extending the trade of the United States with foreign countries to which they are accredited.

The power of the National Association in obtaining favorable legislation is second to no organization of business men that can be conceived, because it is interested in legislation that affects all kinds of business and is not working in the interest of any one class. A prejudice immediately arises in the minds of legislators when any bill is urged by any organi-

The New York Paint and Allied Trade Association.

The Special Committee on Fire Insurance under Chairman Lee M. Hutchins brought in the following resolution, which was adopted:

Resolved—That in compiling reports on merchants from whom they have received no statement, the mercantile agencies make an effort to at least secure information, either from the dealer himself or from a local fire insurance agent, as to the amount of insurance carried.

Gentlemen, I have endeavored to give a general outline of the scope of the National Association. I have not gone into ancient history to do so, but have given you some of the most important things which have been done the past year. These facts and figures have all been published in the bulletins and I have simply sorted them out and arranged them for the benefit of our new members and those others who have not kept in touch with the work of the Association through the bulletin.

It is gratifying to note that Grand Rapids has taken its share in this work and that we are well represented on the Committees for the present year. Mr. Brown is a member of the Prosecution Committee, Mr. Sehler is on the Legislative Committee and Mr. H. C. Cornelius is State Vice President. But, gentlemen, we believe we should have more. The next year should find one of our members on the National Directorate, and it is the sense of your Executive Committee that that man should be Mr. Hutchins. But I believe it will be necessary for the Detroit and Grand Rapids Associations to get together when an office is desired at the hands of the National convention, and the time to do it is right away.

We ought to be better represented in the National conventions. We are entitled now to seven delegates and we should have them all go. We ought to have men interested in the work. There are thirty-five individual members in the State. We ought to get their proxies for the next convention. With forty votes at our disposal we would be something worth considering. We could make a trade for votes and help those who help us. There is no reason why some one of our members should not be President or Vice President. I should be glad, for one, to have some one in our midst develop that sort of ambition. We might as well aim high, and it would be only natural that the next President should come from the North. We've had them from the East and the West—why not try a Michigander for a change?

Again I want to urge every member to take a personal, active interest in the Association. Come out to the meetings, get your thinking cap on and give us the benefit of your suggestions. Ask questions. If the President can't answer them keep them over until the first of the year and try them on the new President. If you have any suggestions that will make our meetings more interesting hand them out. Don't keep them for use when you get on the Entertainment Committee, let us have them

now. If you know of anyone who ought to become a member go after him. If you can't land him call up Rutka and he will call out his scouts and together you can get him. Tell him of the good the Association is doing. Tell him how much you like it yourself. Tell him that we are trying to make ourselves better credit men, better citizens, better friends. Tell him that the old narrow-mindedness and selfishness are giving way to a broader conception of the duties and privileges of credit men and that through the aid and work of our associations we have made the name of credit man second to that of no profession in the respect and esteem of the commercial world.

Best Beet Sugar Results.

Believing that commercial advance in growing beet sugar depends largely upon the character of seed furnished the grower, the United States Department of Agriculture is making every effort to produce a strain of pedigree seed that will enable American farmers to produce large yields to the acre of beets, containing a large percentage of sugar and a lower percentage of undesirable constituents.

The work was begun by securing the best strains of European seeds and all known strains of American-grown seeds and growing them for comparison. Of these the best four strains were selected as foundation stocks and all beets of exceptional quality were saved and planted the following year as mother beets for seed production.

In the succeeding year one-half of the seeds secured from these individual plants were sown and the best specimens of beets preserved as specimens for the production of the first crop of "elite" seeds. The other half of the seed was planted this year and the beets secured will furnish next year's supply of seed for the new strain. Along this same line of improvement a private grower at Fairfield, Wash., has produced a lot of some 300 roots testing from 20 to 24 per cent. sugar, a most extraordinary achievement in view of the fact that the usual best seeds available do not contain over 15 per cent. sugar contents. This valuable improvement in sugar content is combined with a high yield per acre and a very high coefficient of purity, ranging from 86 to 92 per cent.

This means it is perfectly feasible eventually to make permanent this high sugar content, and when this is accomplished the farmer will have a crop for which the manufacturer is willing to pay fully one-third more to the ton. Last year the Department furnished some small lots of high class seed to growers for observation in comparison with the seed furnished them by the factories for whom their crops were intended.

The returns from 561 acres show that one strain of Government seed contained $\frac{1}{2}$ per cent. more sugar and yielded one and a half tons more to the acre than factory seed.

It is fool financiering Cupid teaches—that two can live cheaper than one.

Bookkeeping in a Nut Shell

If every page in your ledger could be in plain sight at one time—if each item in your day book could be carried with its ledger page—if you could have a statement made out without effort on your part, then the old style bookkeeping systems would be almost as efficient as the practical, rapid and accurate

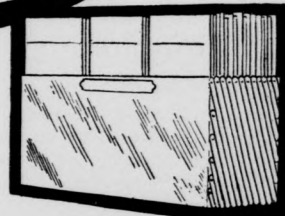
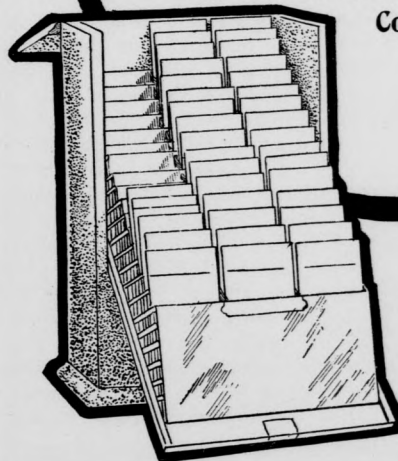
Simplex Accounting Method

But the Simplex Method does more than this. It enables you to have a time and credit limit for each customer. It ledgerizes the account and itemizes each transaction. It double checks each entry to prove its accuracy and it does all this in $\frac{1}{4}$ the time required by complicate bookkeeping systems.

The Simplex is the most complete and yet the simplest method ever devised and it will pay you to write for our descriptive booklet, "The Pilot." Mailed promptly on request.

Connard-Hocking Co.

205 Dickey Bldg.
Chicago, Illinois



Ready for the Safe

Bankrupt Stock Calendars

We bought very liberally of the bankrupt stock of calendars of the Marshall Manufacturing Co., of Chicago, and consequently are in a position to give our patrons extremely low prices. The time is drawing near when you will need your calendars. Order now and you will have them when you want them.

Tradesman Company

Grand Rapids, Mich.

CLERKS' CORNER

He Began With a Pack on His Back.

Since commerce and commercial people are shifting things and since the itching for trade is a thing that runs in the blood after it is inoculated, we must all count that we have had ancestors that have engaged in some kind of trade or other somewhere. The acuteness of Scotchmen in their dealings with other people is as proverbial as the shrewdness of the Yankee or the tenacity of the Jew. Scotchmen are pretty sharp traders, and they count all the costs and all the possibilities pretty closely. I might illustrate by telling a story which most of you have heard about the only Jew who is still doing business in Glasgow in competition with the Scotchmen—doing business because the Scotchmen are so sharp they don't allow him to accumulate enough surplus to get away. But that is not what I started to tell about.

The Scotchman of this story is not a Scotchman at all, but some of his ancestors came from that moisty land of the North, and he inherited some of their business acuteness. His name was Robert, of course. It might have been Douglas, but it wasn't. Everybody called him Rob instead of Bob. Where I first heard of him was in a mill town in an Eastern State. There he was born and had the usual life of a village boy until he was somewhere about fourteen years old. His parents didn't have much money, but they managed to live pretty well, and they wanted the boy to go to school and get a good education, but, as is often the case, the boy thought he had learned enough of books by the time he was fourteen and wanted to do something else—something to make some money. Maybe that was the Scotch of it, but that was the way of it.

They managed to keep him in school a year longer, but it was no go after that. He wanted to start in business for himself. Just how, he didn't know, but that was what he was after. They wouldn't listen to that, so they got him a place in one of the village stores with Old Mr. Smith. Old Mr. Smith was a nice old man who had had a store there since the time of the original deluge, or somewhere near that date, which could be proved by the things still in stock in that store. Everybody thought he was a nice man, and so he was. But when it came to doing a lot of business, the days of Old Mr. Smith were over. Rob didn't like it there a little bit. He learned some good, honest things that stood him in stead in the years that came after, but he didn't get much start in the later-day way of hustling. He knew it wasn't the real up-to-date kind of a business place, but, of course, he didn't know what was the matter with it all.

Rob began his work with Old Mr.

Smith in the early summer, and when summer began to appear again, he got his back up and said he was going to do a business for himself. His parents were both unable and unwilling to put money up for him, and Rob figured out his own scheme. He didn't get much pay from Old Mr. Smith, but he saved twenty-five dollars from the year's work; with that sum he started out. In the city, six miles away, was a wholesale house where he found out, by inquiry there, that he could purchase small wares, notions and such stuff, with which to start a peddling trip. And that was what he determined to do.

Objection at home was no go, and the youth finally had his way. It was a strange thing for a youngster like him to start out with a pack on his back, and the people of the town were set to wondering for nine days after the boy had really started. It was not exactly a picnic for a boy of sixteen to go packing about the country and trusting to luck and good deals on the way for his living. For his first trip he followed pretty closely the line of the old canal for fifty-odd miles until he reached another city of importance, where he could replenish his stock of goods. This trip was not a great success, for peddlers along the canal didn't have a rich reputation among the country folk, and Rob was no better than any other in their sight.

When he struck back toward home he took an interior road and made a little better progress, but it didn't suit him, and he began to think that either the peddlers he had seen going about the country were better salesmen than he—that they could make the farmers' wives believe they wanted goods whether they did or not.

By the time he reached home he had been gone a month and sold his stock almost completely out. He discovered that he had made but little more than his expenses, had tramped out a good pair of shoes and had less than thirty dollars in his pocket. He didn't like that, but he wasn't going to give up the idea. He didn't start out with his pack again, and the people thought they knew that Rob had sickened of his job. That wasn't it. He had another plan.

He wanted some more money, and he wanted it as soon as he could get it, so he went to work in the mill and worked early and late, raking in every cent that came his way. His old companions didn't understand him, and he didn't care anything about that. He stuck to the mill all the winter, and when spring budded forth he had enough money to buy a horse and wagon and a peddling outfit larger than that of the year before. Attached to this scheme, he bought eggs from the country people, paying them in goods when he could and paying cash when he had to. The egg scheme worked better than he had anticipated, and he found that he could not be gone from home more than a week without coming back to unload. His business increased to the extent that he spent only five days peddling and the sixth day getting rid of his eggs and stocking up anew with merchandise.

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

A fine tea will bring customers and keep them.

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

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

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

WORDEN GROCER COMPANY

Distributors

Grand Rapids, Mich.

FREE

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.



Rob had begun to feel that he was prosperous, when the cold weather came and shut off much of the egg supply and a good part of his business. He had found a dull season. His routes were established, he had regular customers, and he considered himself pretty well started. His winter trips were continued, although they took up two weeks instead of one, until the snows compelled him to get around as he could.

That kind of life he followed for three years, until he had a trade that was all he could handle. Then his horse ran away one day, smashed up the traveling store and put Rob out of commission with a broken leg. When he was able to get about again he started in another direction. He had conceived the idea that he could do business right in town and do it better than it was then being done. You see, the three merchants who kept little general stores were constantly afraid of the city competition, so afraid that they wouldn't keep stocks of any size and thus compelled the people to go to the city for the majority of the goods they wanted. Working in the mills were a good many young people, the most of whom Rob had some sort of acquaintance with, and he turned his attention toward trying to get their trade.

He rented a place that had once been a meat market, had it fitted with shelves and a counter and proceeded to stock up with men's and women's furnishings of the sort that the mill people had been compelled to go to the city to buy. How much of a stock he had to start with, I don't know, but it couldn't have been large, for I saw the store after he had left it, and of the character of goods he stocked with at first not much would have been required to fill it. You know ties and suspenders and handkerchiefs and collars and other sorts of neckwear and ornamental apparel can be spread out to take up a good deal of room.

He had struck the right thing and had struck the right sort of trade to do good advertising for him. They came to see what he had, bought a little and told everyone they saw what could be found in his store. In a year he had to move to another place, because he wanted more room to show undershirts and house wrappers and other stuff he found necessary to add to his stock. Up to that time he had done all the work himself, excepting evenings, when he hired a young lady to help him. The move into the new store made necessary the hiring of the first permanent clerk.

But I am spinning this out too long. Rob did business as a storekeeper in the little town until he was somewhere about twenty-four. Then he wanted to get where he could handle a bigger trade and one of a different class. He rented a store in the city and transferred himself and his business interests there. He had to borrow money to make his stock big enough, and he had to cut pretty close corners, all of which compelled the town wisecracks to declare that

Rob had reached out too far when he went away from home to do business—the big firms would be too much for him. Rob had calculated pretty closely and thought he knew pretty well how he was coming out. He had intended to draw most of the town trade with him when he went to the city, and he did, for the other small retailers could not hold it. That was a good starter, and he was liberal with his advertising.

Inside of the first year he came so close to bankruptcy that he had to take a silent partner and add a Co. to the name on the sign over the door, but things picked up after that and turned his way. His training had been good, for he had always had to buy closely and carefully, looking well to the amount of capital. Business increased slowly at first and then with greater speed. He rented the store next to him and put the two together, then he rented an upper room and finally all the rooms over both stores. There had originally been but two stories, but he had a part of a third added, and the quarters became more and more cramped.

That city business began something like fifteen years ago. Department after department was added and all available space was rented. The foundations of the old building would stand for no more stories, and the question of what was going to be done had become serious. Last spring the old structure caught fire from some of the heating apparatus and the place was badly damaged. Rob's loss was heavy but he had reached the point where he could stand it. A few days ago I read that his new store was ready for occupancy on November first, that he had opened with a great stock of goods and that the four floors and the basement of a modern steel structure were fitted into a magnificent place of business. Without a thought that I am guessing I think I can state that it is all safely within his grasp, and it is hardly yet twenty-four years since he began independent business with a pack on his back.—Drygoodsman.

Phosphorescent Photographs.

A sheet of card paper, slightly warmed, is covered with the following solution:

Potassium dichromate	4 parts
Gum arabic	8 parts
Glucose	6 parts
Glycerin	12 parts
Water, distilled	100 parts

After drying, it is placed under a negative and exposed to the light. As soon as the details appear, the copy is put in some damp place. The parts not lighted up absorb the dampness, get sticky and seize and hold fast calcium, strontium or zinc sulphide, in fine powder dusted on it. The picture, after being exposed to a powerful light for a short time, and then taken into a darkened room, emits a light, the strength of which depends on the length of exposure to the source of light and the time that has since elapsed—the phosphorescent quality gradually waning as time progresses.



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

New York & St. Louis Consolidated Salvage Co.

INCORPORATED

Home Office: Contracting and Advertising Dept., Century Bldg., St. Louis, U. S. A.
ADAM GOLDMAN, Pres. and Genl. Mgr.

Better Than a Safe

For a Burglar Cannot Rob It

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

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

\$37.50 to \$45

Your wholesale grocer sells them.

Standard Computing Scale Co., Ltd.

Detroit, Mich.

SOLD 10,000 OF THEM—ALL SATISFACTORY

THE PRICE OF SUCCESS.

It Consists In Keeping Everlastingly At It.

Lord Roberts, in a recent speech, declared that one of the best qualities of a person—man or woman—could have was that of "sticking to" whatever they took in hand. I find it a quality that is considerably lacking. Whether we are growing worse or not in the "sticking" property I do not know, but the majority of people are peculiarly deficient in adhesiveness. I have a young woman friend who has during the last two years studied in turn to be a nurse, a sanitary inspector, a governess and a dressmaker. She is still undecided and is still as unqualified for any one of the occupations as she is for others. My male acquaintances have many of them hovered between learning something of a dozen occupations. They have tried each just enough to get disgusted with it and to imagine that something else must be much better.

I receive numerous letters from correspondents who are manifestly immensely wearied of even "sticking" to the United States. They would like to try Canada, Japan, South Africa—anywhere. They seem perfectly incredulous when it is pointed out to them that the particular occupations they are engaged in are such as offer starvation prospects in those parts of the world. Anything for a change. Some of the writers admit to having already tried one or two continents. Can I suggest anywhere where there are good prospects for them? They are perfectly willing to change their calling, if necessary, to adapt themselves to the place.

This kind of people, I notice, have a knack of inclosing cuttings from newspapers, recording the wonderful success of some one in the occupation they are thinking of adopting.

"You will see by the inclosed cutting," writes a young woman, who states that she is a waitress in a tea shop, "what money some actresses make. Mrs. Brown Potter, it appears, has made \$20,000 a year. Do not think I am foolish enough to imagine I could earn that, but there must be many much lower but still substantial salaries, when the heads are paid like that. What do you think of the stage as a profession for girls?"

A big publisher told me that the appearance in a newspaper of the huge sums made by Marie Corelli, Miss Braddon, and other authors, inundated him with letters, the writers of which wished to know what they might expect to receive if they wrote a novel. The statement that Rufus Isaacs, the great K. C., received a fee of a thousand guineas with his brief in a certain case, and a wonderful "refresher" each day that the trial lasted, made so many people write to the editor of a legal weekly as to what they might expect to earn if they became barristers, that for three weeks he ran a standing announcement:

"To correspondents wishing to know what is the average income of

a barrister: The average income of most barristers from the pursuit of their calling is NOTHING a year."

The report of some person doing better than ourselves causes us to prick up our ears in a marvelous fashion. It has just the same kind of effect as the stories of enormous treasure to be found on the Spanish main had in inducing young fellows to go to sea in the olden times, or the romances of the gold discoveries in various parts of the world have in our day. The imagined discovery that there are better things to be done than they are doing is positive distraction to thousands.

This restlessness and fever of change is not confined merely to occupation. The head of a big students' commercial college was deploring to me the other day the varying moods of scholars.

"For a month they go in for German; then something hurls them off to French. They have no sooner got over the novelty of that than they have discovered that to get on in life they need something quite different," he groaned.

"Usually, having learned nothing to the point of its being useful, they declare that nothing is of any good. These are the students who say that, having acquired modern languages and a dozen other qualifications, they found them perfectly useless."

These people are to be found in thousands. They have not the gift of "sticking to it." More or less, we most of us lack this gift, and to the lack of it is to be ascribed an enormous amount of failure in life. It is a perfectly true saying that "It's dogged as does it!"

"I have known more people to succeed through what we might almost call sheer obstinacy—grim tenacity of purpose—than through any other quality," said Carnegie.

Just think how some people "stick to" things. It took Edison seven years of work—seven years of battling with constant and inexplicable failure—before he perfected one invention. "And now it seems so simple," he says. Mr. Thomas, the sculptor, worked ten hours a day for three years on the wonderful statue of "Lycidas," which all London has lately been going to see.

"Even in learning how to ride a bicycle," remarked Archbishop Benson, "people will pass through three stages. First, the enthusiastic stage, when they expect to get on and ride like the wind. Secondly, the disgusted stage, when they are sure they will never ride at all. Thirdly, the triumphant stage, when it is done!"

The three stages apply to most things people take up.

"You resolve to do a certain thing," said Prof. Blackie, "because it offers you certain advantages. It is the advantages you think of, and not the doing of the thing. That's a mistake, when carried too far, and it is carried too far when you are in such a hurry to grasp the advantages that doing the thing becomes too tedious for you!"

There was a case some time ago

WIRELESS

TELEGRAM FROM SANTA CLAUS
TO PUTNAM CANDY FACTORY

KLONDIKE.

Just starting for Grand Rapids. Reindeer in fine shape. Hope you have BIG STOCK. I have a lot of orders and must have the goods.

Collect.

SANTA CLAUS.

TELEGRAM FROM PUTNAM CANDY
FACTORY TO SANTA CLAUS

Working nights to fill your orders. Factory crowded to roof with candy. Guarantee to take care of you. Big new chimney on roof.

PUTNAM CANDY FACTORY,

Prepay.

GRAND RAPIDS, MICH.

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.



Special 30 Day Offer

Only \$13.85

Retail Value \$19.25

For this selected Oak Roll Top Desk, 42 inches long, 30 inches wide and 45 inches high. Interior is fitted with six Pigeon Hole Boxes, has two drawers for Letter Paper, Pen Racks, Extension Arm Slides and has easy running casters. Large lower drawer is partitioned for books.

Michigan's Exclusive Office Outfitters

The Sherm-Hardy Supply Co.

5 and 7 So. Ionia St. Grand Rapids, Mich.

When writing for catalog mention the Tradesman.

where a painter had been commissioned by a millionaire to paint his portrait. In order that the picture should be an exceptionally good one, he offered to pay a remarkably big price for it. The portrait was so bad that the millionaire refused to take it. The fact was that the artist was in such a hurry to get that unusual sum of money that his greed would not allow him to take his time over it. He "rushed" the work and failed.

It is the desire for the success we want which makes us often too impatient to gain it. Moltke said that in war the greatest fault of many generals was eagerness to do things too fast. Just remember how the Japanese sat down round Port Arthur and waited—waited until the time was ripe.

When I see young fellows immensely enthusiastic over some new study they have taken up to better their positions, I wonder what, in the words of Lord Rosebery, their "staying powers" will prove. All persons concerned with horses know that in a race it is not the horse that is most impatient and dashing at the start that holds its own. Human enthusiasts in that way, too, are apt to prove disappointing performers. They picture triumphs that do not arrive, and even moderate success appears a failure so ghastly as to dampen all their energy.

"Progress in life wants taking coolly," said Lord Beaconsfield. "Attaining success is often something like catching a train. You will see one man walking at a good pace that he can keep up until he gets there. Another runs until he can not progress at all. Vast numbers of people are always getting pumped out!"

It was a shrewd observation. "Spurts" in life are of little good, although we are apt to believe that other people do a great deal with them. They seem to us to get what they want so easily.

Whistler, the artist, once was asked how long it took him to paint a certain picture, for which he had received some thousands of dollars. He replied that he had painted it in about five days.

"Do you charge that huge sum for only five days' work?" asked his examiner.

"And for the thirty years or so of labor in learning how to paint such a picture," he answered.

There is nothing more delusive than the ease which people have acquired by prodigious labor of which one sees nothing.

In a case in the courts the other day a tradesman admitted that in a shop he had opened he had taken in money that brought him in a profit of close on \$200 a day.

"So you just fit up your shop, take down the shutters, and open the door, and the public rush in to make your fortune," remarked the counsel examining him.

"Ah! But I had been in business forty years before," replied the witness, "and upon getting that stock together I had spent three years' hard work!"

The barrister's client had opened a shop in opposition just across the street, and could not make out why it did not answer. The trick of success seemed so easy. But having taken down his shutters and opened his door, he found the public did not patronize him.

I heard one of the cleverest women of our time say that there was no work which had to be performed day by day that was not felt by the worker at times to be drudgery. It is. I have myself heard men engaged in what the public regards as rounds of perfectly ideal work complain at time bitterly of the drudgery of their lives. But they did not allow the feeling to become habitual. It was just a temporary attack of mental and moral indigestion.

The best workers are liable to these passing disturbances. The bad worker loses his head in them and tries to dodge them. That becomes drudgery, too, in time, when it has been repeated sufficiently often. Then he sits down and finds his drudgery in daily lamentation and protestation that nothing is any good.

The only way when one gets an attack of this kind is to set this truth and "stick to it," and politely but firmly ignore all invitations to "go in for something else" with "no drudgery attached to it."

If success seems abominably slow in being attained, it is worth while remembering that the quickest and surest way to render it absolutely impossible is to give up trying for it like some people act when they find themselves in deep water—throw their arms and feet all around in desperation. E. G. Minnick.

The church gets no grip when it tries to graft.



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

**Original
Holland Rusk**

Write for samples today.

**Holland Rusk Co.
Holland, Mich.**

See price list on page 44.

Be Prepared for the Rush

which will surely come soon for Christmas Candies. Get in a line of

Hanselman's Candies

which are put up in convenient, attractive ½, 1 and 2 pound boxes especially for holiday trade. Ask our travelers about them.

HANSELMAN CANDY CO., Kalamazoo, Mich.

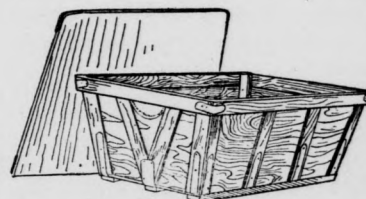
When You Buy Your Mixed Candies

be sure to have them come to you in these

Patent

Delivery

Baskets



They will be of great value to you when empty.

We make all kinds of baskets.

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

"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

WHAT ONE HAS MISSED.

It Causes Half the Misery of Many People.

"Half the misery of the lives of many people consists in the remembrance of the things they have missed," said Spurgeon, "and it would be wonderful what some people have missed if you could only believe them."

His remark applies admirably to many of my friends. It is a peculiarity of people's natures. Among my friends who have come back from their holidays it is surprising how many there are who have missed something which casts a cloud over everything else. They relate the terrible fact to me, expecting me to be exceedingly sympathetic with them. One of them who had six weeks' fishing actually has the audacity to expect me to pity him because he missed a huge fish, and a woman who has had two months on the continent has come home full of sadness because she missed a garden party. I could tell them of crowds of my acquaintance who have had no holiday at all.

I read some time ago of the death of a man who was among the first discoverers of gold in the Klondike. He had been terribly poor—upon the brink of starvation—for many years, when he suddenly tumbled into the possession of gold worth over \$100,000. He was naturally considerably pleased over his good fortune for awhile. He regarded himself as one of the luckiest men in the world.

He heard later, however, that another man had found nearly \$150,000 worth of gold close by the spot where he had discovered his own fortune. He came to the conclusion then that he was the most unfortunate man in existence. It so weighed on his mind that he went mad. He died in an asylum.

The number of women I know who have missed marrying the right man is wonderful. The most remarkable things might have happened to them; but then, of course, they did not know he was the right man at the time. There is one who spends a good deal of her spare time in imagining how she would manage an income of \$30,000 a year, which came in most unexpected fashion to a young man whom she rejected when he was making \$15 a week.

"Not, of course," she informed me, "that I would have things different, even if I could. John"—her husband—"is wonderfully good, but one can not help thinking."

John makes \$1,000 a year, and their lives would have been much happier only for that other man's abominable fortune.

The chances that many of my friends have missed in life are marvelous. The fortunes that would have been theirs if something had only happened that did not happen are absolutely distracting.

"Thirty-five hundred dollars a year and opportunities of making an extra hundred or two, that is what I missed by just the skin of my teeth!" lamented a friend to me the other day. "Some people have no luck."

Of course, I expressed my sympathy with him. I asked him how the calamity of his missing such a good thing occurred.

"I wrote the letter applying for the post," he explained, "and put it in my hat while I went to have something to eat, and that fool Smith came into the restaurant and moved my hat, and the letter fell out on the floor. I never thought of it until the next day, when the waiter who had picked it up handed it to me. That is how I lost \$4,000 a year. Between ourselves, I have hated Smith ever since. He has ruined my life."

People of that kind remind me of the man Max Adeler knew who nearly made a fortune on the turf. For seven nights in succession he dreamed that a horse named Whiskers would win a certain race. He was not a betting man—in fact, he knew nothing of racing matters—but the seventh dream was too much for him. He sold what he could and started off with the money to the town where the races were to take place. He just missed a fortune through the fact that there was no horse named Whiskers in existence.

"He used to relate the story," said Max Adeler, "and expressed the conviction that if there had only been such a horse as Whiskers it would have beaten all creation; and I dare say it would."

In the vast number of chances in life it would be hard for any one not to have once or twice missed something which he could have done well with. Looking back, it is pretty easy to discover some abominably bad luck in one's existence.

"The fact is," said Lowell, "there are lots of people who really like to think that they are fighting against hard Providence. Nothing ever goes right with them, they say, and they are not at all inclined to ascribe their bad fortune to their getting the worst of it in a square fight with ordinary mortals, who win by superior grit and earnestness. No, that will not do. It does not flatter a man or a woman to think that he or she has failed by some intrinsic fault. It flatters folk to think that Providence does not give them a fair chance."

I have known people who really seemed to derive a considerable amount of satisfaction from a vain endeavor to persuade one that they are the victims of the most malignant misfortune. There are fortunate and unfortunate folk no doubt, but it is not the really unfortunate ones who say the most about it.

One of the Rothschilds used to tell the story of a merchant who, by a stroke of really bad luck, lost some \$50,000. A friend called on him to condole with him, and commenced the operation in the usual manner.

"Thanks, thanks!" said the merchant. "It is most kind of you, I am sure, but I have not got time to listen to your sympathy. As a matter of fact, the loss is more serious than you dream of, and that means that I have not got an hour to lose in setting to work to put things right!"

That man was different from a certain actor to whom I once heard Sir Henry Irving allude. A stroke of bad fortune plunged him into serious difficulties, and he directed the rest of his existence to impressing his misfortune upon the charitable consideration of his friends.

"Half the energy he spent at the pursuit would have secured him a decent subsistence," declared Sir Henry.

This looking back at the things one has missed is among the most enervating occupations one can indulge in.

One of the richest millionaires in the United States carries about with him a little notebook, in which he has noted every cent he has lost for years and years. He is accustomed to regale his friends with little readings from it in confirmation of his statement that no one ever had such bad luck as himself. He has lost hundreds of thousands. Where he made a huge sum he might have made more, and that he calculates a dead loss. By ignoring what he has made and totaling up what he has missed he is able to plunge himself into the profoundest misery. It is clear to him that he has really lost millions.

Napoleon, on one of his campaigns, while walking about the camp one night, as he was accustomed to do to discover how the soldiers were occupied, chanced to come upon a group listening to an excited speaker. Napoleon stole near to listen, and found that the man was regaling his

comrades with an account of battles that Napoleon had lost.

"I had the fellow hanged as a traitor," he said. "Men do not win battles by the memory of battles lost!"

It is perfectly true. A distinguished military officer told me that after troops had been beaten in a battle it took weeks to get them to fire as well as they had done before. Defeat demoralizes them. If one is continually looking back at the things one has missed in life one loses the power to grip what is yet within reach of one's hands.

Missed things have a cruel knack of making themselves, as one remembers them, a good deal more fascinating than they really were.

"Ah, you don't know!" a young woman remarked to me the other day. "You have always been so fortunate. Good gracious me! How could you know what—what it is to be really the most miserable creature in the world? How can you imagine what it is to have missed what I have? It is quite impossible!"

Fancy that! So far as I can make out she has never had a real trouble in her life.

If I were desirous of turning my hair prematurely gray and of walking about on crutches I would devote, say, an hour a day to thinking of what I had missed. I believe it would do it. To begin with, I might have been the Mikado instead of myself.

John A. Howland.

Delicious

Buckwheat Cakes

Are Raised With

Yeast Foam

Tell Your Customers

THE TALKING TELEPHONE.

How Certain Employes Abused Their Privilege.

Written for the Tradesman.

"I wish there wasn't a telephone on earth," said the commission man as he hung up the receiver in a friend's office and sat down in a chair to wait.

"What's the matter?" asked the friend.

"Busy as usual."

"The busier a telephone is the more need there is for its existence," said the other. "The time to take out a phone is when no one uses it. If your one phone is over-worked, put in another."

"Oh, it's just the cussedness of the thing," growled the commission man. "When I sit down at my desk for a little bothering work that confounded machine begins to rattle. Never saw anything like it."

"Well, you can get rid of a fellow in a second, when you get him on the phone," said the other, "but when he calls on you and gets a chair in your office that's another thing."

"I suppose you are right," said the commission man, "but the very Old Nick seems to be in my machine. It is always ringing when I want to work, and when I want to use it it is always busy. Here I've called up my own office from four places this morning and always got the merry buzz in my ear. The shop must be doing a whale of a business this week, for it's been that way right along."

"Does the amount of business show all right for such a rush?"

"I haven't noticed any difference."

"Then you had better investigate."

"I have, and the more I look into the thing the more it talks. I honestly believe that machine keeps right on going after every person in the city is in bed. It is certainly working over-time."

"Investigate," said the other.

Presently the commission man made another call. The phone was busy again. He hung up the receiver with a jerk and almost ran out of the office.

His private office connected with a main hallway, and he reached it without making his presence known in the long room where half a dozen clerks and book-keepers were working.

From this private office he could both hear and see what was going on in the other room. The phone was busy. That was about the first thing he noticed.

He listened to what the flaxen-haired young man who held the receiver was saying. This flaxen-haired book-keeper was rather a favorite of the commission man's. He looked bright and was always well-dressed and neat in appearance.

The one-sided conversation the commission man heard ran about like this:

"Come again."

"_____."

"Why, yes, I'd like to meet her."

"_____."

"You bet. She looks pretty good to me."

"_____."

"There's only one exception."

"_____."

"Oh, you know who that is."

"_____."

"I'll tell you when I see you."

"_____."

"That's a long time to wait. Let me come to-night."

"_____."

"Kate there? That's all right. I'll bring some one up."

"_____."

"Then we won't have to talk to them."

"_____."

"Ashamed? I should say not. Charley? Of course."

"_____."

"Mighty fine. We'll go out to the park."

"Come, hurry up," said another clerk at this time. "You've been at that phone for half an hour. I want to make a date myself. Give me a show, can't you?"

He of the flaxen hair hung up the receiver and the other clerk called up a number and moved the instrument over to his desk. Then he sat down on a stool and began squaring a lover's quarrel on his employer's time and over his phone, which should have been sacred to business at that hour of the day.

By this time the commission man was fairly tearing his hair. He was mad enough to bite his way through the side of the office.

In about ten minutes the second clerk hung up the receiver and a third one took the phone to make arrangements for a hunting trip he was planning with a couple of chums.

This went on for a long time. The commission man had been in his office an hour, and his phone had been in action every minute, to the exclusion of the legitimate business of the place.

"Fine time my customers are having trying to get me by phone," he thought. "I think business will pick up here in about a minute."

The phone was silent only a moment. There were a couple of rings on business matters and these were answered in a short and surly manner by a clerk who had gone to the phone to call up a friend on the long distance.

This was too much for the commission man. He bounced into the office and stood before his employes with a red and angry face.

"You all know the rules about the use of the phone during business hours?" he asked.

The clerks and book-keepers looked confused, but they admitted the fact. Then the commission man addressed them all in language taught him on the plains during his younger days, and at the termination of the heart-to-heart talk three of the clerks were out of a job, and the others were so frightened that they didn't use the phone again except on business for the house in almost half a day.

"I've vindicated the telephone system, at any rate," smiled the commission man as, later, he talked with

his friend over the affair. "A phone is like everything else. It needs watching." Alfred B. Tozer.

Turkey Talk.

With gobble loud and stirring
The king of turkey-flock
Called all his subjects to him,
And made this little talk:

"This is our year, my brethren,
We've waited for it long;
Revenge is sweet as turkey meat,
Let's hail it with a song.

"The pound of flesh they're after—
With it they may be fed;
But 'tis a fact, their Shylock act
Will bleed them all, instead.

"And as for being roasted,
We'll see them take their turn,
When they have found to get us browned
That money has to burn.

"So gobble, gobble, gobble!
And gayly fling the dust;
For while they fear, we'll take good cheer,
All hail the turkey trust!"

Carolyn Wood.

Senator Allison of Iowa, a conservative of the conservatives, proclaims his acceptance of President Roosevelt's ideas on the subject of railroad rate regulation and announces his intention to vote for that measure which, in his opinion, will effectuate them. When Senator Allison gets in line it may be inferred that public sentiment is accurately defined.

The Emperor of Japan has just concluded his worship of his ancestors at the Isle of Shrines. As the Japanese attribute all their triumphs to the virtues of their ancestors, their worship of them is not surprising. But the Japanese of to-day are really doing more for their country than their forefathers ever did. Posterity will be very busy worshipping them.



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It's a Repeater

Order of your jobber or direct

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GRAND RAPIDS, MICH.

Be sure you're right
And then go ahead.
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Horse Radish
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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.

CLOTHING

Trade Brisk in All Departments of Neckwear.

This has been an uncommonly good season for neckwear. Although it is but a repetition of what has been said before, the fact that there is a general betterment in business will stand reiteration because of the good feeling engendered by the way things have picked up. Estimated by the large yardage that has gone into consumption from the mills to the cutters-up the season is big; in fact, the demand for silks is so good that the duplicate orders received by the silk mills will keep looms active on materials wanted for this season's consumption right up to December.

The sale of holiday goods, too, has thus far been so much ahead of previous years that the mills are taxing the energy of the weavers to get out orders so that they may reach manufacturers in time for holiday shipment to retailers. Many of the mills employing weavers who can be induced to work overtime are running until 9 o'clock. In this respect the silk people having mills in New York and Pennsylvania are better off than the New Jersey mills, the weavers in the "Silkopolis" in particular being opposed to overtime.

Perhaps it is because they all have plenty of work during the pre-holiday period, which is usually a dull time for the mills, and especially so when neckwear is not having a run. Just now, however, all of the mill centers are busy, and as the looms are yet at work on duplicate fall and holiday orders the present season will be protracted well into the time that looms should be engaged on spring styles. As yet few looms are at work on goods for spring delivery, although orders for the silks have been placed. The trade is optimistic of a brisk spring and is preparing for it early.

According to the designs to go into the looms as soon as holiday work has been completed, fancy high colors, fancy weaves and plenty of pattern goods will be taken out by road salesmen on their spring trips; in fact, the orders taken by the mills up to now on loom blankets show a preponderance of fancy effects in colors and patterns.

The dominating colors for spring will be found in the violet class, ranging from violet to heliotrope, with all the intermediate shades and tints. This is an entirely new series of violet shades composed of blue and metal and therefore less vivid than the red violets of the present vogue. The greens and reds follow as named. In the spring patterns figurings in self and two-toned weaves are plentiful, and solid colors are again well represented, the number of colors and shades, however, being larger than at present.

Very few will care to discredit the

statement that the introduction of many fancy colors has lifted the neckwear business out of the slough of despondency. The present active season is comparable with 1899, which was the biggest neckwear year known to the trade. That was a year when only colors were in demand and staple things were reduced to infinitesimal quantities. It, too, was a violet year. It is, therefore, rather significant that business in neckwear has improved since purples and helios obtained a vogue. Those who passed through that period will also recollect the slump on purples the year following. Purples will be good sellers for the coming spring and summer. They should be handled as were the browns. Brown proved a good color, and, fortunately, for the trade, everybody got from under when the decline began.

Look for good proportions in neckwear again for spring, for there is little likelihood of many four-in-hands being made less than 2½ inches wide, and not wider than three inches, although 2¾ inches is wide enough to be sensible. The length for good qualities will be 48 inches, although some are now being made 50 and 52 inches long; a scarf 48 inches in length is all that is required and will make a barrel lapped twice around for a large, full knot. The kind and size of patterns making for spring admit only of large shapes in four-in-hands and string ties, and therefore large club and batwing string ties and four-in-hands will prevail. The narrow scarf is not symmetrical with the man or the vogue of to-day. Considered as effeminate and faddish the narrow scarf, for some time to come at least, has gone into retirement. The 2½ inch scarf is now universally popular, and there is little doubt that it will remain so for another season or two. The scarf makers are disposed to adhere to the present well-established shapes, and with past experiences and the losses attending the introduction and exploitation of freaks and fads, have little inclination to venture novelties of the short-lived type.

Commenting upon neckwear manufacturers' statements, a prominent man in the trade said: "If neckwear people don't make money this season it is their own fault. There is a good field for neckwear to-day, and, although like other businesses it is overcrowded, the people in it have a chance now to make money if they are sensible in the making of four-in-hands. The trouble with the selling end is too many amateur salesmen. These youngsters take orders for neckwear at prices which prohibit a profit to the maker when he comes to estimate on what the buyer wants. Then, rather than lose the order, it is taken at a loss, that business may be done with the buyer. It seems to be not how much money can be made, but how great the value can be made for a little money. No neckwear maker can today give dollar silks in broad French four-in-hands for \$4.50 and exist."

Bias Jacquard designs in plaid effects are good for spring, because



COMING

"The Best Medium price Clothing in the United States"

Herman Wile

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HERMAN WILE & CO.
BUFFALO, N.Y.

GUARANTEED CLOTHING

HERMAN WILE & CO.
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SALES MAN WILL REACH YOU SOON
SAMPLES WILL BE SENT ON REQUEST

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are out
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prove
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Prices

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Per Dozen

The Ideal Clothing Co.

Two Factories
Grand Rapids, Mich.

woven effects of machine design can be cut on the bias.

Light tints again for spring, with helio, pearl gray, light blue, Nile green and buff shades well to the fore.

The best selling color of the present season is Port wine.

Retailers who have kept their "plain stuff" back and forced fancies are the ones who report the biggest business in neckwear. This is a fancy, not a plain, season. Plains in weaves and solid in color have dropped to second place.

Moirés, or watered patterns, in various effects, have already had a big run. The moire antiques referred to several months ago as probabilities for autumn introduction were brought out with the opening of the month by the manufacturers. Moirés in snake and lizard skin effects are running well in half-dollar lines. Moirés with Jacquard self figures, flecked with contrasting colors, stripes and plaids, are among the latest retail introductions in the moire class.

Moirés are already out in the quarter lines. Cheapening always does affect a good thing. It is the same with the satins brought out at the beginning of the season in New York. The high priced were hardly shown in the store windows of the better class before cotton backed straw satins were out in every flamboyant color and selling at a quarter. Requiem of the satin scarf.—Apparel Gazette.

Success of Grocers Due Largely To Cleanliness.

Written for the Tradesman.

I have a certain store in mind which it is a positive delight to enter—a grocery store in the town where I reside.

This particular store is rather small, almost triangular in shape, with a light basement and a small store room in the rear.

For some reason or other the place had been a hoodoo for every man who had started in business there or bought out a preceding proprietor.

Some said the fault of the failures lay in the personality of the various proprietors; that all of them were men of an unpleasant disposition to get along with; that some of them were so dirty themselves, and as to the care of what they dispensed, that this condition disgusted lovers of sanitation and drove away custom that would have gravitated there so far as prices were concerned. A one-time occupant of the place was said to be crooked as to weights and other matters calling for square dealing. Another grocer renting the store was declared to be "such a great old talker," making himself a regular bore to his trade, so that they could with difficulty get away from him.

Be all this as it may, the fact remains that the store was never, until the present owners took hold of things, the success it should have been by reason of its location as to the residence district and the business beauty and conveniences of the

building, two of the latter being its nearness to the morning market and a wide alley to receive and disburse supplies.

The last men to try to earn a living here are young fellows who had clerked all their lives in stores in which they held no money concern. They were—men of the strictest integrity of purpose, prudent in regard to their personal expenditures, so that each had saved up a couple of thousands or so. They are men—both of them—of affable manners, backed by a sincere desire to make the most of every opportunity that comes their way. They are excellent judges of brands of merchandise and, as to the selection of fine fruits and vegetables on the market, they "take turns" each week, getting on the ground so early that they have acquired the name of "Johnny on the Spot" from the farmers.

Add to judicious buying of good goods the item of immaculate cleanliness (if I may use the two words together) and the problem of success is solved.

These storekeepers had been close comrades for a number of years. They often talked over the different business methods of dealers they knew, picking to pieces their ways of handling the public. Then they used to say, "If you or I ever go in trade we will do thus and so." By and by this proposition was changed to the more direct assertion of "When we go into business, etc.," afterwards altered definitely to "When you and I are partners."

At first, these references were laughingly made; afterward they were characterized by more seriousness, finally crystallizing into a compact, which has lasted now some five or six years.

Each is satisfied with the ways of the other, and both are agreed on one tenet: "Cleanliness is next to Godliness." The clerk who works for them must mind his P's and Q's as to dirt; they won't have a speck of it around, anywhere, if they have anything to say about the arrangements—and they really do have the biggest finger in the pie. But, as their hard-earned cash pays for the ingredients of the pie, plus the crust and the tin in which it is baked, let alone the fire underneath, I don't know but they have as much of a right as any one else to manage the business very nearly as they see fit.

Other stores in the town lay greater claim to size—are much more pretentious. Others "cut a bigger dash." But there isn't a grocery here which the women so like to patronize; and, when I ask them the reason, I am always met by the statement:

"Oh, it's such a CLEAN store—you can't imagine how CLEAN!"

And they always say it in great big capitals just like that.

J. Jodelle.

Horse sense is often developed by the spur of the moment.

The man who thinks lives in a little world of his own.

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.

SYCOPHANCY IN BUSINESS.

General Good Reasons Why It Seldom Pays.

Occasionally a correspondent writes me a letter of enquiry concerning the ins and outs of the world of competition in business, when merely by the opening of his eyes to the spirit of competition as it exists everywhere in every walk of man the answer would be immediately before his eyes.

"Is it not a mighty poor way to advance by sycophancy," asks one of these; "grinning when the boss grins, looking sour when he does and forcing laughter at his jokes? What do you say about this method of securing a 'stand in'?" This kind of man may work, but he does not care if he injures another or works another out of his job."

Of course he does not care! I want to lend a little emphasis to the statement. Of course he does not care! Now and then assertions such as this have brought criticisms of pessimism on my part, but I deny it. Shutting one's eyes to a condition that shows no prospect of change and blindly bumping into it upon the forced supposition that it is not there is not optimism—it is foolishness.

In the modern crowded city it is one of the rarest of circumstances when the man in the car, in the street, in the doorway, or on the stairs shows the slightest regard for you or your rights and privileges, even in the smallest way and where he has the least possible at stake. Shall one expect the typical man of the kind to contemplate a sacrifice when he has taken a place in the ranks of competitive business? Shall one expect consideration from the type when the motto of that type is, Anyway to get there?

Considering my correspondent's query in full there is no doubt that in his work he is in touch with the sycophant of which he speaks. He has suffered by him and his methods as my correspondent sees it. But I might answer this question by another: Why should you work for a man or house in which sycophancy seems to you to be the key to success? If that be the policy of the house you can expect no future in it without sacrificing your ideals. If it be the policy of a manager or head of department only, at least you will need to wait until his methods have lost him his position.

It will not be doubted by any man of the world that thousands of men who ought to be bigger than the thought of it are open to the broadest flattery. This may be a flattery of word, of look, of action—one or all of them—but somewhere they tell upon the susceptible nature. A business man summons his office boy; there is no hurry about the call, there is no hurry about the delivery of the message, but there is flattery in the quick, anxious attitudes of this mere boy who has responded. An employer, passing a group of his employees, inside or outside of his premises, catches an almost involuntary atmosphere of deference that at

bottom is artificial in ninety cases out of the hundred, but does he dislike it?

An employer talking of his business may use the term, "My men." He is flattering himself almost always. In the same tone the woman who speaks of "my maid" to the woman who hasn't one may be giving an offense mortal to friendship. Shall one deny the assertion that a little flattery toward a superior in office may accomplish that which nothing else will?

Conceding this fact, the situation seems to be one calling for the best judgment of the best employees affected by the condition. Granting that an employer or an institution of many heads must have a show of flattery, where is the line beyond which the employee can not go and keep his self-respect? It must be a question for individual settlement. If sycophancy be the measure of this flattery, however, a manly man may hardly have two thoughts as to whether the thing to be gained is worth the cost.

Whether in the employer, who may demand his flattery in some form, or in the employee, who is willing and quick to extend this showy deference into sycophancy, one may be certain that he has not found the best type of employer and employee. No manly man, having done his full duty by an employer in his day's work, can have room in his heart to flatter his superior in office. There is no natural occasion for the thing. The employer has paid for a good day's work. The employee has done his full duty for his pay. Such a man will be quick to give his employer any mark of consideration due him as a superior officer in office hours; beyond that he will not go.

Any employer who may be receiving flattery from his employees in personal ways may safely say to himself that it is a costly kind of pleasure. The meanest sycophant, giving his sycophancy, feels meaner still, and his one opportunity to recoup himself will be to take vengeance of the man who has demeaned him. In a hundred ways he may have opportunity, too.

Not only in this manner, but an employer in such a position finding a man who truckles at every turn should recognize in the man a certain spinelessness unfitting him for any position or work calling for the assertion of his strength and manhood in business. The conscientious man who has the privileges of his manhood, and who will assert it when occasion calls, also will stand with his back to a wall and fight for the institution which has guaranteed his liberty in this respect. The conclusion is inevitable.

So far as a man's reaching success worthy of a man, it can not be done through sycophancy, or through anything else approaching it in debasement of one's manhood. Sycophancy is the tribute of a sneaking, incompetent nature to another of its kind.

But sycophancy is a condition in all its aspects. Moralizing will not combat it or wipe its evils out. The

honest man will find it used against him everywhere, whether he struggle as employer or employee. It will be used as unsparingly as any other of the unfair methods that come to the hands of competitors who carry the black flag, "Anything to get there!" It must be accepted as something which the aspiring man, young or old, must expect in competition. It is only another of the many active expressions from those who have no care for the fate of others.

The whole competitive system at its best has had the attentions of some of the world's greatest economists as being the root of all industrial and social evils. Do not get blue and melancholy over it; doubtless it will be a long time with us. Cheer up! Only don't make the mistake of going into the contest trying to make yourself believe that everything that is natural must be "perfectly lovely."

John A. Howland.

A Stenographer Has a Say.

The stories that have been related about incompetent stenographers and the lack of enterprise among that numerous craft to push forward find a contradiction, of course, in many places. Their woes and the impositions of various employers are presented in some good stories in the Business Men's Magazine. One of them writes:

I know a stenographer who has been with the same firm eight years and has only had one vacation in that time. Her days are crowded so full of other work that she does not have time to write her letters, so she takes her machine home and writes them at night, often, she tells me, not finishing before 12 o'clock. And her employer now seems to expect her to do this all the time.

I think every girl who works in an office, if questioned, would say she would rather be busy than idle, and people may say all they want to that "anyone can always find something to do if they try." I am here to state that I know better, not if the work is kept up every day, for there is such a thing as having one's work right up to the notch. Then there is nothing to do but wait for dictation, and, as I know to be true, one sometimes has to wait half a day, and then be expected to do that half day's work in thirty minutes.

Yes, a girl has a right to expect her work within certain hours, but mostly she will be very glad to stay overtime to do something special if she is only asked in a kindly manner.

Permit me, right here, to give you a little "tip." Why don't you show a little more appreciation of other people's work? Don't you know it is dollars in your cash box every time you show your office help that you notice when they are doing good work? You let them know all right when you notice that it is not good.

I entered an office once where I was treated very kindly; no one found any fault with my work, but by the same token neither did they show any approbation. It so hap-

pened that when I had been there some three weeks their book-keeper, who had been with them four years, was discharged without notice.

I had at that time not yet learned not to worry, and I reasoned in this wise: If they would discharge a man who had been with them four years, without notifying him in advance, what will they do to me? I continued in this uncertain state of mind some three months, when the company I had been with last made me an offer to come back.

Before replying I took the matter to my employer and told him that I did not know whether my work had been satisfactory or not, but if it had not, and he had any idea of discharging me, I would be very glad if he would tell me, and I would accept this offer.

He asked me not to think of such a thing and almost waxed eloquent on the subject. Thereafter I would almost have "broken my neck" for that man, and I am sure I did better work and was more anxious that it should be worthy of his approval than ever before.

Science Called To the Rescue.

A cry of distress has gone up from the restaurant keepers. They want more white meat on their chickens, and they call upon the poultry packers to see to it that the demand is supplied.

"We are in a very embarrassing fix," says a restaurant man. "Nearly all of our customers who order chicken ask for white meat. Now, we cut a chicken into four quarters; two white meat quarters and two dark meat quarters. That is all we can do; the chicken is built that way. Consequently, when the white meat runs out, which it always does, we have a lot of dissatisfied diners on our hands. Give us more white meat."

Scientists have produced a seedless apple, and have crossed the potato and the tomato, why shouldn't they produce a chicken which is all white meat? It has been suggested that the easiest way would be to cross the Belgian hare and the chicken. The Belgian hare is all white meat, and by careful breeding through a number of generations, it might be possible to produce a Belgian chicken, all white meat. The thing seems easy enough.—Merchants' Journal.

Visions of Thanksgiving.

Now doth the turkey see in dreams
The visions of a day
That makes his heart go pit-a-pat
And turns his feathers gray.

The smell of celery gives him pain,
And though his eyes are wet
With tears of coming sorrow, he
Tries bravely to forget.

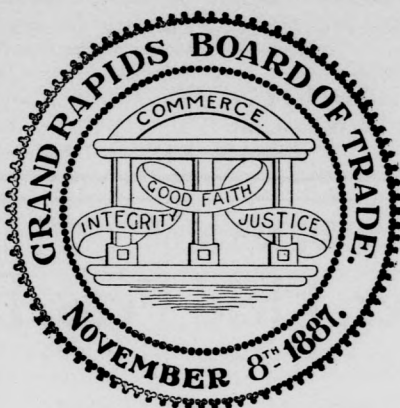
A little cranberry is to him
The crimson badge of fate
That he must wear when he is called
Into his future state.

An oyster makes him shut his eyes
To miss the sight of it;
And when he sees an axe, Great Scott!
He almost has a fit.

He thinks about the people who
Will sound his requiem,
And wonders how it's going to feel
To be inside of them.

Ah, guileless dreamer, you are up
Against Thanksgiving Day;
You've got to starve yourself to death
Or die the other way.

William J. Lampton.



Perpetual

Half Fare

Trade Excursions

To Grand Rapids, Mich.

Good Every Day in the Week

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

Amount of Purchases Required

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

Read Carefully the Names

you are through buying in each place.

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

Automobiles

Adams & Hart
Richmond-Jarvis Co.

Bakers

National Biscuit Co.
Belting and Mill Supplies
F. Ranville Co.
Studley & Barclay
Bicycles and Sporting Goods
W. B. Jarvis Co., Ltd.

Billiard and Pool Tables
and Bar Fixtures
Brunswick-Balke-Collander Co.

Books, Stationery and Paper
Grand Rapids Stationery Co.
Grand Rapids Paper Co.
M. B. W. Paper Co.
Mills Paper Co.

Confectioners

A. E. Brooks & Co.
Putnam Factory, Nat'l Candy Co.

Clothing and Knit Goods
Clapp Clothing Co.

Wm. Connor Co.
Ideal Clothing Co.

Clothing, Woolens and
Trimmings.
Grand Rapids Clothing Co.

Commission—Fruits, Butter,
Eggs Etc.

C. D. Crittenden
J. G. Doan & Co.
Gardella Bros.
E. E. Hewitt
Vinkemulder Co.

Cement, Lime and Coal

S. P. Bennett & Co. (Coal only)
Century Fuel Co. (Coal only)
A. Himes
A. B. Knowlson
S. A. Morman & Co.
Wykes-Schroeder Co.

Cigar Manufacturers

G. J. Johnson Cigar Co.
Geo. H. Seymour & Co.

Crockery, House Furnishings
H. Leonard & Sons.

Drugs and Drug Sundries
Hazeltime & Perkins Drug Co.

Dry Goods

Grand Rapids Dry Goods Co.
P. Steketee & Sons.

Electrical Supplies

Grand Rapids Electric Co.
M. B. Wheeler Co.

Flavoring Extracts and
Perfumes

Jennings Manufacturing Co.

Grain, Flour and Feed

Valley City Milling Co.
Voigt Milling Co.
Wykes-Schroeder Co.

Grocers

Clark-Jewell-Wells Co.
Judson Grocer Co.
Lemon & Wheeler Co.
Musselman Grocer Co.
Worden Grocer Co.

Hardware

Clark-Rutka-Weaver Co.
Foster, Stevens & Co.

Jewelry

W. F. Wurzburg Co.
Liquor Dealers and Brewers
D. M. Amberg & Bro.
Grand Rapids Brewing Co.
Kortlander Co.
Alexander Kennedy

Music and Musical
Instruments

Jullus A. J. Friedrich

Oils

Republic Oil Co.
Standard Oil Co.

Paints, Oils and Glass

G. R. Glass & Bending Co.
Harvey & Seymour Co.
Heystek & Canfield Co.
Wm. Reid

Pipe, Pumps, Heating and
Mill Supplies

Grand Rapids Supply Co.

Saddlery Hardware

Brown & Sehler Co.
Sherwood Hall Co., Ltd.

Plumbing and Heating
Supplies

Ferguson Supply Co., Ltd.

Ready Roofing and Roofing
Material

H. M. Reynolds Roofing Co.

Safes

Tradesman Company
Seeds and Poultry Supplies
A. J. Brown Seed Co.

Shoes, Rubbers and Findings

Herold-Bertsch Shoe Co.
Hirth, Krause & Co.
Geo. H. Reeder & Co.
Rindge, Kalm'h, Logie & Co. Ltd

Show Cases and Store
Fixtures

Grand Rapids Fixture Co.

Tinners' and Roofers'
Supplies

Wm. Brummeler & Sons
W. C. Hopson & Co.

Undertakers' Supplies

Durfee Embalming Fluid Co.
Powers & Walker Casket Co.

Wagon Makers

Belknap Wagon Co.
Harrison Wagon Co.

Wall Finish

Alabastine Co.
Anti-Kalsomine Co.

Wall Paper

Harvey & Seymour Co.
Heystek & Canfield Co.

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



Observations by a Gotham Egg Man.

The increasing scarcity of fresh eggs has caused a further considerable advance in prices for such since our last report. The supply of new eggs has been running very light, as usual at this season, although in most of the leading markets the total receipts are still running larger than they were a year ago. It is quite probable, however, that the larger receipts are made up of a larger proportion of refrigerator eggs, of which the holdings are so much greater than last year at even date.

In this market it appears that the increase of demand compared with last year has been just about sufficient to take care of the increased receipts since the first of November. Partial reports from the storage warehouses indicate that the storage reduction since the first of the month has been just about even with that of November last year. Consequently our excess of storage holdings now, compared with last year, is about as much as it was at the beginning of the month.

A smaller proportion than usual of the stock of refrigerator eggs held in this city is owned by local trade. A large part of the goods stored here this year was put away for account of Western operators, and of the stock stored by local dealers a large part has already been sold. As a rule the owners of the large remaining stock are showing considerable confidence in the situation, and yet there is a fairly liberal offering, at about the current range of quotations, by owners who consider the present conditions as favorable as they are likely to be later.

The future of the market is now dependent almost entirely upon the weather conditions in the South and Southwest. There is little doubt that any occurrence of widespread wintry weather in those sections would have a strengthening effect upon the market for refrigerator goods; on the other hand a continuation of the present moderate or mild weather for a couple of weeks more would be quite likely to result in some showing of increased yield and it would not require more than the news of a larger influx of fresh eggs at primary points to affect the sentiment unfavorably.

Weather conditions during the last of November and the first part of December have an important bearing upon the egg situation. During that period most of the fowls in a large part of the country are usually about over the moult, and ready to "do business" in the egg line if the surroundings are not unfavorable. If at that time they begin to lay with any freedom it takes a good deal of bad weather to shut them off.

It seems as if the reduction of the limed egg industry in this country had rather exceeded the necessities

of the case. Of course the improvement and extension of cold storage has, naturally, supplanted the practice of liming to a very great extent, as for general purposes storage eggs are preferable. But there is a certain class of trade which prefers limed eggs, especially in the latter part of the season, and to a limited extent they now sell about as high as refrigerators. I am not familiar with the cost of carrying eggs in pickle as compared with the charges for cold storage, but if the cost is lower it would seem that a somewhat larger quantity of eggs might be profitably carried in the lime vats than has been done during the last couple of years. In this connection it might be well for our few remaining limed egg packers to look up the process of "glycerined eggs" which has been used in Canada to a considerable extent, and which gives a quality of preserved eggs which is said to be superior to limed. "Glycerined eggs" command more money than the best limed in the English markets, where both are received from Canada.—N. Y. Produce Review.

Raising Squabs for Market.

At the present time there are more people going into the squab business than ever before. There is more demand in the market for good squabs now than a year ago, and the supply does not nearly fill the demand. Squabs were higher last winter than ever before. The principal thing to make sure of in the squab business is to have your birds thoroughly mated. This can only be done by careful study. It is almost impossible to control or keep track of every mated pair if they are kept in large flocks. For this reason we advocate lofts of a proper size for about twenty to fifty pairs. The labor will be increased but the returns will more than pay for the extra labor.

The object of every squab breeder is to get the greatest number of squabs per year from every old pair, and to do this the birds must be given every opportunity. The proper nesting places are most important. There are certain kinds of nests that pigeons like and others that they do not; when you read in a book that nests should be all one foot square, like empty egg boxes turned on one side and stacked in rows, you can make up your mind that the party who wrote the book has not had as much experience as he might have had. A pair of pigeons should have a nesting place at least 3 feet long by 1 foot high and 1 foot wide. This will allow them a comfortable little home with a nest pan in each and a space to do their courting in the center. If some good kind of fronts are placed over their home they like it so much the better. If breeders who are now using the egg box style will throw them out and build new nests after this style they will learn the difference in short order. If you are using wooden nests, throw them out also and buy some good earthen ones; then you will have begun on the right road.

FRESH EGGS 24c F. O. B.

your station this week. Roll butter, wrapped, No. 1 18c, No. 2 14½c. 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 Buy All Kinds of Beans, Clover, Field Peas, Etc.

If any to offer write us.

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

Your orders for

Clover and Timothy Seeds

Will have prompt attention.

Wanted—Apples, Onions, Potatoes, Beans, Peas

Write or telephone us what you can offer

MOSELEY BROS., GRAND RAPIDS, MICH.

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

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.

Market Poultry May Be Divided Into Five Classes.

Market poultry can be graded in five classes: Squab broilers, broilers, small roasters, large roasters and stewing fowls. The first class requires a 10 to 16 ounce chick. This weight, in good order, is reached in five or six weeks. The broilers weigh 3 to 4 pounds to the pair, and are finished in eight to fourteen weeks, according to parent stock and size demanded. In roasting chicks the weights most desirable are from 10 to 12 pounds to the pair. As a rule, they command top prices at this weight. There is a growing demand, however, for extra good soft roasters, weighing 8 to 12 pounds each. These choice big fellows are even better eating than are turkeys, and when they become more generally appreciated, they will need to be grown in large numbers. This top weight has been reached in six months. It takes good vigorous parent stock, and an experienced feeder to drive them quite as quickly as this, however. Stewing fowls are desired plump, with yellow skins, and as young as your conscience will force you to put them on the market.

Prices for market poultry are governed first by time of year, and second by condition. I put the season first simply because best prices are determined by fashionable trade to a certain extent, and because it is much easier to condition poultry at some parts of the year.

Good squab broilers rarely ever fall below 60c per pair in New York, or Philadelphia, while the Boston market seldom goes as low as this for top quality stock. The highest price I ever received was \$1.40 per pair for selected chickens in private trade. A full season's record averaged 81c per pair for the output. Our average cost to produce was about 50c per pair. This could have been reduced somewhat if we had eggs. Squab broilers are used at luncheons, both in private families and at hotels and clubs. They make a much better appearance than does a regular broiler, served split.

Broilers should weigh 3 to 4 pounds to the pair, and range in price from 20 to 60c per pound. Have known price to remain constant at 35c for six weeks at a time. From February to September the average price in a good season will be about 32c for first quality chicks. The best broiler is one we can plump up at eight weeks, and have it reach 1½ pounds weight. This size, in perfect condition, and with good yellow legs and skin, will bring top market price.

It will cost about 30c to produce a first class 2 pound broiler, and a

little less than a 1½ pound chick. You will see that this leaves a good margin of profit in this branch of the industry.

When we are forcing chicks for broilers we put a box of beef scrap in their pen when they are two weeks old, and let them eat what they wish. They will soon become accustomed to it, and will not gorge. It is a big factor in producing quick growth. Perfect cleanliness is absolutely necessary to successfully raise broiler chickens.

The production of roasters is getting to be more and more a profitable and prominent branch of the poultry industry. My personal experience with this branch has been very limited. We market each fall several hundred off-colored specimens from our thoroughbred flocks, but have never forced growth from shell to roaster age. If I were to do so, would start in the same as with broiler chicks, but not feed the beef scrap until about three weeks old. Beginning with the fourth or fifth week, would make one feed a day of a good concentrated mash food, and gradually increase number of mash feeds until we were feeding it three times a day with mixed grains in between. This method would help grow larger frames, and not force plumpness too quickly.

The cockerels in a flock of chickens you are raising to the roaster age should be caponized for the best results. It not only increases their eating qualities, and consequently their market value, but it makes them docile, and does away with scraping proclivities. This will enable them to convert all food into growth and not waste any energy in recovering from battles with others in the flock.

The modern cramming machine promises to revolutionize the fattening of fowls. When marketed they should be plump, yellow as gold, and not over fat. Experiment with the machine has produced this result in a shorter time, and with no more labor than other methods.

A poultryman can combine all branches of the market industry just described, or, better yet, can combine some one branch with the production of ducks for market. The raising of broilers will conflict less with the ducks than will the production of roasters, as they are turned over more rapidly, and are easier to drop when work on ducks becomes burdensome. Morris F. Delano.

Paris Egg Trade.

The cost of fresh eggs varies in Paris with the season of the year, being as high as 26 to 30 cents per dozen. Eggs of the choicest grade, guaranteed to be freshly laid, sell here as high as 3 to 5 cents each, but

ordinary eggs, such as are used for cooking and other purposes, are imported in enormous quantities and sell at from 18 to 24 cents per dozen.

The eggs imported to France come chiefly from Italy, Russia, Austria and Turkey, and amounted in 1903 (the last year for which we have completed statistics) to 33,401 metric tons, valued at \$6,456,393. The yolks of eggs, which are used for tanning and other industrial purposes, come from China and Turkey, and are imported regularly in large quantities. The total value of eggs exported from France in 1903 was \$5,079,953, of which something more than half went to Great Britain. The duty on eggs coming in to France is 10 francs (\$1.92) per 220 pounds, general tariff, and 6 francs (\$1.15) per 220 pounds minimum tariff, i. e., from a country having a reciprocal treaty with France. Milk pays 5 francs and 2.50 francs, respectively; condensed milk, 10 francs, general tariff, and 5 francs minimum tariff, per 220 pounds, if without sugar. When sugared less than 40 per cent., the duty is 50 per cent. of the duty on sugar plus 8 francs, general tariff, and 40 per cent. of the duty on sugar plus 6 francs per 100 kilograms, or 220 pounds, minimum tariff. There is, in addition, an "octroi" duty for entering the city of Paris of 4.20 francs (80c) per 220 pounds on eggs. —Consul General Mason of Paris.

Poultry Industry in Tennessee.

Jessie Lee Wilcox in the National Daily Review says that the credit for the immense volume of export business in eggs and poultry that has been built up in Eastern Tennessee belongs largely to the women of that region, especially those who live in the small towns and farming communities. Nearly 32,000,000 eggs, representing nearly \$500,000, and 12,636,000 pounds of poultry, valued at \$2,274,480, were shipped from Morristown, Tenn., during 1904.

A self-made man wears tailor-made clothes.

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.

WHEN YOU THINK OF
shipping eggs to
NEW YORK
on commission or to sell
F. O. B. your station
REMEMBER
we have an exclusive out-
let. Wholesale, Jobbing, and
candled to the retail trade.
L. O. Snedecor & Son
EGG RECEIVERS
36 Harrison St. New York.
ESTABLISHED 1865.

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.

W. C. Rea

A. J. Witzig

REA & WITZIG

PRODUCE COMMISSION

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

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

REFERENCES

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

Established 1873

MILLERS AND SHIPPERS OF

Established 1883

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



Plain Statement of the Catalogue House Situation.*

One of the questions frequently asked by those not familiar with the subject is: Is this catalogue house question general or local, or does it exist largely in the imagination of the retail merchants? To be able to answer this question fully and intelligently, on October 20 I caused to be mailed out through the secretaries of a number of hardware associations a circular letter in which I enumerated thirty-two lines very generally carried in stock by the retail hardware merchants of the country, requesting the merchants receiving them to check the various items on the list on which they were most frequently called on to meet the catalogue house price. While I knew something of the extent of the territory covered by the two prominent catalogue houses, I was very much surprised on checking replies received to note that they were from Minnesota on the north to Texas on the south; Massachusetts on the east to Washington on the west; and was still further surprised to find more items checked on the same number of replies on the lists from Washington and Connecticut than from Wisconsin and Iowa. In this connection I will give you a few of the prominent lines indicated, simply giving you the percentage as to the whole number of replies received:

Ammunition	60 per cent.
Builders' hardware	60 per cent.
Cutlery	30 per cent.
Hay tools	50 per cent.
Poultry fence	55 per cent.
Sporting goods	70 per cent.
Blacksmith tools and supplies	60 per cent.
Cream separators	40 per cent.
Guns	93 per cent.
Mechanics' tools	80 per cent.
Sewing machines	60 per cent.
Stoves	85 per cent.
Tin and enameled ware	40 per cent.
Washing machines	50 per cent.

The point I desire to bring out by this comparison is: What avenue of escape is there left open for the retailer if he is obliged to meet the catalogue house price on thirty-two different lines of goods carried by him? May I ask what lines are left open to him on which he can hope to redeem his business and make it profitable? There is but one reason why a Boston jobber can go to Iowa and sell his wares; that one reason is simply price. That same reason—price—is the real and only foundation upon which the catalogue house of to-day is able to build and maintain its business. The same weapon placed in the hands of the retail hardware merchant, or taken from the catalogue house, would go a long ways toward the solution of this troublesome problem. "Do it now" is a trite saying in very common use to-day, and

*Paper read at annual convention National Hardware Association by S. R. Miles, of Mason City, Iowa.

the retail hardware merchants of the country are saying to the manufacturers to-day, not to a single manufacturer, but as to one man, "Do it now." Cut the catalogue house off your list. If it result in a still further slaughter of prices, let it come. We are ready for the fray. As you must be convinced before this session closes we cannot profitably meet catalogue prices; and their inability to secure standard well-known brands of hardware through legitimate and regular channels will injure all far more than a still further slaughter of prices will injure the retail merchant.

We have sometimes heard the great growth and present business of the catalogue houses charged up to excessive profits demanded by the retailer, this profit sometimes even amounting to graft. Among other duties assigned me as a member of this committee, one was to tabulate a list covering certain lines of hardware for use at this meeting. The task became such an interesting one that I did not confine myself to the lines assigned me, but made up a list of more than 150 items, covering pretty generally the various lines carried by the average retailer. A number of these items were figured by discount, but 122 of them were figured net, either by single piece, dozen or gross. I find these 122 items would cost the retailer \$158.94, against the catalogue prices of the same items of \$150.08. Now if this list of goods were sold by the merchant at his exact cost, without freight or even the catalogue house one small percentage of profit added, it would pay him a gross profit of \$1.14 or about three-fourths of one per cent. Speaking of graft, this is certainly a direct example. Now if you will add to the merchant's cost 5 per cent. to cover freight and cartage and 20 per cent. for the cost of doing business, making a total of 25 per cent., and deduct from this his excessive profit of three-fourths of one per cent., you have a difference and an actual loss of 44¼ per cent. Considering yourself in a retailer's shoes, how do you like it? But you may see any dealer that will pay the prices used in this schedule is not entitled to any consideration. I will furnish any jobber or manufacturer in this room or out of it a copy of the items and prices used in making this comparison, and if they will agree to supply the same goods at a material saving in cost to the retailer, I will undertake to put them in touch with a volume of business that will prove very gratifying both in quality and quantity. Making this comparison was not in my mind when making up this schedule. It was suggested as the work progressed. And prices used are those at which any live retail hardware merchant can purchase the goods enumerated. But I have every reason to know the prices used are lower than are being made to the average dealer, either by the jobber or by the manufacturer; making the comparison from the standpoint of the average retail merchant a still more aggravated one.

Occasionally some writer for the trade press solemnly and wisely in-

forms us that business conditions have changed, and that the manufacturer must go direct to the retailer, if not to the consumer, to market his products. In this connection, I have compiled some figures. I requested a jobber selling southern trade, one selling eastern trade and a local Iowa jobber, to send me a few copies of orders just received from their customers. I made this request without disclosing in full my reasons; but, notwithstanding, they responded very promptly, and I think a brief study of these replies will prove not only interesting but instructive. I will give you the state from which the order was sent, the number of items and the number of factories with which it would be necessary to place orders to cover the various items. An order from Texas of 31 items came from 10 different factories; Louisiana of 20 items from 12 different factories; Missouri of 36 items from 17 different factories; Mississippi 58 items, 22 different factories; Arkansas, 60 items, 26 factories; Missouri of 28 items, 12 factories; Massachusetts, 76 items, 15 factories; Maine, 200 items, 34 factories; Iowa, 52 items, 17 factories, at a total cost of \$50.82, or about \$3.00 for each factory order. Iowa, 39 items, 19 factories, total \$75.95, or less than \$4 for each factory order. Iowa, 53 items, 27 factories, \$74.08, or about \$2.75 for each factory order.

While orders of the size indicated above might be satisfactory to the manufacturer, the placing of forty orders with as many factories to cover ninety items would not be satisfactory

ALABASTINE

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

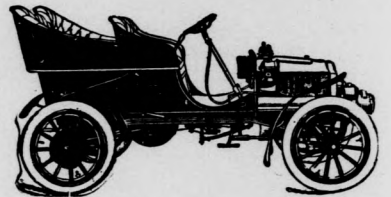
Dealers who desire to handle an article that is advertised and in demand need not hesitate in stocking with Alabastine.

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Grand Rapids, Mich

New York City

New Oldsmobile

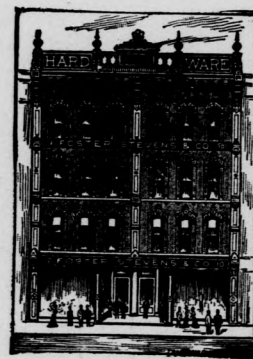


Touring Car \$950.

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

Adams & Hart

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



FOSTER STEVENS & CO.

Grand Rapids, Michigan

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

MICHIGAN STORE & OFFICE FIXTURES CO.

JOHN SCHMIDT, Prop.

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

Large assortment of counter tables.

79 South Division St.

Grand Rapids, Mich.

Warehouse on Butterworth Ave.

to the retail merchant. I think these figures will serve to show that the retail hardware trade are not yet ready to go to the manufacturer direct in order to supply all of their wants; and that there is not only a very wide field of usefulness for the jobber, but a decided reason for his existence on the part of the retailer. Too limited stocks carried by the average retailer is also frequently urged as a reason why the catalogue houses have been able to build up their present business. Let us consider for a few moments what it would mean to the retailer to buy a majority of his supplies from the manufacturer. It would mean one of two things, and still more limited assortment or increase in capital invested. It is very much of a question, even if the retail hardware merchant in every locality were able to and did sell every dollar's worth of hardware in the territory belonging to him, if he would be justified in multiplying his present investment in stock by $2\frac{1}{2}$, which would surely follow were the jobber to be eliminated.

As a patriotic American citizen, as well as a retail hardware merchant, I am proud of the high rank of the American hardware merchant. I am proud of the high rank the American hardware manufacturer has attained among the hardware manufacturers of the world, standing, as he surely does, at the very pinnacle. And I congratulate you, gentlemen, on this proud achievement, but lest you forget, I ask if you will consider, for a few brief moments, at least one element that has made this success possible, and ask yourselves if success without the aid of the "man behind the gun," the more than 2,500 active, energetic, loyal retail hardware merchants of the United States, can continue. If it can, there is little use to continue this discussion. If not, what then? But you say we want and must have the continued assistance and cooperation of the retail hardware merchant. Let us suppose you have had in your employ a man that has been with you for years. This man has been an intelligent, faithful employee; has been an important factor in the successful conduct of your business. You call him into your private office and say to him, "John, you have been in my employ a great many years; I appreciate what you have done for me, and I want you to continue in my employ, but owing to changed business conditions it will be impossible to continue your name on the payroll." How long would John stay? The retail hardware merchant of to-day is John. We care little for words of praise and flattery, what we want is our names on the payroll. Without this you cannot hope to continue to receive that hearty and enthusiastic support that has marked the past, and surely contributed to your success. In the discussion and the handling of this question, the retail merchant (hardware) has undoubtedly made some mistakes. But in considering them we ask you to throw about them that same mantle of charity that he has used in considering your attitude on the catalogue house question. That mantle, while

new, seems from the viewpoint of some manufacturers at least to be high enough and broad enough to cover the entire catalogue house question—the mantle of changed conditions.

America Invading French Shoe Trade.

"There can be no doubt whatever," observes the Paris correspondent of Commercial Intelligence, "as to the American invasion of the French market. One has but to walk along the principal streets of Paris to be convinced of it. American boot and shoe shops are to be met with everywhere. But this is not the only form of competition that French manufacturers have to contend with. Thousands of pairs of American-made boots and shoes may be seen exposed for sale outside certain general shops, and marked at prices which defy competition. It is no unusual sight to see four or five huge heaps of these shoes marked with such prices as 'Six francs! real value fifteen francs!' A French tradesman said to me the other day, 'The boots were never made for the money. It is a case of bare-faced dumping!' Be this as it may, all I can say is that the American manufacturer has known how to find his way into the Paris market.

"With such competition to meet, coupled with the high price of matieres premieres, can one be surprised that French manufacturers are a little alarmed at the exigencies of their workmen? The relations between employers and employed are very strained, and the state of the market is not such as will warrant masters granting any concessions; in fact, I am informed that many manufacturers, finding it difficult to make both ends meet, have decided to close their factories rather than make concessions which would lead them on the high road to bankruptcy.

"The general outlook is decidedly gloomy, and manufacturers in England may be prepared to hear either of a general lockout or a considerable rise in the prices of boots and shoes. But there is American competition to be dealt with. A rise in prices would, of course, let in more foreign-made boots and shoes; and to prevent the foreigner from jumping the tariff wall, a proposal is, so I am informed, to be made, when the Chamber reassembles in the autumn, to increase the duty on imported leather goods of all kinds. The proposal will, of course, be brought forward in the interests of French workmen, and, as the next six months, in consequence of the coming general election, will be a period well suited to political 'kite-flying,' such a motion, if really presented to the Chamber, will certainly be pressed. British firms interested in the boot and shoe trade of France would do well to keep a watchful eye on the French market, especially until after the next general election."

Marked Originality.

The late General Isaac J. Wistar, of Philadelphia, had a multitude of anecdotes that he could draw on when he desired to score a point or to illuminate an idea.

General Wistar was for a number of years the President of the Pennsylvania Academy of Natural Sciences. At one of the Academy's meetings a rather odd and original method of reaching the North Pole was suggested. Of this method the President said, smiling:

"It reminds me of the way two San Francisco friends of mine once took to get rid of some guests.

"These guests came to spend the evening, and didn't know when to depart. My friends were patient with them—very patient; but when 11, 12 and finally 1 o'clock struck, the husband realized that something must now be done.

"He was an original chap, and, in his original way, he looked over at his wife, and said, mildly:

"My dear, hadn't we better get up to bed? Our friends may want to be going."

New Hardware Store at Mishawaka.

Mishawaka, Ind., Nov. 21—Fred Reynolds, who has been employed in a hardware store here for the past two months, has leased a building in Kendallville, Ind., and will engage in the hardware business there on his own account. He has gone to Chicago to purchase his stock.

TRACE YOUR DELAYED FREIGHT Easily and Quickly. We can tell you how. **BARLOW BROS.,** Grand Rapids, Mich.

Send Us Your Orders for

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John W. Masury & Son's

Paints, Varnishes and Colors.

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KALAMAZOO, MICH.

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will surprise you. Best in the market today. Write for our discounts now. The offer is good for only 10 days.

G. R. GLASS & BENDING CO.

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THE FRAZER

Always Uniform
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Known Everywhere
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Good Grease Makes Trade
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FRAZER Axle Grease
FRAZER Axle Oil
FRAZER Harness Soap
FRAZER Harness Oil
FRAZER Hoof Oil
FRAZER Stock Food

BETTER SIDE OF A STREET.**It Is Where the Best Business Men Are.**

Written for the Tradesman.

Two men, one old in years and experienced in business, the other young, ambitious and looking for an opening, met in the street one day and went to lunch together.

"I saw a store yesterday which would about suit you," said Hall, the elder man. "It's on Washington street, the north side, and in a good block."

"Why," said Miller, the young man, "that must be on the wrong side of the street. The travel there is mostly on the south side."

Hall smiled and looked meditatively out of the window.

"Except for that," said Miller, "the place would be all right. One might as well be out of the world as out of the current of travel."

"You know where my store is?" asked Hall.

"Well, I should say so."

"How is that for the right side of the street?"

"The travel all seems to be on your side."

"Logically, where should the travel be on that street?"

"Where it is, I suppose. That is a thing no one can account for."

"I beg your pardon," said Hall. "It is very easily accounted for. The afternoon travel on that street belongs on the opposite side. The side where I am is hot in summer, for the sun shines there during the best hours of the afternoon. Across the street the pavement is cool and shady, yet we get the trade. How do you account for it?"

"Oh, people just got the notion of walking on that side, and they follow precedent like sheep follow the leader."

"Let me give you a bit of history," said Hall. "When I engaged in business where I am now the current of travel was on the other side of the street. In the block where I am there were a lot of picture-frame stores, an express office, a laundry office, a wood and coal office and a host of such establishments as do not draw the big retail trade. The shoppers all flocked to the other side, and our pavements were deserted about half the time."

"Looked like a bad proposition, didn't it?"

"Oh, I thought I knew what I was about. I got a bargain and bought the building where I am. It would have cost me \$10,000 more had it been on the other side of the street. Now it is worth \$20,000 more than a similar structure across the street would be."

"You're lucky."

"Luck doesn't enter into the game," replied Hall. "Before I bought the building I sized up the men who owned buildings on my side of the street. They looked pretty good to me. Progressive and all that."

"They are a fine lot of fellows yet."

"Yes, indeed. Well, I got them all together in my office one day and calmly proposed that we move the

tide of shoppers over on our side of the street. Some of them started, some laughed, and some saw what was coming."

"It was a nervy proposition."

"Just plain business, my boy. I explained that I was ready to set up an up-to-date department store—one which would draw the women from all parts of the city. I told them that the time for them to act had arrived. They must fix up their buildings in apple-pie order and lease them to people who would handle goods women wanted. I showed them that the shoppers would come where the goods were, and that in a short time our block would be it—the shopping center, and all that."

"That was a straight talk, anyway."

"Yes, and it went. Some of them even bought the leases their tenants held. Those who were in business in their own buildings began to brighten up. We got in shoe stores, jewelry establishments, a big candy store, a popular drug and soda water concern, a notion store and all such things. Of course it took time to do this, but we got what we wanted in time. Why, there wasn't a store in the block that wasn't right in line with the shopping business."

"Then we made a campaign for show windows. We got some peaches in, and we have them yet. And when a merchant persisted in putting on a bad window display we roasted him until he hired a competent window trimmer and kept up with the rest of us."

"For the first year it was like walking through a fair to pass along on our side of that block. Then we held another meeting and took up the lighting proposition. Our stores closed at 6, just as they do now, but we decided that it would be a good thing to make that block a blaze of light at night."

"I think I remember about that."

"I presume so. We arranged to light our big windows until 12 at night, and every merchant put out electric signs reaching clear to the curb. No transparencies were allowed. The lights were the genuine thing. Why, it was the talk of the town, the way we were wasting our money lighting stores that were locked for the night and illuminating a pavement that was well-nigh deserted. But this talk was about the best advertising we had. It was expensive, but it brought the results, and we did not complain."

"Did the crowds come? Well, rather. The buyers soon learned that we wanted them, and they filled our stores. Many an afternoon when that side of the street was deserted both above and below us our block was one jam of humanity—and buying humanity, at that."

"Before long the fellows in the blocks nearest to us began to fix up, and then people began to turn to that side of the street before they reached our block. This was rivalry, all right, but it helped. We got some of their trade—probably more than they got of ours. In the end we moved the tide of travel over to

us. The same thing can be done up there on Washington street. The men who own those buildings are all right, and they will help."

"But it will cost money, and it will take time."

"Of course, but the people will soon find out what you are doing, and the immediate results will be entirely satisfactory. The advertising you will get will pay for all the money spent."

"It's a new proposition to me," said Miller, "but it looks good. Just think of moving a current of travel that has been on one side of a street for fifty years."

"It can be done, all right, I know, for I helped to accomplish just such a miracle."

And the young man tried it and won out. Alfred B. Tozer.

Frog Culture.

The Fish Commission of Pennsylvania experimented in raising frogs at the hatcheries two years ago and were so successful that frog culture was taken up on a large scale last year. At Pleasant Mount hatchery 300,000 frogs were raised and distributed, but at Erie an epidemic destroyed the pollywogs, and at Corry more than 100,000 were eaten by snakes.

Great deeds often are only the result of accidental circumstances.

Umbrellas and friends are seldom around in the hour of need.

Handle Marguerite Chocolates

and you will please your customers

Handle Elk and Duchess Chocolates

and you can sell no other

Our best advertisers are the consumers who use our goods.

Walker, Richards & Chayer
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Crackers and Sweet Goods

TRADE MARK

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

Aikman Bakery Co.
Port Huron, Mich.

Facts in a Nutshell

BOUR'S
COFFEES
MAKE BUSINESS

WHY?

They Are Scientifically
PERFECT

129 Jefferson Avenue
Detroit, Mich.

113-115-117 Ontario Street
Toledo, Ohio

CRIMES AGAINST TREES.

Severe Punishment for Assault and Battery.

Written for the Tradesman.

Harm, the bald-headed book-keeper, leaned against his standing desk and drew odd looking figures on a bit of brown paper. He would not have used a letter pad, because he never wasted anything.

The clerks in the store called him Harm because that wasn't his name. His name was James Kirkland Hudson, and the boys got to calling him Harm because he did not seem to like it at first. Later he rather appeared to appreciate the joke, for he never harmed a person in the world, except himself, and the boys finally clung to it from force of habit.

Harm was a bachelor and lived alone over the store, cooking his breakfast on a little gas plate and going out to a restaurant for his six o'clock dinner. He had a little money in bank, and so was reasonably independent. Besides, he "delivered the goods," as the boys said, and would not be apt to want for a position for years to come.

On this day Harm was drawing a picture of an apple tree on the bit of brown paper and talking with the junior proprietor. It was about an improvement being made in the street—or, rather, what the city officials called an improvement, and taxed as an improvement. Workmen were cutting and filling, and the pavement in front of the store would be left about two feet above the crown of the street.

There were handsome maple trees in front of the store, and the proposition was to cut them down.

"If I owned this store," Harm was saying, "I would hire a man to stand by those trees with a gun and shoot the first man that touched them with an ax or saw. It has taken fifty years for those maples to grow to their present size and beauty, and it will take some low-browed street laborer of foreign extraction about five minutes to cut them down and make this store look like a naked structure down in the slums."

"It will make this corner look rather bare," admitted the junior proprietor.

"Bare? I should say so. This building is not any too new or too pretty, but those trees make it look fine. Cut them down, and it will show every mark of age, and every architectural fault. It won't look like home up here without those trees."

"I used to play under them when I was a boy," said the junior proprietor. "Jolly times we had on these corners, long before I ever thought of doing business here."

"The whole neighborhood is attached to this corner by sentimental ties," said Harm. "Hundreds about here have recollections as tender as your own regarding those trees. Shall I send out for a gun and hire a man to watch them?"

"Oh, I guess it can be fixed through the aldermen," smiled the other. "We shall have to pay for boxing about the roots and give a bond to save the city harmless if the trees

blow down and break someone's head."

"Do it, then. Why, I would rather give a thousand dollars than have those trees cut down. A man who will cut down a tree in the city ought to have his head punched, anyway. There ought to be a law passed making it a felony to deface, mark, scar, injure in anyway or break or cut down a tree."

"We'll have to send you to the legislature."

"Send Garfield again. That would be better. What with all the corporations under the sun stringing wires in every street, and over the roofs of half the houses, what with men with signs to nail up, and lovers who want to see their names cut in bark, the poor trees are having a hard time of it."

"And then there is the school boy and the school girl, who dance down the street and catch hold of a freshly planted tree and whirl around on it until the roots are loosened. That is assault and battery, and there ought to be a jail sentence for it."

"The city paves the streets and chokes the trees to death. How can the water get to the roots of trees so hemmed in? Why, there ought to be tile set down a yard into the earth at every tree side, and city laborers ought to see that the green beauties are given a drink whenever they want one. The trees in the parks are well cared for, but many of the street trees look like scrubs in an unfertile land."

"You ought to live in the woods," laughed the junior proprietor.

"Oh, I like the country in the daylight, when the sun is shining," was the reply, "but the high lights and the paved streets for me after dark. I love trees, and so do thousands of others, but there is no sense of taking them in a crude sense of nature."

"Half the people who live in the country do not know what a tree means. They cut and slash about in the forest and make a ruin of what should be a natural park."

"And when they move into the city they begin to do the same thing. You let a farmer buy a bit of city property and the first thing he does is to cut down or mutilate the trees. He will spoil the growth of a hundred years to get five dollars worth of green wood. It is shameful."

"I saw an ex-farmer cutting down an elegant hickory, the other day, and spoke to him about it. He said that it stood so near the house that the moisture from the leaves rotted the shingles and he couldn't afford to put on a new roof every few years."

"And people build houses and finish them in natural woods, and never plant a tree or a shrub in the yard or along the street. They put a few red flowers in window-boxes instead of having whole tangles of roses and lilacs in the garden. And when others plant trees, they want to see them cut down, and when others roses and lilacs they steal the blooms and break the bushes."

"I wish trees and shrubs could speak and cry out when hurt, and I wish a man who cuts down a tree in the

city or along a country road stood in peril of a life sentence."

"I guess," said the junior proprietor, "that I'll go out and see the contractor and the aldermen about saving those trees."

And Harm, the bald-headed book-keeper, went back to his balance sheet with a satisfied smile on his kindly face.

Alfred B. Tozer.

Lame Theory.

"Do you believe," queried the long-haired passenger, "that people will have the same vocations in the next world as they have in this?"

"No," replied the hardware drummer, "that would be impossible in many cases."

"Why do you think so?" asked the l. h. p.

"Because," explained the knight of the sample case, "there are quite a number of ice dealers in this world."

Canning American Fowls in Europe.

An English canning concern makes a specialty of preserved poultry in glass. The poultry is purchased on the English markets and includes finest grades of American as well as Russian, Surrey and Sussex fowls. The American Western milk-fed chickens were reported by the canning concern to be giving excellent satisfaction.

To lose sight of probability is to arouse skepticism.

Welsbach Burners

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

Welsbach Burners always have our trade name "Welsbach," stamped on them.

A. T. Knowlson

Wholesale Distributor for the State of Michigan. 51-60 Congress St. E., Detroit, - - Michigan

We are the largest exclusive coffee roasters in the world.

We sell direct to the retailer.

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

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

We buy direct.

We have been over 40 years in the business.

We know that we must please you to continue successful.

We know that pleasing your customer means pleasing you, and

We buy, roast and pack our coffees accordingly.

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

W. F. McLaughlin
& Company

CHICAGO



Are You a Help or a Hindrance?

One of the New York papers has opened an interesting discussion by asking its feminine readers who are married the point blank question: Are you a help or a hindrance to your husband?

This is a regular judgment day enquiry that few women will care to face and answer honestly, for most of us prefer to deal with glittering generalities so far as our conduct is concerned, and to believe that we strike a pretty good general average as a wife rather than to confine ourselves to any specific acts. Nevertheless, it is a question that every married woman may well pause and put to herself, for there can be no other thing in the world so important to her as whether she is helping or hindering her husband.

In a way it may be said that woman's position on the subject of woman's influence is always an extreme one. Before she is married she believes in it implicitly. After she is married she disbelieves in it absolutely. Before she is married she thinks that her husband will be in her hands like clay in the hands of a potter, and she goes into matrimony with all sorts of noble and altruistic ideas of using this great influence for his uplifting to the higher life. After she is married, when she finds out that she has not got enough influence over her husband to break him from chewing tobacco, or sitting on the back of his neck, or to get him to dress for dinner, the pendulum swings to the other extreme, and she rushes to the conclusion that she has little or no influence on his life.

Men encourage this opinion in women by treating them too often as dolls to be dressed up and played with, or burdens to be borne, yet it is a very solemn truth that on the day a man marries he casts the die of his fate and that his future depends on whether his wife is going to be a help or a hindrance to him. Very, very few men have the strength and ability to succeed in spite of their wives, but almost any man can succeed if helped by his wife.

Now every woman is either a help or a hindrance to her husband. In a relationship so close as that of marriage there is no middle ground, and a wife is either the ladder on which a man climbs upward, or else she is the millstone about his neck that drags him down. From the dawn of civilization history has been full of the achievements of men who were made by their wives, and in a thousand suicides' graves lie the wrecks of genius who were ruined by their wives. A wife is either a hoodoo or a mascot for her husband, and it is up to her to decide which one she will be.

The woman who is honest enough

to ask herself this question: Am I a help or a hindrance to my husband? must look at it from many points of view. The first one is the financial one, and she must ask herself: "Am I running him in debt, or am I helping him to get ahead, and to lay up something for the future?" The majority of American men marry on no capital but their nerve. They have seldom saved up anything, and the bride goes to them equally empty-handed. To a large degree this puts the decision of their future in her hands. If she starts out living extravagantly, spending all that her husband makes or perhaps even running him in debt they will be poor to the end of the chapter.

No man, unless he has the genius of a Rockefeller, can combat a woman's extravagance. Any woman can throw more out of the back door with a teaspoon than her husband can shovel in with a scoop at the front door, and so ninety-nine times out of a hundred it is the woman who settles whether her husband shall spend his life on the stool of a clerk or rise to be one of the partners. Any woman whose husband is not getting along does well to ask herself: Am I a help or a hindrance to him?

Another question that she may ask herself is whether she is a help or a hindrance socially. Does she incline people to him or prejudice them against him. No element in life is so strong as the personal. People will do things for you because they like you that they would not do because it was due you to save your life. A week or two ago a prominent politician was defeated for the nomination for governor in one of the largest states of the Union because of his untactful wife making an enemy in high places. How often do we select some particular merchant or banker or doctor just because he is married to such a nice little woman, don't you know. I recall fewer sadder tragedies than one I once knew of a brilliant young clergyman who was driven from parish to parish, and finally into obscurity, his life wrecked, his ambitions shattered, his usefulness destroyed by a termagant wife who could never get along with anybody, and who kept him continually involved in church rows until she broke his heart and killed him. On the other hand, we can all recall more than one man of mediocre ability who has literally floated into soft places on the strength of his wife's popularity.

Still another question that a wife may ask herself is, Am I a help or a hindrance to my husband spiritually? Do I keep him buoyed up with hope, or do I dampen his ardor and throw a wet blanket on his enthusiasm. Without going into all of the intricacies of the new thought philosophy, which is a bit too nebulous for the most of us, it is still true that a man can only do what he thinks he can do, and if a woman discourages his every project, if she deals, Cassandra-like, in prophecies of woe, she becomes an evil influence that literally summons disaster. The man who

feels that his wife believes in him, that she expects him to succeed and is trying to help him to succeed, has a moral power back of him that almost lifts him past the goal. He will return again and again to the fight long after the man with the croaking wife has thrown down his sword and surrendered.

Am I giving my husband the right atmosphere in which to work? is another question that the woman who wants to be a help instead of a hindrance to her husband must ask herself. Nothing is more pathetic than to think of what the world has lost through women not understanding their husband's temperament. Generally speaking, no man can do good work unless he goes out of a happy and peaceful home. It takes rest and quiet for the poor nerves, worn and torn with the struggle of the world, to knit themselves up again, and many a woman whose home is always full of bickering and strife, and complaints against servants, is literally the cause of her husband's bankruptcy, simply because she has worn out at home the mental strength and ability that ought to have been given to his business.

Nor is this all. Men who engage in literary and artistic careers must have a certain atmosphere if they would do their best work, they must be freed from certain little bondages and duties, and the woman who is married to a man of this kind, if she would be a help and not a hindrance, must stand like a buffer between him and the outside world. There is no doubt that many a great poem that might have been written has never been written because the poet had to walk a colicky baby instead of wooing the muses, and that the fine fervor of many a novel has evaporated in the drudgery of having to do household chores. Women seldom sympathize with the impracticability of genius, and that is the reason that geniuses ought never to marry.

In this question as to whether a woman is a help or a hindrance to her husband there comes in the very practical matter of housekeeping. In the end, no matter what his talents, no matter what his ability, no matter what his opportunity, a man's power to accomplish anything depends upon his health, and that lies to an enormous extent in his wife's hands. She can give him dyspepsia that will make him cross and grumpy, and ready to quarrel with his best customer by giving him bad cooking, or she can do much to induce a Sunny Jim amiability by feeding him on good food. Few men ever consider dietetics themselves. They generally eat what is set before them, and it is the wife's fault if the food is not wholesome and nourishing. I know a woman who married a delicate, nervous, anemic man, and who literally built him up into a splendid physique by her intelligent care. The husband's business was a strenuous one, in which at times he would be subjected to an enormous physical and mental strain.

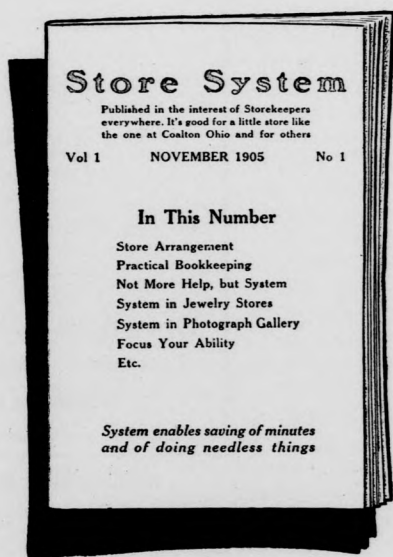
At such seasons she surrounded him with a care that made his achievements possible. The table was supplied with only the most easily digested and nourishing things, no sound was allowed to wake his slumber. Everything that could possibly disturb him mentally or physically was kept from him religiously, and thus he was enabled to perform an amount of work that would have been impossible under any other conditions.

Many of the duties of life are thrust upon us, and if we perform them indifferently we have at least the excuse of the conditions not being of our choosing, but when we marry we do so of our own free will and accord—we voluntarily shoulder the responsibility, and we sin against God and man if we fail one jot or tittle. To help the man she loves is the greatest happiness that any woman can ever know. To be a hindrance to him is her greatest misfortune. There can be no other crown of sorrow like that of the wife who, looking back, has the bitter knowledge forced on her that she has been her husband's evil genius, and that he would have been a happier and more successful man if he had never married her. Dorothy Dix.

The value of a catch line or phrase in advertising is well known. While a clever, short turn of speech of this kind is almost sure to rivet the attention of the reader, it must be at once backed up with good solid arguments in regard to prices or quality of the line offered to produce actual results. The combination of the two methods is reasonably sure to be far more effective than an appeal to the reader utterly devoid of originality, although full of real advantage to him. A good example of this judicious combining of the two elements just mentioned is furnished by a handbill or folder issued by Bernhardt Handt, of Madison avenue and One Hundred and Eighth street, Manhattan. It reads as follows: "A few words to my friends and neighbors. You can not raise birds by planting bird seed. And you can not get well when sick, unless the prescription your doctor prescribes contains the best and purest drugs obtainable. These are the only kind I use in my prescription department. Low price cuts no figure with me when I buy my drugs, but chemicals of known purity and standard quality and strength are what I select. At the same time I regulate my prices to the lowest in Harlem, and some of my customers walk many blocks to my store to get the best and save money."

It is rumored that a satisfactory substitute for rubber has been found in the Philippines, a plant there yielding a substitute for gum rubber. It is said the plant may be transplanted and cultivated. There are almost as many rumors of rubber substitutes as tries at the non-refillable bottle.

Chance is one of the most profane words in our language.



We will send this booklet
to any retailer
who will send a two-
cent stamp

Please cut off here and mail
to us today

National
Cash Register Co.
Dayton Ohio

Name

Address

Business

Mail Order Competition a Condition, Not a Theory.*

The worthy and honored president of our national retail organization, our national secretary, the chairman of the joint committee and other official sources, with the discussion of this matter in the trade press have left me no new arguments to bring to you, nor would the ten minutes allotted to me permit me logical presentation. My idea is that we may have for a short time a heart to heart talk about the matter.

May I ask how many of you manufacturers have, like the retailers, taken one of these catalogues home and gone carefully through it, noting their prices and the goods of your manufacturer that they illustrate and sell? You know what the catalogue has paid for them, you know what the jobber has paid for them and you also know what the jobber is expected or required to get for them from the retailer. I want to say and and I base my knowledge upon well established facts, that a retailer who pays rent and himself a salary cannot do business under 20 per cent. Remember that the volume of business done by retailers does not run into millions or even hundreds of thousands of dollars, as does your business. Sales of \$30,000 to \$40,000 a year for a retailer is a very fair business; 20 per cent. of the first amount is \$6,000; of the latter, \$8,000. An attempt to pay freight, drayage, taxes, rent, insurance, advertising, donations to all sorts of enterprise, stenographers, clerk hire, book-keeper, collector, etc., and to yourself a moderate salary out of this will quickly convince you that I have made no misrepresentation as to our cost of doing business. Knowing, then, that it costs the retailer not 1 per cent. less than 20 to do business seeing how little margin there is upon your goods for the retailer, if he meets the price—which we are having to do more and more all the time—have you not wondered how he can do it and meet his obligations? We are up against a condition, not a theory, gentlemen.

We retailers have no means of knowing the cost of manufacture, but we have the intelligence to judge of relative values, and we know that the manufacturer, except perhaps when the volume of business runs into millions, can not make money where his products are sold below the actual cost of production—counting nothing for marketing same, wear and care of machinery, salaries, rent, taxes, insurance, etc., for the profits there are for the retailer if he meets the catalogue prices—and if you can not do this with your volume of business, should the retailer be expected to grow rich and opulent upon his? Let me assure you that these catalogues are in very generous circulation throughout the entire country and the only reason they are not in the hands of practically every rural household, at least, is because the cataloguers do not yet know all rural names, but these firms

are turning heaven and earth and, I fear, some postal officials, to contrive some way to reach them all. For instance, the recent order that was issued by the Postal Department that mail be delivered upon rural routes by numbers only, and while we have succeeded in having this part of the order held up, the Department still insists upon mail boxes being numbered—to my mind a most foolish proposition—for before the numbering is completed upon a rural route some new family moves in or builds upon it and what will his number be? In order to keep intact the numbering of these routes will the next official ruling be that no farm upon the route can be subdivided and built upon and that every new-comer must settle at the end of the route and so obtain a number not pre-empt? Why is numbering insisted upon? Does something lie behind it?

Allow the present deplorable and unprofitable condition brought about by catalogue houses to continue at the expense of the retailer and you, gentlemen, face not a theory, but a condition, serious to yourself and the country, when these houses become so numerous and strong by syndicating that they can dictate to you the prices they will pay for goods or start factories of their own. Let us consider for a moment which system—for one of the other must eventually profit—will bring the greatest output for factories, and which system will tend to produce the highest grade articles.

The catalogue house illustrates your wares with small, indifferent cuts, setting forth their virtues in a size type that requires a reading glass to decipher and depends upon cut prices to market these wares,

and a cut price inevitably cheapens merchandise.

If the retailer is supplemented by the cataloguer, with him go the trade press and a large proportion of a city and country press, for the retailer is the direct support of the latter and the trade press receive their support from the manufacturer who uses this paper to reach the retailer. No retailers—no trade press.

The retailer, besides advertising your wares in his local papers, displays them in show windows and well arranged stores, calling attention to their merits through progressive, wide-awake salesmen, whose end is to create the desire for possession. Who knows better than yourself that seeing an article creates the desire for it. How often have you in reading advertisements in magazines resolved to send for that article and never carried your resolve into execution? But see in a show window something you desire, you step in and possess it, and so with others of your household. The retailer's desire is to sell the best and most profitable line, avoiding investing in and talking inferior cut-price goods. Hence, gentlemen, I claim that in supporting the retailer in this fight you are helping win your own battle, having in him an influence always at work to create a demand for more goods, and from him comes a more constant demand for better goods that bring a good profit.

I attribute the demand there is now for cheap and inferior goods to the influence of the cataloguers, ten cent, racket and department stores, who are forever beating down the price and looking for leaders, that bane and curse of commercial life of to-day. If the change from the "deserved creating" to the "vision

You Can Make Gas

100 Candle Power
Strong at

15c a Month

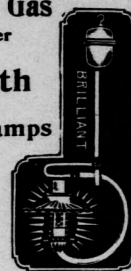
by using our

Brilliant Gas Lamps

We guarantee every lamp

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

Brilliant Gas Lamp Co.
42 State St., Chicago



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

You have had calls for HAND SAPOLIO

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

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

*Paper read at annual convention of the National Hardware Association by E. M. Bush, of Evansville, Ind.

destroying" system is brought about, it will be much easier for the retailer with comparatively small investments to change his vocation than for manufacturers to adjust themselves to conditions that will be irksome, to say the least, or have for competitors the syndicate of mail order houses, with factories of their own—which will surely be the development of that system.

We appeal to you, not as servants worthy of their hire, but in all the dignity of free-born American manhood, as men who believe in a square deal and who do not believe we are receiving a square deal, when, after investing in, displaying and talking the quality and merits of your wares and assisting in making them household words in American homes, you manufacturers sell to, or permit to be sold by cataloguers, these wares which are used by them to knife your friends in the back.

In my own place of business there are some tools that have been sold continuously by my predecessor and myself for fifty-two years, long before a catalogue house was dreamed of, and I am glad to say, gentlemen, I have never seen these tools illustrated, priced or named by any cataloguer.

What possible argument has a retailer with a customer who brings into his store one of these catalogues with a number, size and name of a manufacturer upon an article quoted at a less price than you can possibly sell and even make expenses? I have been up against this very proposition time and time again, and, gentlemen, it makes me feel like thirty cents.

The retailers in our organization appreciate the wonderful progress that has been made in this work, for the comparison of the latest issues of the cataloguers with those of only two years ago shows that many prominent manufacturers, who were greatly in evidence then, have disappeared now and, we believe, forever from these pages.

There is an old Arabic prayer of good wishes, "May your shadows never grow less," and I give it to you heartily—but may the name of every one of you vanish in like manner as have these other names of whom I speak from off the pages of

every catalogue in the country, for then will the retailer come into his own again.

Recent Business Changes in the Buckeye State.

Cincinnati—Isaac Bing, of the wholesale clothing firm of I. & S. Bing, is dead.

Cincinnati—The Ohio Valley Grocery Co., which formerly conducted a wholesale grocery business, has gone out of business.

Cincinnati—The Stone-Brown Coal Co. is succeeded in the wholesale coal business by the Brown-Hosea Coal Co.

Columbus—The grocery business formerly conducted by E. W. Kennard will be carried on in the future by Kennard & Walter.

Columbus—The name of the Ohio Vehicle & Harness Co. has been changed to the Ohio Harness Co.

Columbus—Rosenthal Bros. & Basch, wool pullers, are succeeded in business by Rosenthal Bros.

Dayton—L. N. Schroder succeeds C. E. Shroyer in the grocery business.

Delaware—C. A. Bardgill, grocer, is succeeded in business by Geo. H. Simon.

Findlay—The Lake Shore Novelty Co., which manufactures fire works, will remove to Chicago.

Gerald—The implement business formerly conducted by F. Binderman will be carried on in the future by Binderman & Cordes.

Nelsonville—Aumiller & Edington, dealers in clothing, are succeeded in business by the Hinman-Edington Co.

Weston—Singer & Henderson, hardware dealers at this place, have sold their branch store at Milton Center.

Wooster—M. O. Proctor has sold his dry goods business to H. Freeland & Co.

Marion—Isaac Merchant has been appointed receiver for James M. Neer, dealer in hay and grain.

Recent Business Changes in the Hoosier State.

Grantsburg—Ferguson & Ford are succeeded in general trade by D. S. Millar.

Indianapolis—C. C. Lucas is succeeded by Baker & Minor in the grocery business.

Indianapolis—Williams & Hunt, soap manufacturers, have dissolved partnership, M. C. Hunt continuing the business.

Kokomo—E. Weser, cigar manufacturer, is succeeded in business by Harvey C. Reed.

LaFayette—The wholesale business formerly conducted by the LaFayette Notion Co. has been merged into a stock company under the same style.

Monroeville—John A. Wybourn is succeeded in the vehicle business by J. Clem & Sons.

Owensville—Geo. E. Daugherty, dealer in hardware and stoves, and C. H. Dilday, furniture dealer, have consolidated their stocks and will conduct their business together in the future.

Logansport—Otto E. Adams, dealer in clothing, has made an assignment.

Union City—An assignment has been made by Mrs. K. A. Boone, dealer in dry goods and groceries.

Warsaw—Ripple & Rowan, grocers, have made an assignment.

Want Ordinance Repealed.

Saginaw recently passed a city ordinance prohibiting the sale of dressed poultry unless drawn. There was not much opposition to it at the time and it slipped through. Now the meat and poultrymen are organizing to have the ordinance repealed.

Another bright ordinance just passed by the Saginaw city fathers is that all Thanksgiving poultry raffled for shall be drawn.

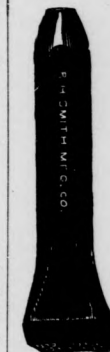
Mica Axle Grease

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.



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, Etc.

Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.

80 Griswold St.

Detroit, Mich.

This is the Sign



That Guarantees Good Service

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

Michigan State Telephone Company

C. E. WILDE, District Manager, Grand Rapids

Here
It
Is
At
Last!

A FLYER!!

\$35

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

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

The
Light
That
Draws
Trade



How To Wait on a Shoe Customer.

A salesman or clerk never becomes profitable, and is invariably a loss and expense to his employer until he has learned how to properly wait on a customer. For this reason an article on this subject should be read with a great deal of interest. What is said herein is the result of years of experience and observation on the part of the writer. It is experience that has been gleaned from all the various branches of the retail shoe business.

To properly wait on a customer one must first of all be interested in his merchandise and its owner, be ever ready to greet the approach of a patron and in doing so avoid any form of familiarity even although the person in question be an acquaintance or friend. A mild form of dignity is the keynote to quick confidence in business. This much done, ascertain in as quiet a way as possible the wants of your visitor, without comment or further conversation. Proceed as quietly as possible to get exactly (or as near as you have) what was requested, and at this point is offered the first opportunity for a display of salesmanship.

It is here the clerk can suggest the economy of better priced goods of similar style, or the more perfect suitability of other shapes, size or kind. In offering suggestions of this or other kinds, it is well to add as much strength to the same as possible by comparison. If you have not just the goods desired, do not try to palm off or substitute. Be frank. Admit the fact, and seem to be surprised and disappointed that you should not have just what is requested. Offer some suitable goods instead.

Under no circumstances should the clerk condemn or criticize the merchandise he did not happen to have, or the maker of the same. In offering goods of any kind it is well to point out this, that or the other advantage and under no condition must one contradict or argue with a customer or prospective buyer. Always bear in mind the adage, "Convince a man against his will, he's of the same opinion still." A sale pleasantly and properly made is the first step toward the clerk's success. This done, the clerk should suggest the possible need of this, that or the other in other departments. Offer any facilities you may have at your disposal, by way of delivery, transfer, etc.

Never promise anything that your house will not afford; very often a clerk's ambition to do this has ended in dispute and dissatisfaction, which costs the employer cash and customers. The clerk also finds the customer who is in this way disappointed harder to deal with and sat-

isfy forever after.

Avoid as much as possible special orders. The clerk who sells \$50 worth of stock is more valuable to the merchant than the one who takes \$200 worth of special orders, as this is always mingled with more or less disappointment, no matter how carefully attended to, and the annual accumulation of left-over specials becomes a burden at stock-taking time.

Avoid guarantees as much as possible, and when necessary frame them in a careful way. Remember, merchandise out of one's store is subject to any abuse its owner may see fit to give it, and a grumbler never makes allowances for this. In hearing a complaint be patient and quiet, and avoid any argument of any kind, even although you know the complainer asks something morally unfair.

Remember, he has come to get something from you. Be as lenient as you can afford, and whatever you do in cases of this kind do it as pleasantly as possible. None are so dissatisfied as a dissatisfied kicker, and remember even men have friends and can influence them to pass your door, and because of their meanness are very apt to exert themselves along these lines.

To act any other than pleasant to these customers robs your transaction of its advertising feature. In exchanging goods try always to replace the returns with goods of exactly the same kind, as no matter what value you may give back if it is not exactly the same, the customer stamps the deal as a confidence game, and advises his friends of the unreliable methods of your house.

These are but some of the many things to learn in order to be a successful salesman. Bear these in mind, and act accordingly, and you will benefit yourself, your employer and his business, and, mark you, your efforts will not go unnoticed. Your advancement is as sure as some other's failure. It is in this way clerks become merchants. You can in this way earn respect and gold instead of disappointment and failure, which is the positive lot of your running mate who never found out how to wait on a customer.—Walter Britchford in Boot and Shoe Recorder.

Canned Missionary.

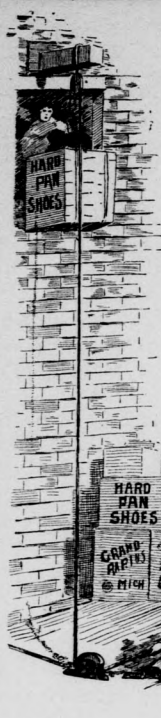
The difficulty of obtaining and transporting fresh foods in Alaska has resulted in an extensive use of canned goods, and the natives have come to consider Americans and canned goods as altogether inseparable. Recently some one sent a present of a phonograph. The natives were intensely interested, and gathered round to hear the first selection, which happened to be the Lord's prayer. When it was concluded there was a moment of impressive silence, and then one of the Indian chiefs, with a flash of inspiration, exclaimed, "Hah! Him canned missionary!"

Concentrate Your Efforts

on a few good, strong, favorably known lines of shoes, and for Men's, Boys' and Youths' wear sell

Hard-Pan Shoes

They wear like iron



You'll sell more shoes and make many times more clear profit than you can dissipating your energy on a lot of unknown makes.

Try the business-like way. Try Hard-Pans—exclusive territory—continuous sales—hosts of friends—also P. D. Q. deliveries from stock.

Hard-Pan Shoes have our name on the strap of every pair. It's your insurance against dissatisfied customers.

The Herold-Bertsch Shoe Co., Makers of Shoes
Grand Rapids, Mich.

Reeder's

of

Grand Rapids

can say without fear of contradiction that they have the largest stock of rubbers on their floors for immediate shipment of any house in the state of Michigan and what makes it more interesting they are the celebrated

Hood and Old Colony Rubbers

Also have a full line of Leather Tops, Lumbermen's Socks, Combinations, Felt Boots and Waterproof Leggings.

Geo. H. Reeder & Co.
Grand Rapids, Mich.

Have Plenty of Room and Abundance of Light.

To the man contemplating the addition of a clothing department, either connectedly or as an independent business, I would say: Secure your space with an eye to the best light possibly obtainable, remembering that a "good effect is worth 10 per cent." Having settled this, as you will find, very important item, next attend to the no less important one of fixtures.

Be generous in the matter of elbow room, for what might seem at first blush almost a criminal waste of space would prove by trial a splendid investment by obviating all necessity of crowding, fatal alike to effect and to the integrity of the garments by musing in handling. Never try to jam the clothing into "any old place" most convenient for this reason. Do not even attempt keeping odd pieces on the usual narrow shelving found in nearly all stores. These will answer admirably for hats, shoes and haberdashery, but always use tables for clothing.

These should be from two and one-half to three feet in width and 32 inches high, built as solidly as it is possible for an open counter to be. Do not forget that clothing is heavy; just try picking up a bunch of say one-half dozen of big ulster overcoats on your shoulder at one time and see if you don't agree that the table containing them should necessarily be a good one.

A table two feet wide will answer for boys' and children's clothing, or odd pants or vests, but by allowing yourself three feet, you can, if exigencies require, put one tier of the small stock on each side. With the men's suits, overcoats and extra size goods and such more bulky stuff, you will eventually feel well repaid for the extra cost of material and space by the superior facility with which the goods can be handled without crowding and doing away with the unsightly effect caused by the tail of a coat and waistband of pants overhanging the edge of the table, and in the case of small articles, knee pants, vests, etc., which do not even require one-half the width, you will find the increased counter space almost invaluable for brushing stock, besides guarding against chafing at the edges.

Now, having secured your counters to your satisfaction, place them crosswise of the room, if space will possibly allow it. This insures the best application of the light and also brings your stock in "Company Front" to anyone approaching it, throwing the aisles at either side next to the shelves, or side counters, containing the accessories, overalls, jumpers, heavy working shirts, etc. If, however, you are so placed that you cannot devote an entire room, either an upstairs or downstairs to this department by all means then appropriate one end of your building to it, rather than attempt to just poke it in somewhere.

Bear in mind this fact, the best stockkeeper on earth, though he be yourself, cannot adjust and maintain

a clothing stock in apple pie order without proper appliances and fixtures. One thing supremely needful and yet most liable perhaps to be overdone is the dressing room. Don't waste space, lumber, labor and money in constructing an elaborate and expensive room for this purpose, into which will inevitably drift hats, coats, wet umbrellas, cast off shoes, rubbers, and all the unwanted things of a store, to the exclusion of its legitimate use, in about six months. I say, don't. Just take a heavy wire, run it across one corner of the room at the ceiling and from this suspend a curtain of some fancy stuff, as a screen, leaving just space enough behind it for one person at a time to adjust his garments. Supply this space with a light stool or chair and a couple of hooks in the wall for the convenience of the customer.

Allow nothing else to be placed in there. The curtain should be weighted slightly at the bottom to prevent it blowing out at inopportune times, by sudden draughts of air, and it should clear the floor by at least 1 to 2 inches, thereby insuring daily attention to the corner by the person sweeping out the store.

Now, to buy the stock. In this particular every man is the architect of his own fortune, literally. What suits exactly one section and one class of trade is dead ducks in another place, perhaps not many miles removed from there. Every merchant investing in clothing must study beforehand what his particular locality not only requires, but what is decidedly more to the point, what can be introduced safely as novelties, and what not.

And right here I want to make a difference also—buy your novelties, i. e., what are usually denominated young men's goods, early; as early as possible in fact, in order to secure choice patterns and styles, leaving the staples until later in the season. Don't be afraid, there will always be plenty of chinchilla overcoats, cheap work suits and doeskin jeans pants to be found later, after you are at the edge of the season, where you can see more clearly what the demand is likely to be for such. Oft-times a broken lot can be picked up at the close of the wholesale season at a discount that will pay for the delay.

On the other hand you want your selections in nobby stuffs of all kinds that you purpose handling at all as near the cream of the market as possible. No matter if you are satisfied that you can buy that \$12 overcoat for \$10.75 six weeks later, or that \$11 suit for \$9.37, the chances are very large indeed that the sizes you particularly want will be out about that time, and, instead of a half-dozen patterns to select from you will find yourself confined to one or two, and they, naturally, the least desirable. For this reason it is well to consider seriously the oft reiterated propositions of that angel of commerce, the drummer, who is anxious "just to show you through." Accept his good intentions, it costs you nothing to examine his samples, get his prices, and it is not unlikely you will find in

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.

Our "Custom Made" Line

Of

**Men's, Boys' and
Youths' Shoes**

Is Attracting the Very Best Dealers in Michigan.

WALDRON, ALDERTON & MELZE

Wholesale Shoes and Rubbers

State Agents for Lycoming Rubber Co.

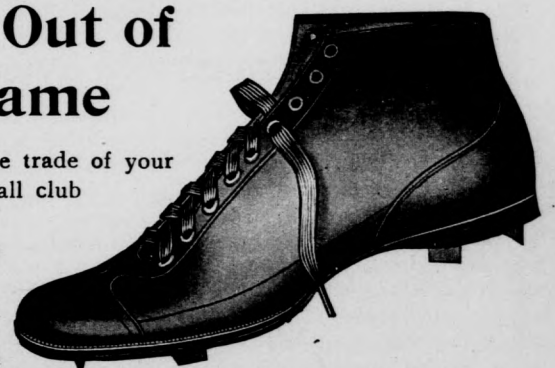
SAGINAW, MICH

You Are Out of The Game

Unless you solicit the trade of your local base ball club

**They Have to
Wear Shoes**

Order Sample Dozen



And Be in the Game

SHOLTO WITCHELL

Sizes in Stock

Majestic Bld., Detroit

Everything in Shoes

Protection to the dealer my "motto"

No goods sold at retail.

Local and Long Distance Phone M 2226

that particular line just the thing you were thinking of trying this season.

Remember you are in exactly the same boat in relation to your own customers; you are just as anxious to show your styles, patterns and prices as the drummer is his, and for the same reason. So deal gently with the young enthusiast who represents "the biggest concern on earth" and who is so anxious to make you a present of the firm's profits for the present season (?). Speak easy to him—you may be a drummer some day yourself.

Meanwhile, get your advertising ready. Printer's ink is to all business nowadays what a good strong fertilizer is to the farm, and can no more be neglected than can the enrichment of the soil, if the crop is to be commensurate with the natural expense of harvesting it.

Clothing is a commodity that lends itself as readily to the genius of the advertiser as perhaps any one thing in the entire catalogue, and there is not the slightest question but what with the most judicious advertising it can be made, if not already, the best department of your entire stock.

The greater part of the first class clothing manufacturers now furnish special advertising in the form of booklets, electrotypes, etc., and, for the rest, you can, by "keeping everlastingly at it," soon make "Perkins' Pants" or "Smith's Swell Suits" as familiar locally as "Bull's Cough Syrup" or any other much-bespoken article that owes its tremendous popularity to a thorough introduction to the public by the fearless and indefatigable advertiser.

"Premium ticket" schemes are especially good in this department: So many tickets good for a certain kind of hat, or a pair of shoes, an umbrella, an alarm clock, a necktie, etc., down to perhaps a collar button, or what not, at your own option. Always strive to avoid any picayunishness in dealing with your trade. Don't get the reputation of being stingy in small matters, better "throw in" a pair of suspenders or a necktie unsolicited, than to impress the customer with the belief that he could—by urging—"force your hand," for, if you once put this idea in his head he is liable to insist, in future dealing with you, on his own choice of gratuities, and perhaps on dictating terms altogether, as I have personally known to occur in communities that had been persistently mis-educated in this way by ambitious but badly mistaken dealers.

Go to the market at least twice a year, primarily to finish buying—incidentally to see things.

Keep both eyes wide open, visit the retail district, and observe what the big concerns there are showing. You will gain as much information on window display alone as will pay for the time expended. But particularly notice what kind of goods, colors, styles and patterns seem to be the favorites there, and you will find it to make buying easier for you when you go back into the wholesale district and begin to load up in earnest.

And now, gentle reader, comes to

you a most magnificent opportunity to commit financial suicide.

While clothing is bulky, it is no less truly deceptive in relation to bulk and value, and while a hundred dollars' worth of notions, millinery or fancy groceries might tax the capacity of a hay wagon, the same amount invested in suits at \$12.50, or overcoats at \$15, could easily be carried under one arm. And serious as a bad spavin or strain would be in a valuable horse it means infinitely more careful nursing, anxiety and sleepless nights when applied to your pocket book.

You have, of course, long ago set aside just what amount you will spend the present season on this department, and now comes the tug of war to keep inside the appropriation. Better lack a few items, neighbor, than to attempt corraling all the good things in sight. Another thing I would also suggest in this connection, don't skip sizes, buying for instance a 34-6-8 of one kind of suit and expect to fill up with a 35-7-40 of another.

Very rarely indeed will you find a customer who will not prefer just the one shade, color or cut, that doesn't fit him. Better buy the line of sizes clear through in one, and omit the other altogether, then he isn't confused by too many comparisons either.

Pay very particular attention to the cut and fit of the goods. "A pig in a poke" never was a good investment. Satisfy yourself that if a garment bears a 38 size mark it will fit a 38 inch measurement, and not a 34 or a 41, and, further, that the cut is applicable to your locality. Some communities will, for instance, require the long, slim, peculiar fashion known technically as "Southern cut," others again the short, chunky style of the "Western." Again I reiterate, study your locality. In the proper understanding of your outlet lies your whole commercial salvation.

Well, that's over, and we are home again, ready to receive the new stuff and attend to the boss' duty of checking every article with the bill, and likewise comparing both bill and goods with the memorandum which, of course, you made at the time you bought, and at once noting and reporting to the house or shipper any discrepancies in quality, price, sizes or number of articles that may appear.

Attend to this yourself, and attend to it at once, while the matter is fresh and before the lines from which you bought are broken any worse. Bought are broken any worse.

Now, arrange your stock on those broad tables we mentioned before, and you will more thoroughly understand the advantage of having them broad. It will allow of spreading out a garment more conveniently. And always bear in mind that the more wrinkles you press into a garment, the more you accentuate the "hand-me-down" character of its appearance.

See that the coat sleeves lay perfectly smooth together, and that the tails and lapels are pulled out straight,



Our Men's Fine Shoes

Not only look fine but are fine in every way.

Made Blucher and Bal cut out of the very best Velour, Box Calf and Vici Kid. They form a combination of correct style, good hard wear and comfort that will satisfy your most critical patron.

Would you like to see the samples? It will be well worthy your while to look through our line.

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



When You Know

of the good and lasting qualities of our

Walkabout Shoes

you will be the first dealer to take advantage of our proposition to one merchant in each town. And you may know all about these "\$3 shoes with a \$5 look" if you will drop us a postal and let our traveler call on you.

—

MICHIGAN SHOE CO., Distributors
DETROIT, MICHIGAN

the pants folded carefully and faced up alternately. That is, one pair folded with the seat on the right hand side, the next pair on the left, etc., folding each pair at the knee and placing a pin tag on the fold, preferably on the right hand corner. On this tag you will indicate the size, price and stock number, if the pant is part of a suit; if an odd garment use instead a cost mark. I prefer, where the space is obtainable, to stack the coats on the first counter, all carefully folded and stacked up with the face to the left hand, and immediately behind, on the second counter, stack the pants with the vests folded inside the fold of the pants, and attach the tags suggested.

Stack all garments according to quality with the largest size on the bottom of the stack, followed by the next size, etc. For example, in an odd pant stock don't mix cheviots, cassimeres, worsted, jeans, etc., indiscriminately, but, assorting qualities, begin with say a 40x33, then 40x30, 38x35, and so on up to the smallest.

Divide the overcoats and suits the same way. Avoid scratching up or disfiguring the tickets sewed on the collar or waistband; rather, add a small price tag to the upper button-hole of each coat and a pin tag, as before described, for the pant tag.

See that all stock is thoroughly brushed at least every two weeks and the best instrument ever invented for this purpose is the time-honored whisk broom and not too stiff a one. Always go over your stock every morning, anyhow, brushing the tops and edges after removing the cover. But the semi-monthly clean up is to be for the extermination and demoralization of the festive moth and roach as well as to liven up the fabric by letting the air to the surface in new places. Therefore it should be attended to not perfunctorily but with an interest, looking out for possible damaged places, loose buttons, bad wrinkles, tickets hanging by one corner, and so forth. A stitch in time may truly not only save nine in this case but also an occasional dollar or so in value by preserving appearances and obviating that bugbear of all stockkeepers—"shelf wear."

Always brush a coat from the collar downward toward the tail. A pant should also always be brushed from the waistband downward because the grain of the cloth lies in that direction.

Do not use your broom with a scrubbing motion; just whisk it lightly against the cloth so as to remove the accumulated dust and insect eggs, and not to disarrange the nap of the cloth.

Use good heavy covers. No economy was ever attained by using light, porous coverings that allow the dirt to sift through, and are easily torn in handling. Make the covers on a generous scale, too. They should be plenty wide enough to allow the edge to fall quite below the edge of the tables when the stock is at the fullest. As under favorable trade, the stack of goods shrink in height,

and the covers become too large, turn the edge under, pinning it up so the effect will be uniform. In all arrangement of stock or fixtures always keep in mind, "a good effect is worth 10 per cent." I have known many good stockkeepers turn pants wrong-side out, to prevent damage from dust, notably jeans, black worsted, rough faced cheviots and the like.

Allow a good profit on your new goods, especially the novelties, making your bargain prices on staples, and, twice a year, say about August for summer goods and February for winter stuff, cut prices "to the red." Rip out everything possible on which you can secure first cost, and by so doing not only secure ready cash out of what would otherwise remain unsalable on your hands for an entire season, but also give the best backing to your claim of "new goods entirely" at the opening of the succeeding one. Your per cent. of profit will, of course, be largely influenced by your environments, whether you run a cash or credit business, and the temper and ability of your competitors.

Now, here is another don't—don't sell a man a garment that is too small, whether he wants it or not. If he insists on buying one that is too large for him, let him have it, but never if too small. The reason for this is, if the garment fits too tight he will be constantly straining it both seams and fabric, with the result that the life of the garment is materially shortened and the justly dissatisfied party will inevitably regard you as a robber and will be just that much more difficult to placate or to sell to again.

Don't, under any circumstances, misrepresent any goods. Not one customer in 999 knows anything about clothing, and this very reliance on your veracity and integrity should warn you that as the responsibilities are great, so the condemnation will be for betrayal of that trust.

Should a customer especially fancy some one garment that does not fit him, yet by a little remodeling could be made right, by all means attend to it for him, gratuitously too. He will think better of you for it than if, to save a dime or two, you should insist on selling him another that did fit him.

Study the business, get hold of clothing journals, quiz the drummers, try to understand why this cloth is called "French-Back," and that one "Tricot-long," where they are manufactured, of what, where certain dyes are made, and the general minutiae of the whole thing. Then when you go to market, you will feel as if you are entitled to a front seat in clothing circles and less like a cat in a strange garret than you did the first time.

And now, in conclusion, brother, let me beg of you, don't neglect to advertise, advertise, advertise, for that is the life breath in the nostrils of success in the present hurly burly generation. Keep your stock and store scrupulously clean. No fly specked mirrors or greasy show cases ever attracted any trade yet. And, incidentally, keep yourself that way, too.

You may flatter yourself that no one cares, and it may be that old Farmer Jones coming in for a pair of overalls doesn't notice or care one whit how you are dressed, yet the chances are even that some, perhaps many, of the young men of your place, the very fellows you are anxious to interest, wonder "why the Dickens old Blank doesn't try one of those new suits he's blowing about, if they're such a good thing."

Spruce up, trim your show windows tastily and often, buy with moderation, sell with circumspection, keep up with the procession if not a little ahead of it, and it shall come to pass, that when thy days are as a tale that is told and thou art gathered to thy fathers, thy heirs shall gather from the far places of the earth, and, beholding the accumulated shekels of thy well spent life, shall lift up their voices in one universal acclaim, "Virchlich, das ist ausgezeichnet!"—C. E. Bartram in Drygoodsman.

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.

OPEN
Evening

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

Mayer School Shoes

are made extra strong. The soles are seasoned and tough, and every seam is **sewed to hold**. Two pair of Mayer School Shoes are equal in wearing quality to three pair of the usual kind. **You save one-third**. They are the strongest school shoes made and

Wear Like Iron

Any reliable shoe dealer will supply you. If not, write to us. Look for the Mayer trade-mark on the sole.

We make "Honorbilt" shoes for men and "Western Lady" and "Martha Washington Comfort" shoes for women.

F. Mayer Boot & Shoe Co.
Milwaukee, Wis.

The Sign of the Progressive Merchant

hangs over the sidewalk in the shape of outside Gas Arc Lamps. A powerful, pleasing, mellow light of 500 candle power to illuminate show windows, sidewalk and street—all for two cents an hour.

GAS COMPANY,

Cor. Ottawa and Pearl Sts.

THE REAL CRIMINAL.

He Proved To Be the One Least Suspected.

"There are more queer things in business life than ever were dreamed of by an outsider," said Ford, laughingly, one night. "Even a mystery hunter and unraveler like myself sometimes runs across one which he does not unravel. He even runs up against propositions which he unravels, and yet doesn't unravel. Sometimes he finds that there are things that are to be hidden from him—that even the eyes of the boss can not see everything. There was the case of the branch house at Abbotsford.

"The boss called me into the office one day and introduced me to a tall black haired man with glasses. 'This is Mr. Knight, Superintendent of the branch house at Abbotsford,' he said to me. 'Mr. Knight, this is Mr. Bevans, the man whom I spoke to you about transferring to your office.'

"We shook hands and I said something about hoping to get along with Mr. Knight all right, although I had never heard anything about going to Abbotsford or anything about Knight or anything else. But the reason why I held the position that I did was that I was able to meet just such emergencies and never make an error while meeting them. So I kept my mouth shut and presently Mr. Knight took his departure, first shaking hands with me and telling me that he was going to Abbotsford on the morning train and that he expected me to travel with him.

"I didn't like Knight from the beginning. Part of my system of working is to size up every man I have anything to do with the first time that I meet and talk with him. I try to get a clear first impression of a man, and I find that my first impressions seldom lead me astray. And my first impression of Knight was unfavorable.

"After he was gone the boss explained the situation. 'There is trouble down at Abbotsford, one of our largest branch houses in this section,' he said. 'It isn't the usual kind of trouble, trouble among employes or the heads. It's money trouble this time. In other words, some one—we haven't the slightest idea who—has been stealing at Abbotsford. The losses have been in the stock and amount to over \$10,000 now. Knight, who was just in, got a scent of it over six months ago. He told me about it then and I sent for him to come up here. We talked the situation over. Then Knight had a faint suspicion of his shipping clerk, although he wasn't at all positive. Acting upon this clew and without Knight's advice or knowledge, I put a private detective agency to shadowing the book-keeper. I didn't let them know what was the trouble, of course; simply told them to get an accurate account of his actions for two weeks. They found that the most criminal thing he did in this period was to indulge in a game of cinch for 25 cents a corner. I took them off the track then.

"Three months later Knight took stock again, and another shortage was discovered. Someone had got away with another batch of stuff and left nothing to show for it. Knight came up to see me this time without sending word previously. He had watched every man in his place and there was only one who he could believe might have a hand in the work of robbing the company so liberally. This was his assistant. He found that the assistant played the races and was in debt. I was angry by this time and I gave Knight orders to fire his assistant. He did so. That was three months ago. Now here Knight is up again with the information that the stealing is still going on. The amount stolen now amounts, as I told you, to over \$10,000.

"Now, I'm mad clear through about this business, you understand. It's the most perplexing and bothersome case that I've ever had in the business. I want a stop put to it. I want you to go down to Abbotsford and stay there until you have information that will put the man or men who are responsible for the stealing in the penitentiary. You understand? No case of just firing a man this time. Information that will convict him, that's what I want this time, and I don't care how long it takes you to get it or how much money you spend in getting it. I've told Knight that you wanted to get transferred to a smaller city, and told him to make room for you in his selling force. You go down with him to-morrow. Don't come to see me, don't send me word until you've got what you're going after.' Then he held out his hand. 'Good-by, Ford,' he said, 'I wish you good luck.' That was all, but his handshake told me he was depending upon me a whole lot, and that I would not be the loser by working hard to serve him.

"I met Knight at the station in the morning. Knight was what is generally called 'nice' to me. He gave me a cigar, and questioned me pleasantly regarding my work with the main office. I told him that I had acted as a salesman for but a short time, but that I was anxious to get into that end of the business. 'Yes,' he said, reflectively, 'it's the best end of the business to get into for a young man.' After a while he said: 'That is, if he attends exclusively to his own business.' The significance of this remark was not plain to me until a long time afterward.

"During our ride, which lasted into the afternoon, I began to regard Knight in a more favorable light than I had expected to after our first meeting. He was of the studious type of man. He seemed more fitted by temperament to be a college professor than the manager of a branch house for Blank & Co. He had a way of lapsing into complete abstraction that spoke of study, and I determined that he gave up much of his spare time to the consideration of some absorbing problems, something not in connection with his business. I never fully substantiated this conclusion, however.

"I found Abbotsford to be the typical small town with a factory. This, the town's one big enterprise, was our branch. The factory had come in after the town had grown old in its own way, so there were really two sides to the town—the old fashioned and almost aristocratic side, and the new side, on which were located the factory and the things that go with a factory in a small town. It was a charming town, small and compact, situated on the banks of a pretty little stream and in the midst of a beautiful farming country. The streets were mostly quiet and shaded, and you could walk down a path lined with giant maples and listen to the modern hum of the factory on the opposite side of town. It was the kind of a town I would like to live in when I get old and the city is a little too swift for me. Abbotsford had, however, a typical factory town line, consisting of a number of saloons and gambling houses.

"It was this line that I determined to watch from the beginning in my work of discovering the thief at our office. I believed that possibly the thefts might be the work of a gang of outsiders. In this case I knew it would be well to look for them among the denizens of the line. In addition to this I watched the clerks, salesmen and workers in the factory, although I knew that whoever was doing the thieving must be one holding a position of trust, because of the amounts involved. These, my points of vigilance, determined, I settled down to become a factor in the life of Abbotsford.

"I managed to get quite a reputation for myself along the line that summer. I spent money freely and consorted with barkeepers and bar-room loafers in a manner that would shock a fastidious man. I made myself one of the 'levee push' in Abbotsford and got only my bad reputation to show for it. I discovered that several of the clerks from the office were spending more money than their salaries would seem to permit, but I traced them carefully and found that they could not possibly have anything to do with the thefts. I found several disreputable fellows who hung around the saloons and did not work, but none of them had the intelligence or daring to engineer such smooth stealing as was going on in the branch house. I tell you there was no more clew to be found there in Abbotsford of any wrongdoing than there is to be found track of a boat in the ocean a week after it has passed.

"At the end of three months we took stock. Neither I, nor any of the other employes, knew that there was anything wrong. Knight took care of the final figures himself. But the night after stock taking was completed Knight sent to his home for his suit case and caught the evening train for Chicago. I knew then that he had discovered another shortage. He looked worried when he went away, and he looked worried when he came back. He worked like a demon the next week, overhauling books, drawing up state-

ments, and in watching the men under him. Often when going to my boarding house late at night I would see the office lighted, and, peering in, would see Knight and a force of clerks working away at stock figures. I felt sorry for Knight then, although I liked him but little. It was plain to me that he was worried more than ever and, from what I knew of the affair, I fancied that I knew what he was worrying about. I actually set to work harder than ever to find the thief because of a determination to help Knight out of a hole.

"Well, the next month's work forced a revelation upon me. I worked out the chances of every man in the office in regard to the committal of the crime and discovered that there were just three men who possibly could be guilty. They were the office manager, the shipping clerk and Knight himself! I had decided by this time that the work was not done by outsiders. The most likely of the three 'eligibles' in the office was the shipping clerk. But I trailed him, just as the detectives had done, and found out that he was incapable of committing a theft. I began to open my eyes and went to work on the office manager. A deacon in the First Methodist church of Abbotsford was the office manager. Yes, I know that makes it look bad for him. I joined his church and was watching him closely, when I fairly stumbled right on to the solution of the whole mystery.

"I was going home at midnight one dark night and had stepped behind one of the giant maples that shaded Abbotsford's best streets when two men came past. They were breathing hard, evidently had been running, and as they hurried past without seeing me I caught the smell of smoke on their clothes. Then they crossed the street under an electric light, and I saw their faces clearly for a moment. One was a disreputable loafer from the line, the other was Knight. I went home, thinking hard. There was no reason why Knight should associate with a loafer, I thought. Again, I thought, there was no reason why he should not. He had a right to his coarse tastes, if he wanted them. I climbed into bed, thinking thus, and went to sleep. I was awake again in an hour. A bell was clanging noisily somewhere and people were running and shouting in the street. There was a rumble of wheels and, as I opened my window, I saw why. The warehouse of the factory was bursting with flames from every window. Before the fire apparatus was working, it was burning beyond all hope of salvation.

"Knight might have got away with it, if it hadn't been for the loafer, for the insurance adjusters had no suspicion. But Knight was careless in selecting his assistant. I turned my attention to that loafer and it was not long before I had forced from him a confession. Knight and he had burned the warehouse to cover Knight's latest and greatest theft. It was the insurance company that had to suffer this time. After that I went on collecting evidence sufficient

to convict Knight of both theft and arson in any court in the country. Then I came back to the boss, according to his orders.

"I suppose you're wondering where the unraveled mystery comes in? Listen: I came back with my evidence one evening. I sought the boss and asked him for an audience on the next day when the three other heads of the firm would be present. I knew this was no small matter, this accusing a man of Knight's standing, and I was determined to lay my evidence before the four head officials at one and the same time. The meeting was held behind locked doors. I went carefully over the ground and produced my evidence—the evidence that could send Knight to the penitentiary. Not one of the four grim men whom I talked to uttered a word until I finished. Then the boss said: 'So it was Knight, after all,' with the accent on the was. I looked at him in surprise. Apparently my revelations had come as no shock to any of them. 'Poor Knight,' said the vice-boss. I was bewildered. Here was a man who had beat the firm out of \$30,000, committed the crime of arson, and yet there was nothing but resignation and an air of accepting the inevitable when I laid my proofs before the firm's heads.

"I thought of the boss' anger when he sent me on my mission, and was further bewildered. 'I was hoping it would prove to be some one else,' said the boss, sorrowfully. And he, too, said: 'Poor Knight.' Then he took the papers that damned Knight from my hands slowly. Slowly he tore them up into minute pieces. 'Ford,' he said, 'this is all there is to this case—except a check at the cashier's desk in the morning.'

"Well, that was all there was to it. I never heard a thing of it again. Knight was Superintendent at Abbot'sford for a year longer. Then he was brought to the general offices and given a figurehead position. But that was all to the case—except the check at the cashier's desk in the morning. What was there at the bottom of the bosses' actions? Lord, I've got gray hair from trying to figure it out myself."

John Shriver.

Lime Water in the Treatment of Warts.

J. Burdon Cooper, in the British Medical Journal, states that he accidentally learned that lime water taken internally is almost a specific for warts. When taking lime water for some digestive disturbance, he found that a wart that had been troublesome disappeared from his finger. He tried this remedy in other cases of warts and found that the warts disappeared. He recommends the taking of a wine glass of lime water after the midday meal with a little milk. The wart disappears after from four days to three weeks.

Prove your claims if you would have them known as facts.

Enthusiasm is one of the world's greatest forces.

Hardware Price Current

AMMUNITION				
Caps				
G. D., full count, per m.	40			
Hicks' Waterproof, per m.	50			
Musket, per m.	75			
Ely's Waterproof, per m.	60			
Cartridges				
No. 22 short, per m.	2 50			
No. 22 long, per m.	3 00			
No. 32 short, per m.	5 00			
No. 32 long, per m.	5 75			
Primers				
No. 2 U. M. C., boxes 250, per m.	1 60			
No. 2 Winchester, boxes 250, per m.	1 60			
Gun Wads				
Black Edge, Nos. 11 & 12 U. M. C.	60			
Black Edge, Nos. 9 & 10, per m.	70			
Black Edge, No. 7, per m.	80			
Loaded Shells				
New Rival—For Shotguns				
No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge
120	4	1 1/4	10	10
125	4	1 1/4	9	10
128	4	1 1/4	8	10
128	4	1 1/4	6	10
135	4 1/4	1 1/4	5	10
154	4 1/4	1 1/4	4	10
200	3	1	10	12
208	3	1	8	12
236	3 1/4	1 1/4	6	12
265	3 1/4	1 1/4	5	12
264	3 1/4	1 1/4	4	12
Discount, one-third and five per cent.				
Paper Shells—Not Loaded				
No. 10, pasteboard boxes 100, per 100.	72			
No. 12, pasteboard boxes 100, per 100.	64			
Gunpowder				
Kegs, 25 lbs., per keg.	4 90			
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.	2 90			
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 60			
Shot				
In sacks containing 25 lbs				
Drop, all sizes smaller than B.	1 85			
Augurs and Bits				
Snell's	60			
Jennings' genuine	25			
Jennings' imitation	50			
Axes				
First Quality, S. B. Bronze	6 50			
First Quality, D. B. Bronze	9 00			
First Quality, S. B. Steel	7 00			
First Quality, D. B. Steel	10 50			
Barrows				
Railroad.	15 00			
Garden.	33 00			
Bolts				
Stove	70			
Carriage, new list.	70			
Plow.	50			
Buckets				
Well, plain.	1 50			
Butts, Cast				
Cast Loose Pin, figured	70			
Wrought, narrow.	60			
Chain				
Common.	7 75			
BB.	8 1/4			
BBB.	8 3/4			
Crowbars				
Cast Steel, per lb.	5			
Chisels				
Socket Firmer.	65			
Socket Framing.	65			
Socket Corner.	65			
Socket Slicks.	65			
Elbows				
Com. 4 piece, 6 in., per doz.	75			
Corrugated, per doz.	1 25			
Adjustable	40 & 10			
Expansive Bits				
Clark's small, \$18; large, \$26.	40			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
Files—New List				
New American	70 & 10			
Nicholson's	70			
Heller's Horse Rasps.	70			
Galvanized Iron				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28				
List 12 13 14 15 16 17				
Discount, 70.				
Gauges				
Stanley Rule and Level Co.'s	60 & 10			
Glass				
Single Strength, by box	dis. 90			
Double Strength, by box	dis. 90			
By the light	dis. 90			
Hammers				
Maydole & Co.'s new list.	dis. 33 1/4			
Yerkes & Plumb's	dis. 40 & 10			
Mason's Solid Cast Steel	30c list 70			
Hinges				
Gate, Clark's 1, 2, 3.	dis 60 & 10			
Hollow Ware				
Pots.	50 & 10			
Kettles.	50 & 10			
Spiders.	50 & 10			
Horse Nails				
4u Sable.	dis. 40 & 10			
House Furnishing Goods				
Wrought Tissue, new list.	70			
Wrought Tissue, new list.	70			

Iron

Bar Iron	2 25 rate
Light Band	3 00 rate
Knobs—New List	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
Levels	
Stanley Rule and Level Co.'s	dis.
Metals—Zinc	
600 pound casks	8
Per pound	8 1/4
Miscellaneous	
Bird Cages	40
Pumps, Cistern.	75 & 10
Screws, New List	85
Casters, Bed and Plate	50 & 10 & 10
Dampers, American.	50
Molasses Gates	
Stebbins' Pattern	60 & 10
Enterprise, self-measuring.	30
Pans	
Fry, Acme	60 & 10 & 10
Common, polished	70 & 10
Patent Planished Iron	
"A" Wood's pat. plan'd, No. 24-27.	10 80
"B" Wood's pat. plan'd, No. 25-27.	9 30
Broken packages 1/2c per lb. extra.	
Planes	
Ohio Tool Co.'s fancy.	40
Sciota Bench	50
Sandusky Tool Co.'s fancy.	40
Bench, first quality.	45
Nails	
Advance over base, on both Steel & Wire	
Steel nails, base	2 35
Wire nails, base	2 15
10 to 60 advance.	Base
10 to 16 advance.	5
8 advance	20
6 advance	30
4 advance	45
3 advance	45
2 advance	50
Fine 3 advance.	50
Casing 10 advance	15
Casing 8 advance.	25
Casing 6 advance.	25
Finish 10 advance.	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
Rivets	
Iron and tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade.	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
Ropes	
Sisal, 1/2 inch and larger	9 1/2
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	28 00
Sheet Iron	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz	5 50
Second Grade, Doz.	5 00
Solder	
1/2 @ 1/2	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron	60-10-5
Tin—Melyn Grade	
10x14 IC, Charcoal.	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25	
Tin—Allaway Grade	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50	
Boiler Size Tin Plate	
14x56 IX, for Nos. 8 & 9 boilers, per lb	13
Traps	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's.	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45
Wire Goods	
Bright.	50-10
Screw Eyes.	50-10
Hooks.	50-10
Gate Hooks and Eyes.	50-10
Wrenches	
Baxter's Adjustable, Nickleod.	80
See's Genuine.	45
See's Patent Adjustable, Wrenches, 12 1/2	

Crockery and Glassware

STONEWARE

Butters

1/2 gal. per doz.

1 to 6 gal. per doz.

8 gal. each

10 gal. each

12 gal. each

15 gal. meat tubs, each

20 gal. meat tubs, each

25 gal. meat tubs, each

30 gal. meat tubs, each

48

6

56

70

84

1 20

1 60

2 25

2 70

Churns

2 to 6 gal. per gal.

Churn Dashers, per doz

6 1/4

84

Milkpans

1/2 gal. flat or round bottom, per doz

1 gal. flat or round bottom, each

48

6

Fine Glazed Milkpans

1/2 gal. flat or round bottom, per doz.

1 gal. flat or round bottom, each

60

6

Stewpans

1/2 gal. fireproof, bail, per doz

1 gal. fireproof bail, per doz

85

1 10

Jugs

1/2 gal. per doz.

1/4 gal. per doz.

1 to 5 gal., per gal.

60

45

7 1/2

Sealing Wax

5 lbs. in package, per lb.

2

LAMP BURNERS

No. 0 Sun

No. 1 Sun

No. 2 Sun

No. 3 Sun

Tubular

Nutmeg

31

38

50

85

50

50

MASON FRUIT JARS

With Porcelain Lined Caps

Per gross

Pints

Quarts

1/2 gallon.

Caps.

5 00

5 25

8 00

2 25

Fruit Jars packed 1 dozen in box.

LAMP CHIMNEYS—Seconds

Per box of 6 doz

Anchor Carton Chimneys

Each chimney in corrugated tube

No. 0, Crimp top.

No. 1, Crimp top.

No. 2, Crimp top.

1 70

1 75

2 75

Fine Flint Glass in Cartons

No. 0, Crimp top.

No. 1, Crimp top.

No. 2, Crimp top.

3 00

3 25

4 10

Lead Flint Glass in Cartons

No. 0, Crimp top.

No. 1, Crimp top.

No. 2, Crimp top.

3 30

4 00

5 00

Pearl Top in Cartons

No. 1, wrapped and labeled.

No. 2, wrapped and labeled.

4 60

5 30

Rochester in Cartons

No. 2, Fine Flint, 10 in. (85c doz.)

No. 2, Fine Flint, 12 in. (\$.35 doz.)

No. 2, Lead Flint, 10 in. (95c doz.)

No. 2, Lead Flint, 12 in. (1.65 doz.)

4 60

7 50

5 50

8 75

Electric in Cartons

No. 2, Lime, (75c doz.)

No. 2, Fine Flint, (85c doz.)

No. 2, Lead Flint, (95c doz.)

4 20

4 60

5 50

LaBastie

No. 1, Sun Plain Top, (\$1 doz.)

No. 2, Sun Plain Top, (\$1.25 doz.)

5 70

6 90

OIL CANS

1 gal. tin cans with spout, per doz.

1 gal. galv. iron with spout, per doz.

2 gal. galv. iron with spout, per doz.

3 gal. galv. iron with spout, per doz.

5 gal. galv. iron with spout, per doz.

3 gal. galv. iron with faucet, per doz.

5 gal. galv. iron with faucet, per doz.

5 gal. flitting cans

5 gal. galv. iron Nacefas

1 20

1 25

2 10

3 10

4 10

3 75

4 75

9 00

9 00

LANTERNS

No. 0 Tubular, side lift

No. 2 B Tubular

No. 15 Tubular, dash

No. 2 Cold Blast Lantern

No. 12 Tubular, side lamp

No. 3 Street lamp, each

4 65

6 40

6 50

7 75

12 60

3 50

LANTERN GLOBES

No. 0 Tub., cases 1 doz. each, bx. 10c.

No. 0 Tub., cases 2 doz. each, bx. 15c.

No. 0 Tub., bbls. 5 doz. each, per bbl.

No. 0 Tub., Bull's eye, cases 1 doz. each

50

50

2 00

25

BEST WHITE COTTON WICKS

Roll contains 32 yards in one piece.

No. 0 3/4 in. wide, per gross or roll.

No. 1, 1 in. wide, per gross or roll.

No. 2, 1 in. wide, per gross or roll.

No. 3, 1 1/2 in. wide, per gross or roll.

25

30

40

85

COUPON BOOKS

50 books, any denomination

100 books, any denomination

500 books, any denomination

1000 books, any denomination

1 50

2 50

11 50

20 00

Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.

Coupon Pass Books

Can be made to represent any denomination from \$10 down.

50 books

100 books

500 books

1000 books

1 50

2 50

11 50

20 00

Credit Checks

500, any one denomination

1000, any one denomination

2000, any one denomination

Steel pens

3 00

5 00

8 00

5 00

DRY GOODS

Weekly Market Review of the Principal Staples.

Brown Cottons—The heavy and medium brown goods have shown another advance for the week, but the advance has been more noticeable in the wide goods and in the same goods in the bleached state. On ducks and heavy drills the market was never in a more sold-up condition and sellers are experiencing great difficulty in taking care of old business. Buyers are using every effort to get new business through and where nearby deliveries can be made fancy prices are accepted. The bag trade, notably the cement and heavy bag trade, are up in arms on account of the scarcity of goods. Osnaburgs and similar goods that go into these bags are practically out of the market and consumers are willing to pay unprecedented prices in order to secure goods. Southern standard 3-yard and 350-yard sheetings are in little demand for export purposes, but domestic buyers are willing to talk business where exact delivery datings are obtainable. Considerable buying continues on 4-yard and lighter sheetings by the home trade. Convertibles for the lining trade are more active and fine combed or carded fancy grays for converters are also in good shape. Wide print cloths are stronger and operators are more apt to consider future needs. Narrow print cloths are in fair shape and converters, as well as manufacturing trade, are showing great interest.

Bleached Goods—Further advances were announced on all wide bleached sheetings during the week. Low and medium bleached goods continue the strongest features of the market, on account of the scarcity and unusual demands. Nearly all grades of goods are backward at the bleacheries, yet heavy additional business is taken. In fine white goods there is unusual activity shown. Lawns, batistes and nainsooks for the spring retail trade, as well as cutting-up trades, are badly needed.

Colored Goods—The coarse colored goods, such as denims, ticks and colored drills, are in a well-sold-up condition and new business is not looked for by most sellers. Prices continue to show strength, yet buyers are very anxious to cover all needs. Staple prints are active and prices hold exceedingly strong. Further advances are looked for in the near future.

Ginghams—In order to keep goods at a proper parity with cotton most standard staple ginghams are now held at a quarter of a cent advance. The lines of most mills are sold well ahead. One of the chief reasons for mills demanding an immediate advance on goods is that the yarn market has moved up to a higher level and mills still have contracts to place, which must be at

the new levels. Viewed from the standpoint of sales, the business on staple ginghams for the spring season is unusually large. The jobbing trade have taken goods in quantity and are certain to come forward with further reorders. In making their selections buyers have taken patterns and colors that have not sold extensively before in several seasons. This affords mills an opportunity to close out many stock patterns which they have carried for a long time. When the upward movement in staple ginghams began at the opening of the present season stocks were of moderate size. The mills adopted the policy of not building up additional stocks and so with every call for goods they worked down their supplies. Their new business has all been booked on a basis that shows a profit on the cost of production. Now that a very high price is ruling, they are so situated that buyers can not force the market down. For the dress ginghams the demand is strong, even at the high prices. Desirable styles are sold up in a large number of instances, and cutters and jobbers are both taking a generous volume of the high grade exclusive patterns of leading mills.

Underwear—The underwear market has not as yet advanced to so great an extent as the hosiery market, although many agents are looking for business, and they report that buyers are showing in the size of their orders a willingness to operate. The coming week, it is expected, will be marked by the opening of many more lines, and the following week, it is thought, will find the majority of the important lines taking business. In the cotton end of the market the price conditions are similar to those in the hosiery market. In both the hosiery and underwear markets conditions are ripe for a large business, for never have conditions in retail centers been more favorable to all concerned than they are at present. Not only are consumers bigger individual buyers on the staple lines of goods than heretofore, but also lines of novelties now receive attention that in other years would have been counted no less than remarkable. Manufacturers of knitted goods other than those for general wear are in most cases doing a large business. One phase of this business also that is very satisfactory is that higher quality stuffs are being taken in larger quantities than ever before. A few seasons ago there was a great run on vests and sweaters for women's and children's wear, but in the main part the goods were low quality stuffs and consumers tired of them to a considerable extent. But a demand of this kind has sprung up again and manufacturers are receiving a good volume of business because of this.

Hosiery—Jobbers are totally unable to meet the requirements of the retail trade. Many of the lines specially prepared for the holiday trade are being sold to meet the regular demand. Departments handling this class of goods report that their sales

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.
OLD 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

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 1/4 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.

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

for the current season have been as large, if not larger, than at any time since the opening of the season.

Carpets—The belief that further advances on spring carpet lines will shortly be named is steadily gaining ground in the trade. Just what these advances will be, and when named, no one is willing as yet to predict. If the statements of other manufacturers outside of the Alex. Smith Company are to be relied upon, the spring season has been a good one in spite of the large quantity of goods disposed of at the recent auction sales. Buyers who entered this market for the purpose of securing rugs did not satisfy their needs at the auction sale. Evidence of this is shown by the heavy orders that have been booked this week for all grades and sizes of rugs. Orders from all parts of the country are coming to hand, and a noticeable feature is the fact that medium and better grade goods are being taken in preference to cheaper qualities. Unsatisfactory results, due to the purchase of cheap rugs, have already been experienced, and the buyer is not disposed to make this mistake twice. He has found that cheap rugs contain everything but wool. Needless to say the wearing quality of such fabrics is proven to be anything but satisfactory.

Rugs—Rugs are wanted, and the manufacturer is now doing his best to meet the demand. Prior to the opening of the spring season buyers were unable to get their orders for rugs filled. Manufacturers named such unsatisfactory delivery dates that the buyer only took goods where deliveries could be promised within a reasonable time. The stand taken by manufacturers with regard to the delivery of rugs was due, it is now believed, to a desire on the part of manufacturers to delay as many orders as possible until they were able to name their new spring prices. As advances have been made on almost all lines of spring rugs, the reason for this is not difficult to find. Although prices are today held "subject to change without notice," many orders are being booked.

Was Afraid of Young Lawyers.

George Harvey, at the dinner that he gave in New York in honor of M. Witte and Baron Rosen, told this, apropos of foresight:

"In my native Peacham there once dwelt a brilliant young lawyer. To him there came one day a tottering and grim Vermont farmer of 80 years.

"Young man," said the farmer, 'I want to leave all I possess to my wife as long as she remains my widow, and after that I want everything to go to my children.'

"How old is your wife, sir?" asked the lawyer.

"Seventy-four."

"Then wouldn't it be quite safe," the lawyer asked, 'to leave out the discourteous phrase about so long as she remains your widow? Just leave her everything.'

"Indeed, I won't," said the old man.

"But surely," said the lawyer, 'you don't think the lady, 74 now, will

marry again after your death, do you?'

"The old man looked the other full in the face as he answered solemnly:

"Well, sir, there's no telling what young chaps like you might do for money."

To Keep Flaxseed Free from Bugs.

As a container use a tin can with a close-fitting top. At the bottom of the can place a small phial of chloroform with a loose-fitting cork stopper. Then pour the flaxseed, whole or ground, into the can, covering the phial. Enough of the chloroform will escape from the vial to kill such insects as infest the flaxseed. If your flaxseed is fresh and free from insects when purchased, it will remain so, so long as you apply the preventive.

Wm. Mittelbach.

The Man Whose Afraid.

I've paid close heed to the ways of men. I've observed what the world calls luck. I have silently marveled, now and then, At the potent power of pluck; And this as a bit of truth I hail: A sentence that's worth one's heed: The man who is always afraid he'll fail Doesn't stand much show to succeed!

More enemies have been slain by mercy than by malice.

The greedy eye misses more than the generous one.

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.



The Wizard Engine With Pump

OLDS ENGINES

Economical Power

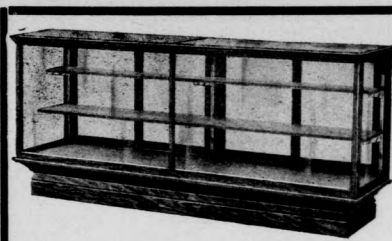
In sending out their last specifications for gasoline engines for West Point, the U. S. War Dept. required them "to be OLDS ENGINES or equal." They excel all others or the U. S. Government would not demand them.

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

Repairs Practically Cost Nothing

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

OLDS GASOLINE ENGINE WORKS, Lansing, Mich.



Wolverine Show Case & Fixture Co.

Grand Rapids, Michigan
Bank, Office, Store and
Special Fixtures.

We make any style show case desired. Write us for prices. Prompt deliveries.

Let Your Christmas Gift

be a Piano

We sell

Weber A. B. Chase
Fischer Franklin
H. M. Cable
Hoffman Marshall
Pianos

Price \$165.00 and up

Used Pianos \$25.00 and up

Regina Music Boxes

Victor Talking Machines

Our stock of

Sheet Music and Small Musical Instruments
is the largest in Western Michigan

Friedrich's Music House 30-32 Canal St.
Grand Rapids, Michigan

Handkerchiefs



Remember that now is the time to fill in your line of Handkerchiefs for Xmas trade while stocks are complete.

We carry a large assortment in the following grades: Gents', ladie's and children's cotton, linen and silk handkerchiefs in plain hemstitched, fancy borders and figured centers.

Also a nice assortment of Harvard and Ways Mufflers.

Ask our agents to show you our lines.

P. STEKETEE & SONS

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.



Michigan Knights of the Grip.
President, H. C. Klockseim, Lansing;
Secretary, Frank L. Day, Jackson; Treas-
urer, John B. Kelley, Detroit.

United Commercial Travelers of Michigan
Grand Counselor, W. D. Watkins, Kal-
amazoo; Grand Secretary, W. F. Tracy,
Flint.

Grand Rapids Council No. 131, U. C. T.
Senior Counselor, Thomas E. Dryden;
Secretary and Treasurer, O. F. Jackson.

Traveling Men Declare War on the Roller Towel.

The roller towel must go.

Four hundred thousand commercial travelers in the United States say so and several hundred thousand uncommercial travelers pipe a hearty second.

Two hundred thousand of the drummers of the country are organized into powerful associations, and it was at a recent meeting of one of these that the subject of the roller towel was broached. The name of the traveling man that made this ancient but not time-honored institution a real issue probably will be lost to history. This is a shame. He deserves a place among the immortals who discovered the tariff, free silver and immediate municipal ownership.

If there is any question as to the roller towel being a real issue, ask any one of the aforesaid 400,000 traveling men. He will assert that it is not a theory but a sad, sad condition. And he will not assert it any too politely, either. The traveling man, being a timid, retiring creature, seldom kicks. When he does it counts. From this on he stands firmly on the platform:

"Individual towels in country hotel wash-rooms."

The turning of the worm has been a slow process. Long, long ago, before the day of the interchangeable mileage book, the traveling man was supposed to stand for anything the country landlord dealt him. He paid \$2 a day for the same accommodations the local dentist got for \$5 a week and never murmured. He paid 10 cents for cigars of the "Lottie Lee" variety and philosophically and uncomplainingly charged them to bus fare. He was just a "traveling gentleman" and the legitimate prey of the rural hotel-keeper. In those days he never dreamed of his rise to the proud estate where he could stand up in his strength and dictate to the autocrat of the Commercial House.

The objections to the country hotel roller towel, according to the downtrodden traveling man, are numerous enough to require a day off in a good "Sunday town" to tell. There are esthetic, sanitary and sociological objections. There are objections which can be stated in a family newspaper and other objections of a flavor that none but a rude person would tell them outside a cinch game in a smoking car.

The roller towel that makes all the trouble is the species found in towns where the drayman calls the drum-

mer by his first name. This particular towel, say the traveling men who have approached it with awe three times a day, makes the traditional printer's towel look like a snow-white emblem of purity.

The few traveling men who ever saw one of these towels in its pristine state of cleanliness all agree that they are made of the identical waterproof material the country over. When first hung on the roller they are a light kahki color and reflect as perfectly as the wash-room mirror. If the hotel is large the roller is placed near the ceiling and the towel draped to the floor, so more may use it. Often the roller is stationary and the towel sewed on it, showing that it is not expected to be removed every few weeks just for fashion's sake. Drummers formerly tried to dry their hands on these new towels merely to show they had been accustomed to the use of towels in the city, but they soon learned that it saved much valuable time to use a pocket handkerchief first and then to complete the process on the napkin, when they reached the dining-room. But this is history. The younger school of commercial men, never having seen one of these roller towels when it was new, care nothing about its original slippery elm qualities. It is the present condition of the towel that concerns them.

The typical roller towel always is associated with certain other articles of the toilet no less typical. The comb, carefully chained to the wall, has a tooth at each end. The brush dates from the year of the invention of wire as a substitute for bristles. The soap is of the peculiar laundry variety never found in towns large enough to support a trolley line. It is told how a morbid and sarcastic drummer once filed his initials in a cake of this soap to let the other boys know he had been in town, but was caught in the act by the landlord, who charged him for the filings. This soap does not float.

The mirror, a little larger than a cabinet photograph, was installed before they began to bevel the edges and is always shy several patches of mercury, which gives it an antique and shot-up appearance. The frame is usually black and oval at the top.

All these things, however, the traveling man stands for uncomplainingly, except the roller towel. He insists that this sort of a towel no longer should be tolerated, because it is a blot on the great beauty of the country hotel wash-room. He argues that it is not in good taste to hang a panel of historic toweling where it spoils the tout ensemble of the other luxurious furnishings. To his sensitive organism it is a discordant note in the decorative scheme, and he says it should be given into the hands of the town undertaker, who also sells furniture, carpets, rugs, picture moldings, etc. This, however, is but a minor objection and not of sufficient importance to make a fuss about. But when he comes to the sanitary and sociological reasons for the elimination of the

roller towel—there is where the drummer is strong.

Every traveling man in the country will make oath that everybody else beats him to the roller towel. This is the only way in which he is always beaten.

Ernest, the grocery clerk, knocks off at 12 sharp, and is No. 1 to the towel. Ernest, being in a hurry, leaves traces of kerosene, butter and the dried mackerel of commerce. Liquozone Lucy, who waits on the table, receives Ernest with a wink that says: "At 8 o'clock at the post-office." But back to the towel.

Ernest is followed by the horse buyer, who, without gloves, has diagnosed the ailments of thirty-seven different horses during the forenoon. His contribution to the towel is several handprints, from which the genuine Hindu palmist from Twenty-seventh and State streets could read the fortune without seeing the original.

The crew of the noon accommodation sozzle at the Carrara crockery sink a second, and then finish their ablutions on the towel. If it is court week, the farmers on the petit jury have their merry fling at the towel, the foreman, merely as an evidence of rank, daintily brushing the dust from his grain-leather boots on the towel. Throw in a dozen more artists, and by the time the drummer blows along for dinner the towel is an impressionistic masterpiece. It is soggy enough to cause the traveling man to flip a nickel with himself to see if he washes on the towel and wipes on the water, or uses the water first.

At this stage of its usefulness, if the towel could be run through a moving picture machine, it would throw on the canvas a realistic reflection of the life and activities of a good share of the county population. As one able enemy of the roller towel has said, Sherlock Holmes could examine the roller towel and tell the vocation of every one that had used it. If any of them turned criminal, the Bertillion experts could identify him by the thumb prints on the towel.

Let not the stay-at-home public believe all this to be a joke. The base uses to which the roller towel descends is shown by a warning in the wash-room of one of the principal hotels in even as large a city as Milwaukee, to the effect that "Gentlemen will not use the towel to clean their shoes." Smaller hotels neglect to warn the rural population as to the proper uses of the roller towel.

Therefore the fight is on. The boycott is the weapon. In the hands of 400,000 able-bodied traveling men it will be wielded against the country hotel-keeper until he sends the roller towel to the attic with the tavern archives. Sending it to the laundry will no longer appease the drummers. Time was when they could have been held in check with a clean roller towel. But now—the individual towel or nothing.

Folly and failure are the best of chums.

His Fatal Mistake.

"Erase the name of the 'Iron-Jawed Man' from next week's programme," said the museum manager after perusing a telegram.

"Why, isn't he going to show up?" queried his assistant.

"No," replied the manager. "While on his way here from New York he tackled a railway sandwich and broke his jaw."

Trade Secret.

"Are you the little boy whose papa writes so many cute sayings of children?"

"Yes, ma'am."

"I suppose your papa is always encouraging you to talk."

"No, ma'am. He threatens to whip me if I even whisper when he is writing his bright things the children have said."

Livingston Hotel Grand Rapids, Mich.

In the heart of the city, within a few minutes' walk of all the leading stores, accessible to all car lines. Rooms with bath, \$3.00 to \$4.00 per day, American plan. Rooms with running water, \$2.50 per day. Our table is unsurpassed—the best service. When in Grand Rapids stop at the Livingston.

ERNEST McLEAN, Manager

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 20 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.

One Universal Book Now in Prospect.

The announcement in last week's Tradesman that the Pere Marquette, Grand Trunk, D. & M., Ann Arbor and Pontiac, Oxford & Northern would return to the Northern mileage book on February 1 was followed next day by a similar announcement from the Central Passenger Association to the effect that the G. R. & I., Michigan Central, Lake Shore and Wabash would put out a second book December 15, good on the trains and sold at flat \$20, without rebate. Also that an excess baggage book containing \$15 worth of coupons would be placed on sale, either December 15 or January 1, for \$12.50, the book to be interchangeable over the four lines above named. In making this announcement, the Central Passenger Association asserts that it will continue to use the C. P. A. book so that travelers may have the choice of buying a flat \$20 book, good on the four roads between all Michigan points and also good between Michigan points and Chicago and between Michigan points and Toledo, or they can buy the \$30 C. P. A. book, which is good on about fifty roads in the Middle West, but which involves the exchange ticket feature which is so obnoxious to Michigan traveling men.

With three books in the field, the situation is somewhat complicated, but not at all alarming, and the Tradesman believes that in the course of a very few days the matter will be adjusted to the satisfaction of all concerned. The secession of the P. M. and associates from the C. P. A. appears to have been unfortunate, from the standpoint of Michigan travelers, because if this had not been done, the Northern book would, undoubtedly, have been re-established on all the railroads in Michigan. On the other hand, it is not probable that a flat \$20 book would have been authorized but for the fact that it was incumbent on the Michigan roads which remained with the C. P. A. to meet the P. M. and associates and go them one better, which they surely did when they authorized a flat \$20 book in place of a \$30 rebate book. Unless the C. P. A. can be made to see that it is to the interest of the organization to make the C. P. A. book good on the trains, it would appear that the C. P. A. had gone about as far as it could in authorizing a \$20 book and also in creating a new baggage book, which is a decided innovation, so far as Michigan is concerned, although similar books have been used in other states for several years with very satisfactory results. The P. M. and associates, on the other hand, must now either meet the \$20 flat rate book or, if they wish to carry the war into Africa, authorize a \$19 book, or else they must eat humble pie and return to the fold of the C. P. A., so as to use the flat \$20 book authorized by the C. P. A.

In the opinion of the Tradesman, it is now in order for Governor Warner and his associates to first bring pressure to bear on the P. M. and associate roads to revise the announcement from a \$30 to a \$20 book

and also insist on the issuance of a baggage book, as good or better than the C. P. A. baggage book. This accomplished, it will then be in order for him to bring the factions together and insist on their using one book in common, instead of compelling Michigan traveling men to buy two books, as they will be compelled to do if the seceding roads refuse to return to the C. P. A. or the four Michigan roads now in the C. P. A. refuse to return to the Northern bureau. Michigan has scant respect for the C. P. A., because it has always advocated demoralizing ideas and methods and has played hob with Michigan whenever it has had an opportunity to do so. The management of the C. P. A. has been insincere and unscrupulous in many respects and if Governor Warner insists upon the withdrawal of the four Michigan roads from the C. P. A. and the formation of a new organization including the Michigan roads, he will have the hearty support of the Michigan Tradesman. On the other hand, if he insists on the seceding roads returning to the C. P. A. and that the C. P. A. book be made good on the trains, he will also have the support of the Tradesman, but, judging by the past history of the C. P. A., the Tradesman would feel very much safer if the direction of the passenger traffic of Michigan were placed in the hands of an honest bureau, made up of Michigan officials on whom Michigan men can depend.

The old adage to the effect that "He who sows the wind reaps the whirlwind" finds an apt illustration in the mileage book situation. The disruption of the Northern bureau was due to the summary action of the Michigan Central in pulling out without consulting the other roads. The P. M. is hardly less reprehensible in following the lead of the Michigan Central in this respect. Before this action, Michigan traveling men were satisfied with the Northern book and Ohio and Indiana travelers were satisfied with the C. P. A. book, because they had never known anything better. The agitation and trouble which have resulted from the attempt of Mr. Daly and his associates to force Michigan into the backwoods methods which prevail in Ohio and Indiana have stirred up the traveling men of those States to the fact that they are being discriminated against and they are now clamoring for the same concessions which their more favored brothers in Michigan have long enjoyed; and from present indications they will never let up on the agitation until they have been placed in the same position and are permitted to enjoy the same privileges that Michigan traveling men enjoy.

Later—As the Tradesman goes to press, it is in receipt of official information of an authoritative character to the effect that meetings of the general passenger agents of all the Michigan roads are being held at frequent intervals, with a view to simplifying the situation by the adoption of one universal mileage book, good on all trains, instead of three books. The Tradesman is not permitted to make any definite state-

ment, but is authorized to assert that, in all probability, an agreement will be reached within the next three or four days. Whether the outcome will be a modification of the C. P. A. book, making it good on the trains, or whether the Michigan roads who still remain with the C. P. A. will retire from that organization and join with the other Michigan roads in forming a new organization, is as yet a matter of speculation. It is quite evident that the railway officials see the handwriting on the wall and have come to realize that, unless something is done to stem the tide of agitation which has taken root in Ohio and Indiana, they will have trouble on their hands in those states similar to the controversy they have been compelled to face in Michigan for the past two months. They do not court controversies of this character and, unless the Tradesman is very much mistaken, they will very shortly make an authoritative announcement that will not only satisfy Michigan travelers, but tend to quiet the unrest which is beginning to be manifested in the other states named.

Gripsack Brigade.

S. M. Zekind, formerly traveling salesman for Marshall Field & Co., is now connected with the Wolverine Show Case & Fixture Co. as Secretary and Treasurer.

G. A. Lindermulder (Lemon & Wheeler Company) is erecting a handsome two-story and basement cement building at the corner of East street and Wealthy avenue. It is expected that a portion of the building will be occupied by the branch post-office.

The battle is now on and, although complete victory is not yet won, it is plainly in sight. While the battle is the thickest, an occasional cheering does much to inspire the victors and dispirit the vanquished. The Tradesman proposes three cheers and a tiger for Governor Warner, believing that he is entitled to great credit for the masterly manner in which he is leading his cohorts on to victory.

Green Bay Advocate: She came from Old St. Louis, he came from Houghton, Michigan. They met at the Northwestern depot last evening at 8:45 and were united in marriage in the ladies' parlor of the Beaumont Hotel about half an hour afterward. They were to have been married today, but Landlord Hall was unable to provide a chamber for each of them last evening, so the nuptials were celebrated a little previous to the scheduled time. At least, this is what Landlord Hall claims the groom, whose name is E. P. Gaines, a representative of the Lake Superior Cold Storage & Produce Co., told his best man, M. A. Montgomery, who inquired into the reason for "rushing matters." Rev. M. J. Hilleman, pastor of the St. Paul Lutheran church, performed the ceremony which made Caroline Duncan, of St. Louis, the wife of Mr. Gaines. Miss Moore, stenographer at the hotel, acted as one of the attendants, and M. A. Montgomery, a traveling salesman friend of the groom, was the other attendant.

The wedding had been prearranged, but for these last few details, which were done in a hurry-up fashion.

Scarcely a Sunday passes that A. H. W. MacMillan may not be seen at the Fort Street Presbyterian church, where he is one of the active members of the "Hospitality Committee," and that is because he is among the lucky commercial travelers who "make" home at the week end. The other six days he sells dry goods for Burnham, Stoepele & Co. He is the oldest man in point of service in the employ of the house. For seventeen years he has traversed Southern Michigan, and has occasionally stepped over the border into Ohio and Indiana and made a few trips into the northern part of the State. Before he went on the road he served two and a half years in the store. Without warning he was told late one afternoon, seventeen years ago, that he would have to take a night train out of town and begin a career as a drummer. He has been at the business ever since. Success has made the work pleasant, and his genial manner makes him welcome everywhere. He is a member of the United Commercial Travelers, the Commercial Travelers' Mutual Association, of Utica, N. Y., Knights of the Grip and Detroit Commandery, Knights Templar. Three years ago, when there was a reorganization of Burnham, Stoepele & Co., Mr. MacMillan became a stockholder, with other of the older employees. His home address is 116 Leverette street.

Accepted a Retainer from a Corporation.

Apropos of the impending trial of Geo. E. Nichols, of Ionia, on the criminal charge preferred by the Prosecuting Attorney of Kent county, it is interesting to recall the experience of Geo. E. Bardeen, President of the Bardeen Paper Co., at Otsego, during a recent legislative session.

Mr. Bardeen has always been a strong exponent of universal text books and when the matter was before the Legislature, three or four years ago, he made several trips to Lansing in the interest of the measure, which was hung up in the Committee of the Senate. Somewhat disgusted over the apathy of certain members of the Committee, Mr. Bardeen enquired on one occasion of Mr. Nichols when he should come again, to which the legal light replied, "You're wasting your time coming at all, because I am Chairman of the Committee and I have been retained by the American Book Co. and the bill will die in the Committee."

Possibly, in the light of this statement, it would not be out of order for the State of Michigan to take a twist at the rope and give the Ionia lawyer an opportunity to defend himself on a charge of accepting a bribe while a member of the Michigan Legislature, as between the retainer paid a lawyer and the bribe paid a layman there is no difference, because they are both paid and accepted for the same purpose and generally accomplish the same result.

To receive the false is to reject the true.



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.

Danger of Pasting One Label Over Another.

The failure to change a soiled label, or the act of pasting one label over another, is a most slovenly and dangerous practice; in fact, it is somewhat of a criminal nature because of the danger to life apart from its unprofessional character.

For example, a bottle is taken to a drug store for paregoric, and afterwards is taken back again with the same old label on it for laudanum; the paregoric label is not removed or destroyed, and the label for the laudanum is pasted over it; after a while by some means, either from dampness, atmospheric changes, the meddling of children, or from some other disturbing cause, the laudanum label loosens and falls off, a circumstance of not infrequent occurrence. This leaves the paregoric label to represent the contents of the bottle, rendering the laudanum liable to be administered by some thoughtless, unobserving, or ignorant person, not aware of what has happened, in doses according to the printed directions on the paregoric label, with the possibility of death or some other dire consequence. Many cases of this or of similar kind are matters of record, and hundreds of others no doubt have occurred which have not proved fatal and the circumstances of which have not been allowed to pass beyond the precincts of the household.

The Pharmacopoeia as a Foundation.

Now is the time for druggists to call the attention of their local physicians to the excellent set of formulas added to the new pharmacopoeia, and thus open up new avenues of prosperity and increase their professional standing in the eyes of the doctors.

For instance, why not put up Liquor Antisepticus U. S. P., an article extensively sold under various trade names, and attract your physician friend's notice to the fact that you can supply the U. S. P. article at a price considerably less than that of the proprietary goods, with a quality equal to the best and superior to the majority.

What is true of Liquor Antisepticus applies with equal force to cataplasma kaolini, emulsum olei terebinthinae, liquor cresolis compositus, pulvis acetanilidi compositus, etc.

If the medical detail department contemplated by the executive of the N. A. R. D. is to be a success druggists should bestir themselves and use every means within their power to realize the cry of the leaders in pharmacy, "get back to the Pharmacopoeia." The retailer has no right to kick about ready-made prescriptions, if he does not boom the Pharmacopoeia as well as that valuable pharmaceutical gem the National Formulary before the physician at every opportunity. Ethical Standard.

Precipitation in Solution of Magnesia Citrate.

According to one authority this is caused by the presence of calcium salts in the magnesium carbonate, much of that sold being only fit for covering of steam pipes, etc. Another cause is the water used; it may contain micro-organisms which later multiply and give rise to a deposit. If the water be boiled before using and cooled out of contact with the air, this source of disturbance will be done away with. When the sugar, acid and the magnesium carbonate are mixed with hot water, so as to save time, the cold filtrate often shows the presence of quite a large amount of grape-sugar, which is probably formed by the inversion of the cane sugar employed. This is possibly owing to the action of the citric acid on the sugar in the presence of heat. Dr. Emile Brunor suggested an improved process by preparing a concentrated solution of magnesium citrate, adding the simple syrup and filling the bottles with carbonated water. He claims that this solution will keep for a month or more, if it is kept on ice and in completely filled sterile bottles.

Martin Neuss.

Possible Effect of Radium on Vegetation.

At a meeting of the Pharmaceutical Society of St. Petersburg, Prof. Pell reported on experiments with the cultivation of peppermint, spearmint, sage, etc., near the city. The results obtained at Tsarskoe Selo, were particularly good, the cause being, in the Professor's opinion, the peculiar radio-activity of the soil there. Prof. Tarchanoff exhibited some specimens of the plants and demonstrated the presence of radium in them. It was shown that the greater portion of the emanations are held in the roots, less in the stem and leaves, and still less in the flowers. Prof. Varlich also expressed the opinion that the growth of medicinal plants is stimulated in the St. Petersburg district by means of radium, basing his conclusions on special experiments made in the botanical gardens of the Military Medical Academy.

Alcoholic Essences To Be Barred.

Internal Revenue Commissioner Yerkes, in replying to an enquiry regarding his recent ruling on alcoholic compounds labeled and sold as

medicines, holds: That the ruling does not apply to toilet articles, whatever the quantity of alcohol contained, nor to the various essences or extracts (lemon, vanilla, cinnamon, etc.), if these preparations are such as are known to the legitimate grocery or drug trade as household articles for culinary and other uses, and not as beverages.

Where, however, alcoholic compounds called "essences of lemon, vanilla, cinnamon," etc., contain "a mere trifle of medicament, the main constituent being alcohol," and these preparations which are usually sold by country merchants, especially in "prohibition districts," are found to be generally sold or used as beverages, every merchant thus selling them without holding the requisite special tax stamp as a liquor dealer under the internal-revenue laws will be liable to criminal prosecution in addition to assessment of special tax and penalty; and the manufacturers also will be held liable to special tax and penalty.

Determining the Adulterant in Citronella Oil.

Prof. M. K. Bamber describes a process for ascertaining the amount of foreign matter in an adulterated citronella oil. A mixture of 2 c.c. of pure coco-nut oil free from acid and 2 c.c. of the citronella oil under examination is shaken for one minute with 20 c.c. of 83 per cent. alcohol in a graduated tube, this vessel then rotated in a centrifugal machine for 0.5 to 1.0 minute. The volume of coco-nut oil, which now contains the impurity originally present in the citronella oil is ascertained, and this reading minus 2 c.c. represents the adulterant. For example, 2.45 c.c. of residual oil represent 0.45 c.c. of impurity in the 2 c.c. of citronella oil, or an adulteration of 22.5 per cent. A standard oil should be tested occasionally against the unknown samples in order to eliminate errors arising from the use of alcohol of different strengths. In this way the adulterant is separated and estimated in 3 or 4 minutes, the test being conducted at 29-30 degrees.

The Drug Market.

Opium—Is weak and lower owing to lack of demand.

Morphine—Is steady.

Quinine—Is quiet without any prospect for a change.

Castor Oil—Has advanced ¼c per pound or 2c per gallon on account of the higher price for beans.

Cocaine—Is very firm and an advance is looked for.

Haarlem Oil—There is very little to be had; in fact, it is almost out of the market.

Menthol—Has declined. It is said there is a very large crop this year.

Nitrate Silver—Has again advanced on account of higher price for bullion.

Juniper Berries—Have advanced again on account of small crop and are tending higher.

Oil Anise—Remains very firm at the late advance.

American Saffron—Stocks are concentrated and have again advanced.

Hartman Sues Ladies' Home Journal.

Dr. Samuel B. Hartman, proprietor of Peruna, Columbus, Ohio, has begun suit against the Ladies' Home Journal for \$250,000 damages on account of the publication in its September issue of a statement that a testimonial for that remedy, signed by Congressman George H. White, of North Carolina, was false. The Ladies' Home Journal reproduced the newspaper testimonial side by side with a letter from the Congressman stating that he had never given it to the Peruna Drug Manufacturing Co. Dr. Hartman says that he can prove the original letter genuine.

Dr. R. V. Pierce, of Buffalo, has a suit pending against the Ladies' Home Journal because it said that his Golden Medical Discovery contains alcohol. The paper published a retraction and explained that the analysis on which its statement was based was made many years ago.



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		Copaiba	15@1 25	Scilla Co	50
Aceticum	6@ 8	Cubebae	20@1 30	Tolutan	50
Benzoinum, Ger.	70@ 75	Evechthitos	100@1 10	Prunus virg	50
Boracic	17@ 17	Erigeron	100@1 10	Tinctures	
Carbolicum	26@ 29	Gaultheria	2 25@2 35	Anconitum Nap'sR	50
Citricum	42@ 45	Geranium	50@ 60	Anconitum Nap'sF	50
Hydrochlor	3@ 5	Gossypii Sem gal	50@ 60	Aloes	50
Nitrosum	8@ 10	Hedeoma	60@1 70	Arnica	50
Oxalicum	10@ 12	Junipera	40@2 75	Aloes & Myrrh	50
Phosphorium, dil.	15@ 15	Lavendula	90@2 75	Asafoetida	50
Salicylicum	42@ 45	Limonia	90@1 10	Atropine Belladonna	50
Sulphuricum	13@ 15	Mentha Piper	3 00@3 25	Aurant Cortex	50
Tannicum	75@ 80	Mentha Verid	5 00@5 50	Benzoin Co	50
Tartaricum	38@ 40	Morhuale gal	1 25@1 50	Barosma	50
Ammonia		Myrricia	3 00@3 50	Cantharides	50
Aqua, 18 deg.	4@ 6	Olive	75@3 00	Cardamom	50
Aqua, 20 deg.	6@ 8	Picis Liquida	10@ 12	Cardamom Co	50
Carbonas	13@ 15	Picis Liquida gal	35@ 35	Castor	1 00
Chloridum	12@ 14	Ricina	92@ 96	Catechu	50
Aniline		Rosmarini	21@ 20	Cinchona	50
Black	2 00@2 25	Rosae oz	5 00@5 00	Cinchona Co	50
Brown	80@1 00	Succini	40@ 45	Columbia	50
Red	45@ 50	Sabina	90 1 00	Cubebae	50
Yellow	2 50@3 00	Santal	25@2 50	Cassia Acutifol	50
Baccae		Sassafras	75@ 80	Cassia Acutifol Co	50
Cubebae, po. 20	15@ 18	Sinapis, ess. oz.	65@ 65	Digitalis	50
Juniperus	7@ 8	Tigil	10@2 20	Ergot	50
Xanthoxylum	30@ 35	Thyme	40@ 50	Ferri Chloridum	35
Balsamum		Thyme, opt	61@ 60	Gentian Co	50
Copaiba	45@ 50	Theobromas	15@ 20	Guaiaca	50
Peru	1 50	Potassium		Guaiaca ammon	50
Terabin, Canada	60@ 65	Bi-Carb	15@ 18	Hyoscyamus	50
Tolutan	35@ 40	Bichromate	13@ 15	Iodine	75
Cortex		Bromide	25@ 30	Iodine, colorless	50
Abies, Canadian.	18	Carb	12@ 15	Kino	50
Cassiae	20	Chlorate	12@ 14	Lobelia	50
Cinchona Flava	18	Cyanide	34@ 38	Myrrh	50
Buonymus atro.	30	Iodide	3 60@3 65	Nux Vomica	50
Myrica Cerifera	20	Potassa, Bitart pr	30@ 32	Opil	75
Prunus Virginl.	15	Potass Nitras opt	7@ 10	Opil, camphorated	1 50
Quillaja, gr'd	12	Potass Nitras	6@ 8	Opil, deodorized	50
Sassafras, po. 25	24	Prussiate	23@ 26	Rhatany	50
Ulmus	40	Sulphate po	15@ 18	Rhel	50
Extractum		Radix		Sanguinaria	50
Glycyrrhiza Gla.	24@ 30	Aconitum	20@ 25	Serpentaria	50
Glycyrrhiza, po.	28@ 30	Althae	30@ 33	Stromonium	60
Haematox	11@ 12	Anchusa	10@ 12	Tolutan	50
Haematox, 1s	13@ 14	Arum po	25@ 25	Valerian	50
Haematox, 1/2s	14@ 15	Calamus	20@ 40	Veratrum Verde.	50
Haematox, 1/4s	16@ 17	Gentiana po 15	12@ 15	Zingiber	20
Ferru		Glycyrrhiza pv 15	16@ 18	Miscellaneous	
Carbonate Precip.	15	Hydrastis, Canada	1 90	Aether, Spts Nit 3f 30@	35
Citrate and Quina	2 00	Hydrastis, Can. po	2 00	Aether, Spts Nit 4f 34@	38
Citrate Soluble	55	Hellebore, Alba.	12@ 15	Alumen, gr'd po 7	3 40
Ferrocyanidum S	40	Inula, po	18@ 22	Annatto	40@ 50
Solut. Chloride	15	Ipecac, po	2 25@2 25	Antimonl, po	4@ 5
Sulphate, com'l.	70	Iris plox	35@ 40	Antimonl et po T	40@ 50
Sulphate, com'l. by	7	Jalapa, pr	25@ 30	Antipyrin	20
bbl. per cwt.	70	Maranta, 1/4s	25@ 30	Antifebrin	20
Sulphate, pure	7	Podophyllum po.	15@ 18	Argenti Nitras oz	50
Flora		Rhel	75@1 00	Arsenicum	10@ 12
Arnica	15@ 18	Rhel, cut	1 00@1 25	Balm Gilead buds	60@ 65
Anthemis	22@ 25	Rhel, pv	75@1 00	Bismuth S N...2	80@2 85
Matricaria	30@ 35	Spigella	30@ 35	Calcium Chlor, 1s	9
Folia		Sanuginari, po 18	15	Calcium Chlor, 1/2s	10
Barosma	25@ 30	Serpentaria	50@ 55	Calcium Chlor 1/4s	12
Cassia Acutifol.	15@ 20	Senega	85@ 90	Cantharides, Rus	1 75
Cassia, Acutifol.	25@ 30	Smilax, off's H.	40	Capsicl Fruc's af	20
Salvia officinalis.	18@ 20	Smilax, M	25	Capsicl Fruc's po	22
1/4s and 1/2s	18@ 20	Scilla po 35	10@ 12	Cap'i Fruc's B po	20@ 22
Uva Ursi	8@ 10	Symplocarpus	25	Carophyllus	20@ 22
Gummi		Valeriana Eng	15@ 20	Carmine, No. 40.	4 25
Acacia, 1st pkd.	65	Valeriana, Ger.	15@ 20	Cera Alba	50@ 55
Acacia, 2nd pkd.	45	Zingiber a	12@ 14	Cera Flava	40@ 42
Acacia, 3rd pkd.	35	Zingiber j	16@ 20	Crocus	1 75@1 80
Acacia, sifted sts.	28	Semen		Cassia Fructus	35
Acacia, po.	45@ 65	Anisum po 20	13@ 15	Centraria	35
Aloe Barb	22@ 25	Apium (gravel's)	4@ 6	Cataceum	35
Aloe, Cape	25	Bird, 1s	10@ 11	Chloroform	32@ 52
Aloe, Socotri	45	Carul po 15	70@ 90	Chloro'm Squibbs	90
Ammoniac	55@ 60	Cardamom	12@ 14	Chloral Hyd Crs1	35@1 60
Asafoetida	35@ 40	Coriandrum	7@ 8	Chondrus	20@ 25
Benzoinum	50@ 55	Cannabis Sativa	7@ 8	Cinchonidine P-W	35@ 48
Catechu, 1s	14	Cydonium	75@1 00	Cinchonid'e Germ	38@ 48
Catechu, 1/2s	14	Chenopodium	25@ 30	Cocaine	3 80@4 00
Catechu, 1/4s	16	Dipterix Odorate.	80@1 90	Corks list D P Ct.	75
Comphorae	93@ 99	Foeniculum	7@ 18	Creta	75
Euphorbium	40	Foenugreek, po.	7@ 9	Creta, prep	2
Galbanum	1 00	Linl	4@ 6	Creta, precip	9@ 11
Gamboge, po. 1	25@1 35	Linl, gr'd. bbl. 2%	3@ 6	Creta, Rubra	8
Gualacum, po 35	25	Lobelia	75@ 80	Crocus	1 20@1 30
Kino, po 45c	45	Pharlaris Cana'n	9@ 10	Cudbear	24
Mastic	60	Rapa	5@ 6	Cupri Sulph	6@ 8
Myrrh	45	Sinapis Alba	7@ 9	Dextrine	7 10
Opil	3 40@3 50	Sinapis Nigra	9@ 10	Emery, all Nos.	8
Shellac	50@ 60	Spiritus		Emery, po	60@ 65
Shellac, bleached	50@ 60	Frumentl W D. 2	00@2 50	Ergota, po 65	60@ 65
Tragacanth	70@1 00	Frumentl	1 25@1 50	Ether Sulph	70@ 80
Herba		Juniperis Co O T 1	65@2 00	Flake White	12@ 15
Absinthium	4 60@4 60	Juniperis Co	1 75@3 50	Galla	23
Eupatorium oz pk	20	Saccharum N E 1	90@2 10	Gambler	8@ 9
Lobelia	25	Spt Vinl Galli	1 75@5 50	Gelatn, Cooper	60
Majorum	25	Vini Oporto	1 25@2 00	Gelatn, French	35@ 60
Mentra Pip. oz pk	23	Vina Alba	1 25@2 00	Glassware, fit box	75
Mentra Ver. oz pk	25	Sponges		Less than box	70
Rue	39	Florida Sheeps' wool	3 00@3 50	Glue, brown	11@ 13
Tanacetum, V.	22	Nassau sheeps' wool	3 50@3 75	Glue white	15@ 25
Thymus V. oz pk	25	carriage	3 50@3 75	Glycerina	13 1/2@ 18
Magnesia		Velvet extra sheeps'	2 00	Grana Paradisi	25
Calcined, Pat.	55@ 60	wool, carriage.	2 00	Humulus	35@ 60
Carbonate, Pat.	18@ 20	Extra yellow sheeps'	2 25	Hydrarg Ch .Mt	90
Carbonate, K-M.	18@ 20	wool carriage.	2 25	Hydrarg Ch Cor	90
Carbonate	18@ 20	Grass sheeps' wool,	2 25	Hydrarg Ox Ru'm	1 05
Oleum		carriage	2 25	Hydrarg Ammo'l	1 15
Absinthium	4 90@5 00	Hard, slate use.	2 10	Hydrarg Ungue'm	50@ 60
Amygdalae, Dulc.	50@ 60	Yellow Reef, for	2 10	Hydrargyrum	75
Amygdalae, Ama	8 00@8 25	slate use	2 10	Ichthyobolla, Am.	90@1 00
Anisi	1 75@1 80	Syrups		Indigo	75@1 00
Aurant Cortex.	2 40@2 50	Acacia	50	Iodine Resubi	4 85@4 90
Bergamit	2 50@2 60	Aurant Cortex	50	Lupulin	4 90@5 00
Caliputi	85@ 90	Zingiber	50	Lycopodium	85@ 90
Caryophylli	1 15@1 25	Ipecac	50	Macle	85@ 90
Cedar	50@ 60	Ferri Iod	50		
Chenopadii	3 75@4 00	Rhel Arom	50		
Cinnamoni	1 15@1 25	Smilax Off's	50@ 60		
Citronella	60@ 65	Senega	50		
Conium Mac	80@ 90	scilla	50		

Liquor Arsen et		Rubia Tinctorum	12@ 14	Vanilla	9 00@
Hydrarg Iod	25	Saccharum La's.	22@ 25	Zinci Sulph	7@ 8
Liq Potass Arsinit	10@ 12	Salacin	50@4 75	Oils	
Magnesia, Sulph.	2@ 3	Sanguis Drac's.	40@ 50	bbl. gal.	
Magnesia, Sulph bbl	15@ 15	Sapo, W	12@ 14	Whale, winter	70@ 70
Mannia, S F	45@ 50	Sapo, M	10@ 12	Lard, extra	70@ 80
Menthol	3 30@3 40	Sapo, G	10@ 15	Lard, No. 1	60@ 65
Morphia, S P & W2 35@2 60		Seidlitz Mixture	20@ 22	Linseed, pure raw	37@ 42
Morphia, S N Y Q2 35@2 60		Sinapis	18	Linseed, boiled	33@ 43
Morphia, Mal.	2 35@2 60	Sinapis, opt	30	Neat's-foot, w str	65@ 70
Moschus Canton.	40	Snuff, Maccaboy,		Spts. Turpentine	Market
Myristica, No. 1	28@ 30	DeVoes	51	Paints	
Nux Vomica po 1s	10	Snuff, S'h DeVoes	51	Red Venetian	1 1/2@ 2 @3
Os Sepia	25@ 28	Soda, Boras	9@ 11	Ochre, yel Mars	1 1/2@ 2 @4
Pepsin Saac, H &		Soda, Boras, po.	9@ 11	Ochre, yel Ber	1 1/2@ 2 @3
P D Co	1 00	Soda et Pot's Tart	25@ 28	Putty, commer'l 2 1/2	2 1/2@ 3
Picis Liq N N 1/2		Soda, Carb	1 1/2@ 2	Putty, strictly pr 2 1/2	2 1/2@ 3
gal doz	2 00	Soda, Bi-Carb	3@ 5	Vermillion, Prime	13@ 15
Picis Liq qts	1 00	Soda, Ash	3 1/2@ 4	American	75@ 80
Picis Liq pints.	60	Soda, Sulphas	2	Vermillion, Eng.	14@ 18
Pil Hydrarg po 80	50	Spts, Cologne	2 60	Green, Paris	14@ 18
Piper Nigra po 22	18	Spts, Ether Co.	50@ 55	Green, Peninsular	13@ 16
Piper Alba po 35	30	Spts, Myrcia Dom	2 00	Lead, red	6 1/2@ 7
Pix Burgum	8	Spts, Vinl Rect bbl		Lead, white	6 1/2@ 7
Plumbi Acet	12@ 15	Spts, Vi'l Rect 1/2b		Whiting, white S'n	90
Pulvis Ip'c et Opil 1 30@1 50		Spts, Vi'l R't 10 gl		Whiting, Gilders'	95
Pyrethrum, bxs H	50	Spts, Vi'l R't 5 gal		White, Paris Am'r	1 25
& P D Co. doz	75	Strychnia, Cryst'l 1 05@1 25		Whit'g Paris Eng	clift
Pyrethrum, pv	20@ 25	Sulphur Subl	2 1/2@ 4	Universal Prep'd 1	10@1 20
Quina, S P & W.	21@ 31	Sulphur, Roll	2 1/2@ 3 1/2	Varnishes	
Quina, S Ger.	21@ 31	Tamarinds	8@ 10	No. 1 Turp Coachl	10@1 20
Quina, N. Y.	21@ 31	Terebenth Venice	28@ 30	Extra Turp	1 60@1 70
		Theobromae	45@ 50		

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

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Twine	7
Vinegar	7
Washing Powder	9
Wicking	9
Woodenware	9
Wrapping Paper	10
Yeast Cake	10

1	2
AXLE GREASE	Plums
1lb. wood boxes, 4 dz. 3 00	Plums 85
1lb. tin boxes, 3 doz 2 35	Pineapple
3 1/2 lb. tin boxes, 2 dz. 4 25	Grated 1 25 @ 2 75
10lb. pails, per doz. 6 00	Sliced 1 35 @ 2 55
15lb. pails, per doz. 7 20	Pumpkin
25lb. pails, per doz. 12 00	Fair 70
BAKED BEANS	Good 80
Columbia Brand	Fancy 1 00
1lb. can, per doz. 90	Gallon @ 2 00
2lb. can, per doz. 1 40	Raspberries
3lb. can, per doz. 1 80	Standard @
BATH BRICK	Russian Caviar
American 75	1/4 lb. cans 3 75
English 85	1/2 lb. cans 7 00
BROOMS	1lb. cans 12 00
No. 1 Carpet 2 75	Salmon
No. 2 Carpet 2 35	Col'a River, talls @ 1 80
No. 3 Carpet 2 15	Col'a River, flats. 1 85 @ 1 90
No. 4 Carpet 1 75	Red Alaska 1 35 @ 1 45
Parlor Gem 2 40	Pink Alaska @ 95
Common Whisk 85	Sardines
Fancy Whisk 1 20	Domestic, 1/4s. 3 @ 3 1/2
Warehouse 3 00	Domestic, 1/2s. 5 @ 5
BRUSHES	Domestic, Must'd 5 1/2 @ 9
Solid Back 8 in. 75	California, 1/4s. 11 @ 14
Solid back, 11 in. 95	California, 1/2s. 17 @ 24
Pointed ends. 85	French, 1/4s. 18 @ 28
Stove	Shrimps
No. 3 75	Standard 1 20 @ 1 40
No. 2 1 10	Succotash
No. 1 1 75	Fair 95
Shoe	Good 1 10
No. 8 1 00	Fancy 1 25 @ 1 40
No. 7 1 30	Strawberries
No. 6 1 70	Standard 1 10
No. 5 1 90	Fancy 1 40
BUTTER COLOR	Tomatoes
W. R. & Co.'s, 15c size. 1 25	Fair @ 1 10
W. R. & Co.'s, 25c size. 2 00	Good @ 1 20
CANDLES	Fancy 1 40 @ 1 45
Electric Light, 8s. 9 1/2	Gallons @ 3 50
Electric Light, 16s. 10	CARBON OILS
Paraffine, 6s. 9	Barrels
Paraffine, 12s. 9 1/2	Perfection @ 10 1/2
Wicking 20	Water White @ 9 1/2
CANNED GOODS	D. S. Gasoline @ 12
Apples	Deodor'd Nap'a @ 12
3lb. Standards. 1 00	Cylinder 23 @ 34 1/2
Gals. Standards. 2 90	Engine 16 @ 25
Blackberries	Black, winter 9 @ 10 1/2
Standards 85	CEREALS
Beans	Breakfast Foods
Baked 80 @ 1 30	Bordeaux Flakes, 36 1 lb 2 50
Red Kidney 85 @ 95	Cream of Wheat, 36 2 lb 4 50
String 70 @ 1 15	Crescent Flakes, 36 1 lb 2 50
Wax 75 @ 1 25	Egg-O-See, 36 pkgs 2 85
Blueberries	Excella Flakes, 36 1 lb 2 75
Standard @ 1 40	Excella, large pkgs 4 50
Brook Trout	Force, 36 2 lb 4 50
Gallon @ 5 75	Grape Nuts, 2 doz 2 70
2lb. cans, spiced 1 90	Malta Ceres, 24 1 lb 2 40
Clams	Malta Vita, 36 1 lb 2 75
Little Neck, 1lb. 1 00 @ 1 25	Mapl-Flake, 36 1 lb 2 05
Little Neck, 2lb. @ 1 50	Pillsbury's Vitos, 3 doz 4 25
Clam Bouillon	Ralston, 36 2 lb 4 50
Burnham's 1/2 pt. 1 90	Sunlight Flakes, 36 1 lb 2 85
Burnham's pts. 3 60	Sunlight Flakes, 20 lge 4 00
Burnham's qts. 7 20	Vigor, 36 pkgs 2 75
Cherries	Zest, 20 2 lb 4 10
Red Standards. 1 30 @ 1 50	Zest, 36 small pkgs 4 50
White 1 50	Original Holland Rusk
Corn	Cases, 5 doz. 4 75
Fair 65 @ 75	12 rusks in carton.
Good 85 @ 90	Rolled Oats
Fancy 1 25	Rolled Avenna, bbls. 5 25
French Peas	Steel Cut, 100 lb. sacks. 2 70
Sur Extra Fine 22	Monarch, bbl 5 00
Extra Fine 19	Monarch, 100 lb sack. 2 40
Fine 15	Quaker, cases 3 10
Moyen 11	Cracked Wheat
Gooseberries	Bulk 3 1/2
Standard 90	24 2 lb. packages 2 50
Hominy	CATSUP
Standard 85	Columbia, 25 pts. 4 50
Lobster	Columbia, 25 1/4 pts. 2 60
Star, 1/4 lb. 2 15	Snider's quarts 3 25
Star, 1lb. 3 90	Snider's pints 2 25
Picnic Tails 2 60	Snider's 1/2 pints 1 30
Mackerel	CHEESE
Mustard, 1lb. 1 80	Acme @ 13 1/2
Mustard, 2lb. 2 80	Carson City @ 14
Soused, 1 1/4 lb. 1 80	Peerless @ 14
Soused, 2lb. 2 80	Elsie @ 13
Tomato, 1lb. 1 80	Emblem @ 14
Tomato, 2lb. 2 80	Gem @ 15
Mushrooms	Jersey @ 14 1/2
Hotels 15 @ 20	Ideal @ 13 1/2
Buttons 22 @ 25	Riverside @ 14 1/2
Oysters	Warner's @ 14
Cove, 1lb. @ 80	Brick @ 15
Cove, 2lb. @ 1 55	Edam @ 90
Cove, 1lb. Oval @ 95	Leiden @ 15
Peaches	Lemburgen 14 1/2
Pie 1 00 @ 1 15	Pineapple @ 60
Yellow 1 45 @ 2 25	Sap Sago @ 19
Pears	Swiss, domestic @ 14 1/2
Standard 1 00 @ 1 35	Swiss, imported @ 20
Fancy @ 2 00	CHEWING GUM
Peas	American Flag Spruce 55
Marrowfat 90 @ 1 00	Beeman's Pepsin 60
Early June 90 @ 1 60	
Early June Sifted 1 65	

3	4	5
Black Jack 55	Kream Klips 20	Hominy
Largest Gum Made 60	Lady Fingers 12	Flake, 50lb sack. 1 00
Sen Sen 55	Lem Yen 11	Pearl, 200lb sack. 3 70
Sen Sen Breath Perf. 1 00	Lemonade 11	Pearl, 100lb sack. 1 85
Sugar Loaf 55	Lemon Gems 10	Maccaroni and Vermicelli
Yucatan 55	Lemon Biscuit Sq. 8	Domestic, 10lb box. 60
CHICORY	Lemon Wafer 16	Imported, 25lb box. 2 50
Bulk 5	Lemon Cookie 8	Pearl Barley
Red 7	Malaga 11	Common 2 15
Eagle 4	Mary Ann 8	Chester 2 25
Frank's 7	Marshmallow Walnuts 16	Empire 3 25
Schener's 6	Marshmallow Creams 16	Peas
CHOCOLATE	Muskegon Branch, iced 11	Green, Wisconsin, bu. 1 40
Walter Baker & Co.'s	Moss Jelly Bar 12	Green, Scotch, bu. 1 45
German Sweet 22	Molasses Cakes 9	Split, lb. 4
Premium 25	Mixed Picnic 11 1/2	Sago
Vanilla 41	Mich. Frosted Honey 12	East India 4 1/4
Caracas 35	Mich. Cocoa Nut Fstd. 12	German, sacks 4 1/4
Eagle 25	Honey 12	German, broken pkg 5
COCOA	Newton 12	Tapioa
Baker's 35	Nu Sugar 8	Flake, 110 lb. sacks. 4 1/4
Cleveland 41	Nic Nacs 8 1/2	Pearl, 130 lb. sacks. 4 1/2
Colonial, 1/4s 35	Oatmeal Crackers 8	Pearl, 24 lb. pkgs. 6 1/2
Colonial, 1/2s 35	Orange Slices 16	FLAVORING EXTRACTS
Epps 42	Orange Gems 8	Foot & Jenks
Huyler 42	Penny Cakes, Asst. 15	Coleman's Van. Lem. 75
Van Houten, 1/4s 12	Pineapple Honey 15	2 oz. Panel 1 20
Van Houten, 1/2s 20	Pretzels, Hade Md. 8 1/2	3 oz. Taper 2 00
Van Houten, 1/4s 40	Pretzellettes, Hand Md. 8 1/2	No. 4 Rich. Blake 2 00
Van Houten, 1s 72	Pretzellettes, Mac Md. 7 1/2	Jennings
Webb 28	Raisen Cookies 8	Terpeness Ext. Lemon
Wilbur, 1/4s 42	Revere, Assorted 14	No. 2 Panel D. C. 75
Wilbur, 1/2s 42	Richwood 8 1/2	No. 4 Panel D. C. 1 50
COCOA BUT	Richmond 11	No. 6 Panel D. C. 2 00
Dunham's 1/4s 26	Rube 8	Taper Panel D. C. 2 00
Dunham's 1/2s & 1/4s 26 1/2	Scotch Cookies 10	1 oz. Full Meas. D. C. 65
Dunham's 1/4s 27	Snowdrop 16	2 oz. Full Meas. D. C. 1 20
Dunham's 1/2s 28	Spiced Gingers 9	4 oz. Full Meas. D. C. 2 25
Bulk 13	Spiced Gingers, Iced 10	Jennings
COCOA SHELLS	Spiced Sugar Tops 9	Mexican Extract Vanilla
20lb. bags 2 1/2	Sultana Fruit 15	No. 2 Panel D. C. 1 20
Less quantity 3	Sugar Cakes 9	No. 4 Panel D. C. 2 00
Pound packages 4	Sugar Squares, large or	No. 6 Panel D. C. 3 00
COFFEE	small 9	Taper Panel D. C. 2 00
Rio	Supba 8	1 oz. Full Meas. D. C. 85
Common 13	Sponge Lady Fingers 25	2 oz. Full Meas. D. C. 1 60
Fair 1 1/2	Urchins 11	4 oz. Full Meas. D. C. 3 00
Choice 16 1/2	Vanilla Wafers 16	No. 2 Assorted Flavors 75
Fancy 20	Vienna Crimp 8	GRAIN BAGS
Santos	Whitehall 10	Amoskeag, 100 in bale 19
Common 13	Waverly 8	Amoskeag, less than bl 19 1/2
Fair 14 1/2	Water Crackers (Bent	GRAINS AND FLOUR
Choice 16 1/2	& Co.) 16	Wheat
Fancy 19	Zanzibar 9	No. 1 White 79
Peaberry 19	In-er Seal Goods.	No. 2 Red 81
Maracaibo	Almond Bon Bon 15	Winter Wheat Flour
Fair 15	Albert Biscuit 1 00	Local Brands
Choice 18	Animals 1 00	Patents 4 75
Mexican	Brenner's But. Wafers 1 00	Second Patents 4 50
Choice 16 1/2	Butter Thin Biscuit 1 00	Straight 4 30
Fancy 19	Cheese Sandwich 1 50	Second Straight 4 10
Guatemala	Cocoa Nut Macaroons 2 50	(Clear) 3 50
Choice 15	Cracker Meal 75	Graham 3 90
Java	Faust Oyster 1 00	Buckwheat 4 75
African 12	Five O'clock Tea 1 00	Rye 3 75
P. G. 25	Frosted Coffee Cake 1 00	Subject to usual cash dis-
Mocha	Frotana 1 00	count
Arabian 21	Ginger Snaps, N. B. C. 1 00	Flour in barrels, 25c per
Package	Graham Crackers 1 00	barrel additional.
New York Basis	Lemon Snaps 50	Worden Grocer Co.'s Brand
Arbuckle 14 50	Marshmallow Dainties 1 00	Quaker, paper 4 40
Dilworth 14 00	Oatmeal Crackers 1 00	Quaker, cloth 4 60
Jersey 14 50	Oysterettes 50	Spring Wheat Flour
Lion 14 50	Pretzellettes, H. M. 1 00	Roy Baker's Brand
McLaughlin's XXXX	Royal Toast 1 00	Golden Horn, family 5 00
sold to retailers only. Mail all	Saltine 1 00	Golden Horn, bakers 4 90
orders direct to W. F.	Saratoga Flakes 1 50	Calumet 4 90
McLaughlin & Co., Chic-	Seymour Butter 1 00	Dearborn 4 80
ago.	Social Tea 1 00	Pure Rye, dark 4 05
Extract	Soda, N. B. C. 1 00	Clark-Jewell-Wells Co.'s
Holland, 1/2 gro boxes. 95	Soda, Select 1 00	Delivered.
Felix 1/2 gross 1 15	Sponge Lady Fingers 1 00	Gold Mine, 1/4s cloth. 5 50
Hummel's foil, 1/2 gro. 85	Sultana Fruit Biscuit 1 50	Gold Mine, 1/4s cloth. 5 40
Hummel's tin 1/2 gro. 1 43	Unedea Biscuit 50	Gold Mine, 1/4s cloth. 5 30
CRACKERS	Unedea Jinjer Wayfar 1 00	Gold Mine, 1/4s paper 5 30
National Biscuit Company	Unedea Milk Biscuit 50	Gold Mine, 1/4s paper 5 30
Brand	Vanilla Wafers 1 00	Gold Mine, 1/4s paper 5 30
Butter	Water Thin 1 00	Judson Grocer Co.'s Brand
Seymour, Round 6	Zu Zu Ginger Snaps 50	Ceresota, 1/4s 5 50
New York, Square 6	Zwieback 1 00	Ceresota, 1/4s 5 40
Family 6	CREAM TARTER	Ceresota, 1/4s 5 30
Salted, Hexagon 6	Barrels or drums 29	Lemon & Wheeler's Brand
Soda	Boxes 30	Wingold, 1/4s 5 20
N. B. C. Soda 6	Square caddies 32	Wingold, 1/4s 5 20
Select Soda 8	Fancy caddies 35	Wingold, 1/4s 5 10
Saratoga Flakes 13	DRIED FRUITS	Pillsbury's Brand
Zephyrettes 13	Apples	Best, 1/4s cloth. 6 45
Oyster	Sundried 100-125 25lb boxes	Best, 1/4s cloth. 6 35
N. B. C. Round 6	80-90 25lb boxes @ 5 1/2	Best, 1/4s cloth. 6 25
N. B. C. Square, Salted 6	70-80 25lb boxes @ 5 1/2	Best, 1/4s paper. 6 30
Faust, Shell 7 1/2	60-70 25lb boxes @ 6	Best, 1/4s paper. 6 30
Sweet Goods	50-60 25lb boxes @ 6 1/2	Best wood. 6 45
Animals 10	70-80 25lb boxes @ 7 1/2	Worden Grocer Co.'s Brand
Atlantic, Assorted 10	30-40 25lb boxes @ 8 1/2	Laurel, 1/4s cloth. 5 40
Bagley Gems 9	1/4c less in 50lb cases.	Laurel, 1/4s cloth. 5 30
Belle Isle Picnic 11	Citron	Laurel, 1/4s & 1/4s paper 5 20
Cartwheels, S & M. 8	Coriscan @ 14 1/2	Wykes-Schroeder Co.
Curran Fruit 10	Currants	Sleepy Eye, 1/4s cloth. 5 10
Cracknels 16	Imp'd 1 lb. pkg. @ 7 1/2	Sleepy Eye, 1/4s cloth. 4 90
Coffee Cake, N. B. C. 10	Imported bulk @ 7 1/2	Sleepy Eye, 1/4s paper 5 00
plain or iced 10	Peel	Sleepy Eye, 1/4s paper 5 00
Cocoa Nut Taffy 12	Lemon American 12	Meal
Cocoa Bar 10	Orange American 12	Bolted 2 70
Chocolate Drops 17	Raisins	Golden Granulated 2 80
Cocoa Drops 12	London Layers, 3 cr	St. Car Feed screened. 21 00
Cocoa Nut Macaroons 18	Cluster, 5 crown	No. 1 Corn and Oats. 21 00
Dixie Cookie 9	Loose Muscatels, 2 cr	Corn, Cracked 21 00
Fruit Honey Squares 12 1/2	Loose Muscatels, 4 cr. 7 1/2	Corn Meal, coarse 21 00
Frosted Cream 8	Loose Muscatels, 1 cr. 7 1/2	Oil Meal, old proc. 31 00
Fluted Cocoa Nut 11	L. M. Seeded, 1 lb. 9 1/2 @ 10	Winter Wheat Bran 17 00
Fig Sticks 12	L. M. Seeded, 3/4 lb. 9 1/2 @ 10	Winter Wheat mid'ng 18 00
Ginger Gems 8	Sultanas, bulk	Cow Feed 17 50
Graham Crackers 8	Sultanas, package 7 1/2 @ 8	Oats
Ginger Snaps, N. B. C. 7 1/2	FARINACEOUS GOODS	Car lots 33
Hazelnut 11	Beans	Corn
Honey Cake, N. B. C. 12	Dried Lima 5 1/4	Corn, old 52
Honey Fingers As. Ice. 12	Med. Hd Pk'd. 1 75 @ 1 85	Corn, new 48 1/2
Honey Jumbles 12	Brown Holland 2 25	Hay
Household Cookies, As. 8	Farina	No. 1 timothy car lots 10 50
Iced Honey Crumpets 10	24 1lb. packages 1 75	No. 1 timothy ton lots 12 50
Imperial 8	Bulk, per 100 lbs. 3 00	
Jersey Lunch 8		
Jamaica Gingers 10		

6	7	8	9	10	11
HERBS Sage 15 Hops 15 Laurel Leaves 25 Senna Leaves 25 JELLY 5 lb. pails, per doz. 1 70 15 lb. pails, per pail. 35 30 lb. pails, per pail. 65 LICORICE Pure 30 Calabria 23 Sicily 14 Root 11 MEAT EXTRACTS Armour's, 2 oz. 45 Armour's, 4 oz. 80 Liebig's, Chicago, 2 oz. 25 Liebig's, Chicago, 4 oz. 50 Liebig's Imported, 2 oz. 45 Liebig's Imported, 4 oz. 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 26 Good 22 Half barrels 2c extra. MINCE MEAT Columbia, per case. 2 75 MUSTARD Horse Radish, 1 dz 1 75 Horse Radish, 2 dz 3 50 OLIVES Bulk, 1 gal. kegs. 1 25 Bulk, 2 gal. kegs. 1 15 Bulk, 5 gal. kegs. 1 10 Manzanilla, 8 oz. 90 Queen, pints 2 35 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 3 oz. 1 45 Stuffed, 8 oz. 1 45 Stuffed, 10 oz. 2 30 PIPES Clay, No. 216 1 70 Clay, T. D., full count 65 Cob, No. 3 85 PICKLES Medium Barrels, 1,200 count. 4 75 Half bbls., 600 count. 2 88 Small Barrels, 2,400 count. 7 00 Half bbls., 1,200 count. 4 00 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted. 1 20 No. 20, Rival, enameled. 1 60 No. 572, Special. 1 75 No. 98 Golf, satin finish. 2 00 No. 808 Bicycle. 2 00 No. 632 Tourist whist. 2 25 POTASH 48 cans in case Babbitt's 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess Fat Black 15 00 Short Cut 14 50 Bean 12 50 Pig 20 00 Brisket, clear 15 75 Clear Family 13 50 Dry Salt Meats S P Bellies 11 Bellies 10 1/2 Extra Shorts 8 1/2 Smoked Meats Hams, 12 lb. average. 10 1/2 Hams, 14 lb. average. 10 1/2 Hams, 16 lb. average. 10 1/2 Hams, 18 lb. average. 10 1/2 Skinned Hams 10 1/2 Ham, dried beef sets. 13 Shoulders, (N. Y. cut) 12 Bacon, clear 7 Picnic Boiled Ham 12 Boiled Ham 16 Berlin Ham, pressed. 8 Mince Ham 9 Lard Compound 5 1/2 Pure 8 1/2 80 lb. tugs. advance 1/2 60 lb. tubs. advance 1/2 50 lb. tins. advance 1/2 20 lb. pails. advance 1/2 10 lb. pails. advance 1/2 5 lb. pails. advance 1 3 lb. pails. advance 1 Sausages Bologna 5 Liver 6 1/2 Frankfort 7 Pork 6 1/2 Veal 9 1/2 Headcheese 6 1/2 Beef Extra Mess 9 50 Boneless 10 50 Rump, new 10 50 Pig's Feet 1/4 bbls. 1 10 1/2 bbls., 40 lbs. 1 85 3/4 bbls. 3 75 1 bbl. 7 75 Tripe Kits, 15 lbs. 70 1/4 bbls., 40 lbs. 1 50 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 28 Beef rounds, set 16 Beef middles, set 45 Sheep, per bundle 70 Uncolored Butterine Solid dairy @10 Rolls, dairy 10 1/2 @ 11 1/2	Canned Meats Corned beef, 2 2 50 Corned beef, 14 17 50 Roast beef 2 00 @ 2 50 Potted ham, 1/4 35 Potted ham, 1/2 45 Deviled ham, 1/4 35 Deviled ham, 1/2 45 Potted tongue, 1/4 35 Potted tongue, 1/2 45 RICE Screenings @ 3 1/2 Fair Japan @ 4 1/2 Choice Japan @ 5 Imported Japan @ 5 1/2 Fair La. hd. @ 5 1/2 Choice La. hd. @ 6 Fancy La. hd. @ 6 1/2 Carolina, ex. fancy 6 1/2 @ 7 SALAD DRESSING Columbia, 1/2 pint. 2 25 Columbia, 1 pint. 4 00 Durkee's, large, 1 doz. 4 50 Durkee's Small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box. Arm and Hammer. 3 15 Deland's 3 60 Dwight's Cow 3 15 Emblem 2 10 L. P. 3 00 Wyandotte, 100 1/4 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100lb cases. 0 00 Lump, bbls. 80 Lump, 145lb kegs. 95 SALT Common Grades 100 3 lb. sacks 2 10 60 5 lb. sacks 2 00 28 10 1/2 lb. sacks 1 90 56 lb. sacks 30 28 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56lb. sacks. 20 Common Granulated, fine 80 Medium fine. 85 SALT FISH Cod Large whole @ 6 1/2 Small whole @ 5 1/2 Strips or bricks. 7 1/2 @ 10 Pollock @ 3 1/2 Hallbut Strips 13 Chunks 13 1/2 Herring Holland White Hoop, bbls. 11 50 White Hoop, 1/2 bbls. 6 00 White Hoop, keg. @ 7 White Hoop mechs. @ 8 Norwegian @ 7 1/2 Round, 100lbs. 7 75 Round, 40lbs. 1 75 Scaled 14 Trout No. 1, 100lbs. 7 50 No. 1, 40lbs. 3 25 No. 1, 10lbs. 90 No. 1, 8lbs. 75 Mackerel Mess, 100lbs. 13 50 Mess, 40 lbs. 5 90 Mess, 10lbs. 1 65 Mess, 8 lbs. 1 40 No. 1, 100 lbs. 12 50 No. 1, 4 lbs. 5 50 No. 1, 10lbs. 1 55 No. 1, 8 lbs. 1 25 Whitefish No. 1, No. 2 Fam 100lb. 5 50 @ 3 50 50lb. 5 00 @ 3 25 10lb. 1 10 @ 52 8lb. 90 @ 44 SEEDS Anise 15 Canary, Smyrna. 6 Caraway 8 Cardamom, Malabar. 1 00 Celery 15 Hemp, Russian 5 Mixed Bird 4 Mustard, white. 8 Poppy 8 Rape 4 1/2 Cuttle Bone 25 SHOE BLACKING Handy Box, large, 3 dz. 2 50 Handy Box, small. 1 25 Bixby's Royal Polish. 85 Miller's Crown Polish. 85 SNUFF Scotch, in bladders. 37 Maccaboy, in jars. 35 French Rappie in jars. 43 SOAP Central City Soap Co. Jaxon 2 85 Boro Naphtha 3 85 J. S. Kirk & Co. American Family 4 05 Dusky Diamond, 60 8oz 2 80 Dusky D'nd, 100 6oz. 3 80 Jap Rose, 50 bars. 3 75 Savon Imperial. 3 10 White Russian. 3 10 Dome, oval bars. 2 85 Satinet, oval 2 15 Snowberry, 100 cakes. 4 00 LAUTZ BROS. & CO. Acme soap, 100 cakes. 2 85 Naphtha, 100 cakes. 4 00 Big Master, 100 bars. 4 00 Marcelline White soap. 4 00 Snow Boy Wash P.w.r. 4 00	Proctor & Gamble Co. Lenox 2 85 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 A. B. Whisley Good Cheer 4 00 Old Country 2 40 Soap Powders Central City Soap Co. Jaxon, 16 oz. 2 40 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapallo, gross lots 9 00 Sapallo, half gross lots 5 00 Sapallo, single boxes 2 25 Sapallo, hand 2 25 Scouring Manufacturing Co. Scourine, 50 cakes 3 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 55 Cassia, Saigon, in rolls. 55 Cloves, Ambayna. 22 Cloves, Zanzibar 15 Mace 15 Nutmegs, 75-80 45 Nutmegs, 105-110 35 Nutmegs, 115-120 30 Pepper, Singapore, blk. 25 Pepper, Singp. white. 25 Pepper, shot 15 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 48 Cloves, Zanzibar 18 Ginger, African 15 Ginger, Cochlin 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 25 Pepper, Singp. white. 28 Pepper, Cayenne 28 Sage 20 STARCH Common Gloss 1lb packages 4 05 3lb packages 4 1/2 6lb packages 5 1/2 40 and 50lb. boxes 2 1/2 @ 3 1/2 Barrels @ 2 1/2 Common Corn 20lb packages 5 40lb packages 4 1/2 @ 7 SYRUPS Corn Barrels 23 Half Barrels 25 20lb cans 1/4 dz in case 1 70 10lb cans 1/2 dz in case 1 65 5lb cans 3/4 dz in case 1 75 2 1/2 lb cans 2 dz in case 1 80 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 12 @ 14 Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 30 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb pails. 55 Hiawatha, 10lb pails. 53	Telegram Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyro 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Tiddy 34 J. T. 38 Peter Heldsick 66 Boot Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Sweet Smoking Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 6lb 27 I X L, 16 oz. pails 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1lb. 22 Flow Boy, 1 1/2 oz. 39 Flow Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 30 Cant Hook 30 Country Club 32-34 Forex-XXX 30 Good Indian 30 Self Binder 16oz, 8oz 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 22 Cotton, 4 ply 22 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium 20 Wool, 1lb. balls 6 VINEGAR Malt White Wine, 40gr 8 1/2 Malt White Wine, 80gr 12 Pure Cider, B & B 12 Pure Cider, Red Star. 12 Pure Cider, Robinson. 13 Pure Cider, Silver. 13 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels, wide band 1 10 Market 35 Splint, large 3 50 Splint, medium 3 25 Splint, small 3 00 Willow, Clothes, large. 7 00 Willow Clothes, med'm. 6 00 Willow Clothes, small. 5 50 Bradley Butter Boxes 2lb size, 24 in case 72 3lb size, 16 in case 68 5lb size, 12 in case 63 10lb size, 6 in case 60 Butter Plates No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Barrel, 15 gal., each 2 70 Clothes Pins Round head, 5 gross bx 55 Round head, cartons 75 Egg Crates Humpty Dumpty 2 40 No. 1, complete 32 No. 2, complete 18 Faucets Cork lined, 8 in. 65 Cork lined, 9 in. 75 Cork lined, 10 in. 85 Cedar, 8 in. 55 Mop Sticks Trojan spring 90 Eclipse patent spring. 85 No. 1 common 75 No. 2 pat. brush holder 85 12 lb. cotton mop heads 1 40 Ideal No. 7 8 Pails 1-heop Standard 1 60 1-heop Standard 1 75 2-wire, Cable 1 70 2-wire, Cable 1 90 Cedar, all red, brass 1 25 Paper, Bureka 3 25 Fibre 3 70	Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Rat, wood 80 Rat, spring 75 Tubs 20-in., Standard, No. 1. 7 00 18-in., Standard, No. 2. 6 00 16-in., Standard, No. 3. 5 00 20-in., Cable, No. 1. 7 50 18-in., Cable, No. 2. 6 50 16-in., Cable, No. 3. 5 50 No. 1 Fibre 10 80 No. 2 Fibre 9 45 No. 3 Fibre 8 55 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 3 50 Single Peerless 2 75 Northern Queen 2 75 Double Duplex 3 00 Good Luck 2 75 Universal 2 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 13 in. Butter 1 15 15 in. Butter 1 15 17 in. Butter 2 25 19 in. Butter 4 75 Assorted, 13-15-17 2 25 Assorted 15-17-19 3 25 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white 2 1/2 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short c't. 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz 1 15 Yeast Cream, 3 doz 1 00 Yeast Foam, 1 1/2 doz 58 FRESH FISH Per lb. Jumbo Whitefish @ 12 1/2 No. 1 Whitefish @ 10 1/2 Trout 9 1/2 @ 10 Halibut @ 10 Cliscoes or Herring. @ 5 Bluefish 10 1/2 @ 11 Live Lobster @ 25 Boiled Lobster. @ 25 Cod @ 10 Haddock @ 8 Pickrel @ 10 Pike @ 7 Perch dressed @ 8 Smoked White @ 12 1/2 Red Snapper @ 13 Col. River Salmon. @ 13 Mackerel 15 @ 16 OYSTERS Cans Extra Selects 28 F. H. Counts 35 F. J. D. Selects 30 Selects 25 Perfection Standards 25 Anchors 22 Standards 20 Bulk Oysters Per Gal. F. H. Counts 1 75 Extra Selects 1 75 Selects 1 40 Perfection Standards. 1 25 Standards 1 20 Shell Goods Clams, per gal. 1 20 Shell Clams, per 100. 1 25 Oysters, per gal. 1 25 Shell Oysters, per 100. 1 00 HIDES AND PELTS Hides Green No. 1 11 @ 11 1/2 Green No. 2 10 @ 10 1/2 Cured No. 1 13 1/2 @ 13 1/2 Cured No. 2 12 1/2 @ 12 1/2 Calfskins, green No. 1 13 Calfskins, green No. 2 11 1/2 Calfskins, cured No. 1. 14 1/2 Calfskins, cured No. 2. 13 Steer Hides, 60lb over 13 1/2 Pelts Old Wool 60 @ 1 40 Shearings 40 @ 1 25 Tallow No. 1 4 1/2 @ 4 1/2 No. 2 3 1/2 @ 3 1/2 Wool Unwashed, med. 26 @ 28 Unwashed, fine 21 @ 23 CONFECTIONS Stick Candy Pails Standard 7 1/2 Standard H H 7 1/2 Standard Twist 8 Jumbo, 32 lb. 7 1/2 Extra H. H. 8 Boston Cream 10 Old Time Sugar stick 30 lb. case 13	Mixed Candy Grocers 6 Competition. 7 Special 7 1/2 Conserve 7 1/2 Royal 8 1/2 Ribbon 10 Broken 8 Cut Loaf 8 Leader 8 1/2 Kindergarten 10 Bon Ton Cream 9 French Cream 10 Star 11 Hand Made Cream 15 Premio Cream mixed 13 O F Horehound Drop 11 Fancy-In Pails Gypsy Hearts 14 Coco Bon Bons 12 Fudge Squares 12 1/2 Peanut Squares 9 Sugared Peanuts 11 Salted Peanuts 11 Starlight Kisses. 11 San Blas Goodies 12 Lozenges, plain 10 Lozenges, printed 11 Champion Chocolate 11 Eclipse Chocolates 13 Eureka Chocolates. 13 Quintette Chocolates 13 Champion Gum Drops 8 1/2 Moss Drops 10 Lemon Sours 10 Imperial 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 20lb pails 12 Molasses Chews, 15lb. cases 12 Molasses Kisses, 10 lb. box 12 Golden Waffles 12 Old Fashioned Molass- es Kisses, 10 lb. box. 1 20 Orange Jellies 50 Fancy-In 5lb. Boxes Lemon Sours 55 Peppermint Drops 60 Chocolate Drops 61 H. M. Choc. Drops 38 H. M. Choc. Lt. and Dark No. 12 1 00 Bitter Sweets, ass'd 1 25 Brilliant Gums, Crys. 60 A. A. Licorice Drops 30 Lozenges, plain 55 Lozenges, printed 55 Imperial 60 Mottos 60 Cream Bar 55 G. M. Peanut Bar. 55 Hand Made Cr's. 80 @ 90 Cream Buttons, Pep. and Wintergreen. 65 String Rubber 60 Wintergreen Berries 60 Old Time Assorted 25 lb. case 2 75 Buster Brown Goodies 30lb. case 3 50 Up-to-date Assmt. 32 lb. case 3 75 Ten Strike Assort- ment No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike No. 3 8 00 Ten Strike, Summer as- sortment 6 75 Kalamazoo Specialties Hanselman Candy Co. Chocolate Maize 18 Gold Medal Chocolate Almonds 18 Chocolate Nugatines 18 Quadruple Chocolate 15 Violet Cream Cakes, bx 30 Gold Medal Creams pails 13 1/2 Pop Corn Dandy Smack, 24s 65 Dandy Smack, 100s 3 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 3 00 Pop Corn Balls, 200s 1 25 Cicero Corn Cakes 50 per box 60 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS-Whole Almonds, Tarragona 16 Almonds, Avia 16 Almonds, California srt shell 15 @ 16 Brazil 12 @ 13 Filberts 12 Cal. No. 1 16 @ 17 Walnuts, soft shelled. Walnuts, French @ 13 1/2 Table nuts, fancy @ 13 Pecans, Med. @ 12 Pecans, ex. large. @ 13 Pecans, Jumbos. @ 14 Hickory Nuts pr bu Ohio new Cocoanuts Chestnuts, New York State, per bu Shelled Spanish Peanuts. 8 @ 8 1/2 Peanut Halves @ 50 Walnut Halves 28 @ 32 Filbert Meats @ 25 Alicante Almonds @ 25 Jordan Almonds @ 47 Peanuts Fancy, H. P. Suns. 5 1/2 Fancy, H. P. Suns. Roasted 6 1/2 Choice, H. P. Jbo. @ 7 1/2 Choice, H. P. Jum- bo, Roasted @ 8 1/2

Special Price Current

AXLE GREASE



Mica, tin boxes .75 00
Paragon .55 00

BAKING POWDER

JAXON
1/4 lb. cans, 4 doz. case.. 45
1/4 lb. cans, 4 doz. case.. 85
1 lb. cans, 2 doz. case 1 60

Royal

10c size 90
1/4 lb cans 1 35
6oz. cans 1 90
1/2 lb cans 2 50
3/4 lb cans 3 75
1 lb cans 4 80
3 lb cans 13 00
5 lb cans 21 50

BLUING

Arctic, 4oz ovals, p gro 4 00
Arctic, 8oz ovals, p gro 6 00
Arctic, 16oz ro'd, p gro 9 00

BREAKFAST FOOD

Walsh-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 hd
Less than 500. 33
500 or more 32
1,000 or more 31

Worden Grocer Co. brand
Ben Hur

Perfection 35
Perfection Extras 35
Londres 35
Londres Grand 35
Standard 35
Puritans 35
Panatellas, Finas. 35
Panatellas, Bock 35
Jockey Club. 35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb pkg. per case 2 60
35 1/4 lb pkg. per case 2 60
35 1/4 lb pkg. per case 2 60
16 1/4 lb pkg. per case 2 60

FRESH MEATS

Beef

Carcass 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 @ 3

Pork

Loins 8 1/2
Dressed @ 5 1/2
Boston Butts @ 7 1/2
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
72ft. 6 thread, extra.. 1 50

Jute

60ft. 75
72ft. 90
90ft. 1 05
120ft. 1 50

Cotton Victor

50ft. 1 10
60ft. 1 25
70ft. 1 40

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., Sagin-
aw; Meisel & 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 3 in 11
2 in 15
3 in 20

Cotton Lines

No. 1, 10 feet 5
No. 2, 15 feet 7
No. 3, 15 feet 9
No. 4, 15 feet 10
No. 5, 15 feet 11
No. 6, 15 feet 12
No. 7, 15 feet 15
No. 8, 15 feet 18
No. 9, 15 feet 20

Linen Lines

Small 20
Medium 26
Large 34

Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size 1 10
Cox's 2 qt. size 1 61
Knox's Sparkling, doz 1 20
Knox's Sparkling, gro 14 00
Knox's Acidu'd. doz . 1 20
Knox's Acidu'd. gro 14 00
Nelson's 1 50
Oxford 75
Plymouth Rock 1 25

SAFES



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

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size.. 6 50
50 cakes, large size.. 3 25
100 cakes, small size.. 3 85
50 cakes, small size.. 1 95

Tradesman Co.'s Brand.



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

Place

your
business
on

a

cash
basis

by

using

Tradesman
Coupons

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.

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Wholesalers of Everything—By Catalogue Only
New York Chicago St. Louis

Electric Signs of all Designs and general electrical work.

Armature winding a specialty.

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Saves Oil, Time, Labor, Money

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S. F. Bowser & Co. Ft. Wayne, Ind.

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SATISFACTION
GIVING,
Error Saving,
Labor Saving
Sales-Books.

THE CHECKS ARE
NUMBERED, MACHINE-
PERFORATED, MACHINE-
COUNTED. STRONG &
HIGH GRADE CARBON

THEY COST LITTLE
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MACHINERY THAT MAKES THEM
AUTOMATICALLY.

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St. Louis Exposition, 1904, Awards

GRAND PRIZE and Gold Medal for Package Teas.

Gold Medal for Coffees.

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Chicago Office, 49 Wabash Ave.

1-lb., 1/2-lb., 1/4-lb. air-tight cans.

A Bakery Business in Connection

with your grocery will prove a paying investment.

Read what Mr. Stanley H. Oke, of Chicago, has to say of it:

Middleby Oven Mfg. Co., 60-62 W. VanBuren St., 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.

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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

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 1 1/2 acres land. Established 19 years. H. J. 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. E. Papenbrock, Secretary, Bradford Block, Cincinnati, Ohio. 174

For Sale—At 65c on the dollar, a good clean stock of dry goods in best town of 3,000 population, in Northern Indiana. Will invoice about \$3,500. No old braids, buttons, corsets, cloaks, etc., but an A1 clean stock offered at a bargain and must be taken at once. Address C. E. Goodrich, Nappanee, Indiana. 191

For Sale—Jewelers' outfit, tools, material, some jewelry. Cheap for cash. Address Kingsbury, Oakfield Center, Mich. 190

Hidden Fortune Stockholders who have not received our letter will learn of something to their advantage by addressing Bingham Association, 138 Washington St., Chicago, Ill. 189

For Sale—Stock general merchandise, store and fixtures, well located in good farming country 20 miles N. W. of Bay City. Store and fixtures \$1,200, stock at invoice price. Farm of 40 acres may be included if desired. Good reasons for selling. Splendid opportunity for person desiring a good cash business in the country. Address E. L. Johnson, Garfield, Mich. 188

For Sale—At a bargain, \$4,000 stock of dry goods at Belding, Mich. Business well-established. Best location in city. Terms easy. Lock Box 863, Belding, Ill. 183

First-class fruit farm for sale. Will sell ten, twenty, thirty or the whole sixty. Enquire, phone or write William D. Hall, Kibbie, Mich. 177

For Sale—In one of the best towns in northeastern Kansas, drug stock and fixtures; invoicing \$2,500 to \$3,000. Town 1,000 population; two railroads doing good business. Address Lock Box 294, Axtell, Kan. 178

Hearse For Sale—Easy terms, modern corvex ends, French boot pattern, good condition, photograph sent, references given. Victor Hawkins, or Wm. M. Ransom, Jonesville, Mich. 179

To Exchange—40 acre Florida home, clear, for northern land, town property or merchandise. Also \$1,200 stock millinery goods, new and clean, at Viola, Ill., for land or town property. J. C. Young, 245 West 68th St., Chicago, Ill. 181

For Sale—Bazaar business in town of 4,600. Address J., care Tradesman. 182

720 acres unimproved land, 5 miles from town Stutsman Co., N. Dakota; 560 acres unimproved land, five miles from town, Day Co., S. Dakota, to exchange for clean stock of merchandise. Box 10, Canby, Minn. 185

Responsible party with experience, having largest merchandise buildings in best city of 3,000, fine trading point, would arrange for stock of merchandise or furniture on commission or would rent to good party. Address P., care Michigan Tradesman. 184

If you want to sell your entire stock of merchandise for cash, address The United Purchase Co., 76 Euclid Ave., Cleveland, Ohio. 186

For Sale—A first-class stock of hardware, located in Eastern Nebraska, city of 4,000. Best farming country in state. My stock is up-to-date. Will invoice from \$6,000 to \$8,000. A good bargain for cash. Other business calls my attention. Address No. 187, care Michigan Tradesman. 187

For Sale—Good paying drug stock in Southern Michigan. Owner not registered. Address No. 119, care Tradesman. 119

Wanted—To buy for cash, stock shoes, clothing, dry goods, at once. Address Lock Box 182, Merrill, Wis. 104

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 533, Greenville, Mich. 133

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

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

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 12x3 feet, electric lights, located in the heart of the city, good for furniture, clothing, shoes, etc. Opposite a new bank. Rich farming community. For further particulars write or call on M. E. Vanden Bosch, Zeeland, Mich. 95

Best price paid for pieces of burlap from bales, coffee bags, sugar bags, etc. William Ross & Co., 59 So. Water St., Chicago, Ill. 117

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—Drug store established for forty years; good location in northern New York. Reference. Walker & Gibson, Albany, N. Y. 153

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—Blacksmith and wagon shop doing good business. Address D. S. Markle, Metamora, Mich. 152

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—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

Live clerks make clean extra money representing our straight, wholesome western investments; experience unnecessary. C. E. Mitchell Co., Spokane, Wash. 990

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

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—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. Incubance, \$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. Vanden Bosch, Zeeland, Mich. 96

Partner Wanted—In secondhand wood-working 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

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—Change of position by thorough retail hardwarman 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—An experienced dry goods salesman. Give full particulars and salary wanted. Correspondence confidential. Lyon & Pond, Owosso, Mich. 180

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, 324 Dearborn St., Chicago, Ill. 140

Want Ads. continued on next page.

WE ARE EXPERT AUCTIONEERS

and have never had a failure because we come ourselves and are familiar with all methods of auctioneering. Write to-day.

R. H. B. MACROIRE
AUCTION CO.,
Davenport, Ia

AUCTIONEERING

Not How Cheap

But how to get you the High Dollar for your stock, is my plan.

Expert merchandise auctioneering.

You only pay me for results.

A. W. THOMAS

324 Dearborn St.

Chicago, Ill.

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

POLITICAL OFFICES.

Why They Seldom Pay the Business Man.

I didn't think when old Michael McGinnis, who had become tired of holding office in our little town down South and had gone into the business of electing his friends' friends wherever and whenever it was for the good of two or three corporations that paid him for manipulating things to their interests—I didn't think when he told my father, and my father told me, that I could have the vacancy in the city clerk's office that I would become an instrument in the hands of the town's political "boss."

In fact, I didn't think of anything but the present. I needed a job. Four months of idleness had caused me to lose nearly all my self-respect, and I was ready to jump at anything that afforded a living. I knew I was offered the place because my father's vote was wanted for the McGinnis candidate for mayor in the approaching campaign. My father wasn't a politician, and, apparently, he took little interest in things political, but he was pretty well thought of in our ward, and when his deliberate tongue spoke it usually carried some influence. I knew "the doctor," as I called him, was going to vote for McGinnis' candidate, anyway, but old McGinnis didn't. He wanted "her doctor's" vote, and he wasn't sure which way it was going until he gave me the job.

I went to work willingly. I considered that a few months in the city clerk's office would be a good training for me, and I was at liberty to change any time I wanted to. It would be a good place to wait for the job on the road that old man Isaacson had promised me months before.

So I made the best of things and grew to like the place pretty well, although the conduct of the other fellows in the office disgusted me when I thought of who their employers were. They were the most uncivil fellows you ever saw, and only when one of the "bosses" was around did they show the least manliness.

When I first went there I was a little more polite and attentive than the others and I won popularity among the people that had business with that branch of the city government. They used to wait in lines for me when I was busy in preference to being waited on by Brown and Jones and the other fellows. Some of my friends told me I would get grouchy like the rest of them before the job was old, but I didn't believe them. I began to think that, a civil and accommodating clerk in a public office being such an innovation to the people, I would make a hit and probably get something better after a while. In fact it was several times hinted to me that better things were in store for me, and I was soon glad "the doctor" voted for McGinnis' candidate, who was elected with a little struggle.

Old man Isaacson came around one day and called me aside.

"Dick, are you ready to go on the

road for me now?" he asked. "I can use you and gif you a goot salary. When can you start?"

I had been trying to decide on the course I would pursue when Isaacson offered me that long looked for job, but I couldn't give him a definite answer. I was thinking of what McGinnis said to me one day.

"Kepp it up, me bye," said he. "Yure on the right track, and it won't be long bafure the peepul'll be givin' ye somethin' better."

I asked Isaacson to wait a few days on my answer. He promised to hold the job open a week. Isaacson was a good merchant and his employees all liked him. Besides, he had the biggest clothing house in that part of the state. It was hard to make the decision. "The doctor" advised me to accept Isaacson's offer, but you know how old men are. They don't believe in taking chances, and, "the doctor" not having any great amount of success with anything in a business way, I didn't seriously consider his advice. All the "old fogies" told me I'd better take a sure thing with the clothing firm than look to 'unsartinties" in the city hall. I was sorely perplexed until the day before I was to give Isaacson my answer, when I was summoned to McGinnis' office.

"Dick, how'd yer like to be secretary to the mair?" he said, before I was seated. I was surprised, but, of course, I expressed my desire to attain a height so lofty, if it was possible.

"Well, it's possible," continued McGinnis, "and it be up to ye. Now what I'm tellin' ye is confidential. Understand?"

I understood. I knew that McGinnis was up to his old tricks. I knew he was going to propose something to me that would have much to do with my future. I answered his question and waited.

"The job ain't a goin' ter bay an aisy wan," he said. "If ye succeed it'll mean more ter ye than ye think."

Then he told me the difficulty that the regulars would experience in electing the next mayor. Councilman Huggins, more often called "Squire" Huggins, the reform candidate, was popular and the sentiment against the administration was growing. Only one thing would defeat Huggins, McGinnis said, and that would be to change his vote in the city council from nay to yea, when the burning question of a twenty year extension of the lighting franchise came up. Huggins was such a staid old veteran, always in the right and for the people, that his position on the one important plank in the anti's platform had never been questioned.

As for changing his vote, that would be an easy job. When McGinnis said it was a difficult job he meant the hiding of it after it had done the damage.

The council was to meet the night before the election and if it could be arranged to have Huggins' vote printed in favor of the corporation the next morning explanations of fraud or mistake would come too late to prevent his defeat. As for cries of

fraud, what would that amount to after the race was won, and there would be no way of proving it unless somebody "squealed?" Then it would go on record as a mistake, and the reformers would have to wait two years more.

"I'll back ye sufficiently," concluded McGinnis. "I've figured how much ye'll need. Here it is. Now, do a good job, bye, and the reward will be yer own."

And thus I started on the gilded avenue that promised to lead to fame. The job proved simpler than I anticipated. It was easy to bribe the young clerk of the council and it was easy to bribe the reporter of the morning paper. I needed the services of no one else. The council session was lively, but not a word did the reform candidate for mayor say. Everybody knew where he stood. The vote looked 7 to 5, and victory for the corporation was assured. The ballot was taken. Seven yeas and five nays read the clerk. On Huggins' ballot the clerk erased "nay" and wrote "yea," and on a "ring" councilman's ballot he erased "yea" and wrote "nay."

There was great excitement the next morning when the Bugle, the morning organ of the corporations, heralded the news that the reform candidate voted against his own platform. Angry mobs composed of hitherto staunch supporters of Huggins demanded an explanation and then refused to listen to the cries of fraud. They could not be consoled. They must vote before the polls closed, and vote they did—for the administration candidate. The margin of reform support was overcome and McGinnis won the race for his man. Huggins, disgusted and disappointed in his friends, refused to prefer charges of fraud, and in a few days everything was quiet for the time being.

So I became "secretary to the mair." A year elapsed and I began to plan for still further promotion. But something happened. The reformers had been busy, but were saying nothing. A new management took charge of the Bugle, and with it a new editor with new politics. The reform wave was sweeping our state like all the other states. The hammer dropped one morning when the Bugle recited in detail how McGinnis used me to change Huggins' vote, and how McGinnis' candidate was elected solely on fraud. It was all up. The Bugle had the proof.

McGinnis, realizing that the days of his reign were over and that if he tarried he soon would be under the shelter of the state penitentiary, left our little town. I repented and, being young and inexperienced, was allowed to go unmolested.

I went to see Isaacson, but Isaacson told me he wanted only honest men in his employ. The other merchants told me the same. I left home, but the part I played in the McGinnis steal had gone ahead of me. I am still seeking an opportunity to start again in life.

Will R. Hamilton.

Myself and Me.

I'm the best pal that I ever had,
I like to be with me,
I like to sit and tell myself
Things confidentially.
I often sit and ask me
If I shouldn't or I should.
And I find that my advice to me
Is always pretty good.
I never got acquainted with myself
Till here of late,
And I find myself a bully chum,
I treat me simply great.
I talk with me and walk with me
And show me right and wrong.
I never knew how well myself
And me could get along.
I never try to cheat me,
I'm as truthful as can be,
No matter what may come or go
I'm on the square with me.
It's great to know yourself
And have a pal that's all your own,
To be such company for yourself
You're never left alone.
You'll try to dodge the masses
And you'll find a crowd's a joke,
If you only treat yourself
As well as you treat other folk.
I've made a study of myself,
Compared me with a lot
And I've nally concluded
I'm the best friend I've got.
Just get together with yourself,
And trust yourself with you,
And you'll be surprised how well yourself
Will like you if you do.

D. C. Smith.

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

Buffalo, Nov. 29—Creamery, 21@24c; dairy, fresh, 18@21c; poor, 16@17c; roll, 18@20c.

Eggs — Fresh, candled, 28@30c; storage, 21½@22c.

Live Poultry — Fowls, 9@11c; chickens, 9@11c; ducks, 13@14c; geese, 12½@13c.

Dressed Poultry — Chickens, 11@13c; fowls, 11@12c.

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.

Aristol Incorporated in Ointments.

Aristol is soluble in fats and oils and should preferably be in solution instead of mere admixture. The fat or oil should be warmed gently, and the aristol added and dissolved by agitation. A writer makes the excellent suggestion that where aristol ointments are much called for, the aristol should be kept in 50 per cent. solution in sweet almond or cottonseed oil; this solution can be added to the other ingredients of the prescription. Only gentle heat should be used in dissolving the aristol, as high temperature decomposes it.

W. Mixton.

The Tradesman wishes to call the attention of its readers to an error in the advertisement of the Sherman-Hardy Supply Co. in two of the November issues. The advertisement should have read, "Delivered anywhere in Michigan," in place of anywhere in Grand Rapids.

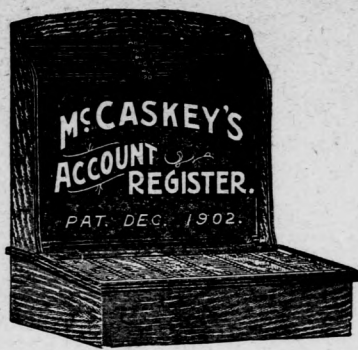
You need not be a shadow because you are not a sun.

A man is known by the company he keeps—away from.

Business Wants

BUSINESS CHANCES.

Wanted—Position as bookkeeper, timekeeper or clerk by young man of experience. G. B., 612 Lake Ave., Grand Rapids, Mich.



Dividends Paid 12 Times a Year

The McCaskey Account Register pays you dividends every month by saving you the expense of a book-keeper.

The McCaskey is a collector of accounts and gives you the use of your money long before you would get it by the ordinary Book System of accounting. Saving interest is paying dividends.

It pays dividends by getting a record of every sale. There is no such thing as forgotten charges with the McCaskey.

It pays dividends by drawing new trade to your store as people want to trade where they know that the accounts are kept right. The McCaskey inspires confidence between the merchant and customer. Confidence draws trade.

Our Catalog Explains the System

The McCaskey Register Co.

Alliance, Ohio

Mfrs. of the Celebrated Multiplex Counter Pads; also Single Carbon and Folding Pads.



Received
Highest Award

GOLD MEDAL

Pan-American
Exposition

The full flavor, the delicious quality, the absolute PURITY of LOWNEY'S COCOA distinguish it from all others. It is a NATURAL product; no "treatment" with alkalis or other chemicals; no adulteration with flour, starch, ground cocoa shells, or coloring matter; nothing but the nutritive and digestible product of the CHOICEST Cocoa Beans. A quick seller and a PROFIT maker for dealers.

WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

To Florida and To California for The Winter Months

THE
G. R. & I.
AND ITS CONNECTIONS

Ask any G. R. & I. Agent, phone Union Station Ticket Office, Grand Rapids, or call E. W. Covert, C. P. A., for illustrated literature, time cards, reservations—any information.



C. L. LOCKWOOD,

G. P. A., G. R. & I. R'y

Grand Rapids, Mich.

Simple Account File



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.

Charge goods, when purchased, directly on file, then your customer's bill is always ready for him, and can be found quickly, on account of the special index. This

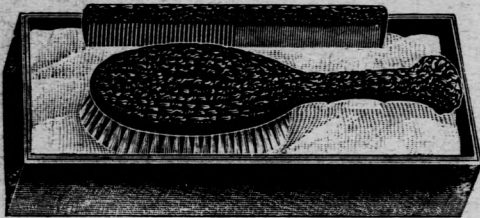
saves you looking over several leaves of a day book if not posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer. Write for quotations.



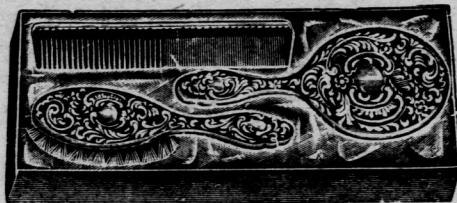
TRADESMAN COMPANY, Grand Rapids

Don't Wait Till the Last Moment!

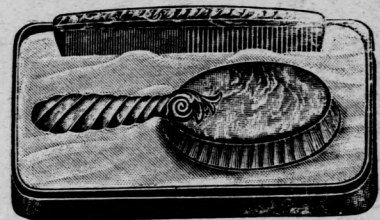
But order now. Only four weeks between now and Christmas, and although our stocks are as yet practically complete, they cannot remain so much longer. Don't be afraid to order now, we will fill your orders, but don't delay.



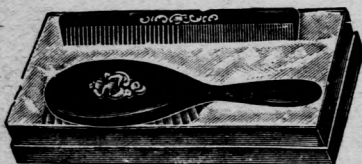
No. 4102 French Stag Toilet Set—Hair brush with 11 rows white "Siberian" bristles and 7 inch comb to match. Put up in lined leatherette case. Per set.....\$1 13



No. 4572 Youth's Brush, Comb and Mirror Set—Six inch shell comb, 7 row white bristle brush and 2 3/4 x 3 3/4 inch oval beveled mirror, all mounted in embossed silver plated fittings. Per set.....\$1 00



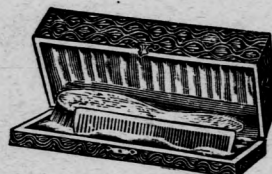
No. 3556 Oriental Pearl Brush and Comb Set—A most beautiful imitation of real oriental pearl. Brush has 12 rows of white bristles and comb is 7 1/2 inches long. Silk lined leatherette case. Per set.....\$1 45



No. 3966 Real Ebony Brush and Comb Set with genuine sterling silver trimmings in French gray finish, 9 row bristle brush and 7 1/2 inch celluloid comb. Satin lined box. Per set.....\$1 00



No. 3957 Ebony Finished Smoker's Stand—Gilt trimmings and match scratcher and ash cups. Size 10 1/2 x 4 1/4 x 6 inches. Each.....\$0 75



No. 4026 Fancy Leatherette Toilet Case—Satin lined and containing embossed brush and comb. Medallion picture top. Each.....\$0 38



No. 4594 Metal Jewel Case—Silver plated finish, lined with puffed silk throughout. Size 2 1/2 x 2 1/4 inches. Each.....\$0 50



No. 4076 Cuff and Collar Box—8 x 8 x 5 inches. Glazed paper covering and picture top. Per dozen.....\$3 75



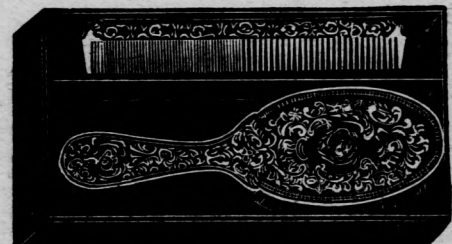
No. 3993 Silver Mounted Leather Card Case—Black seal grain cowhide; leather lined and sterling silver mounted; filled with pack of gilt edged "Congress" playing cards. Each.....\$0 90



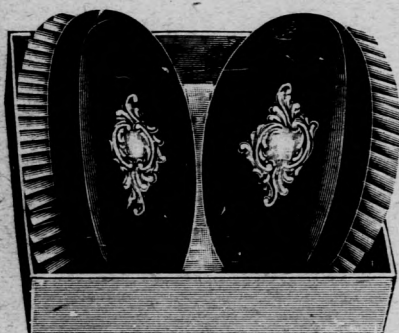
No. 1410 Album—Celluloid picture front, plush binding and corners, 10 leaves with spaces for 18 cabinet and 4 card size photos. Per doz....\$4 00



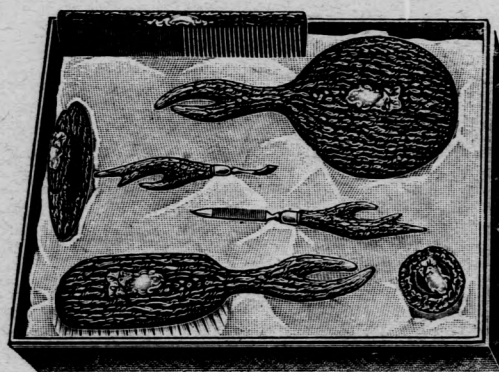
No. 1497 Glove and Handkerchief Set—Fancy colored glazed paper, padded covers with floral decorations and gilt lettering. Each set in box. Per dozen sets.....\$3 90



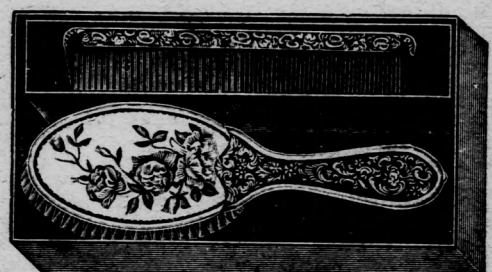
No. 4568 Brush and Comb Set—Eleven row white bristle brush and 7 inch white comb, both with highly embossed aluminum backs and fittings, finely lacquered. Per set.....\$0 63



No. 3994 Ebonized Military Brush Set—Consists of pair of 9 row white bristle military brushes trimmed with genuine sterling silver mountings. Per set.....\$0 83



No. 4113 "Stag Horn" Combination Toilet and Manicure Set—Consists of 11 row white bristle brush, 4 1/4 inch beveled mirror, 7 inch comb and 4 pieces of manicure fittings, every piece trimmed with sterling silver fittings in the "Butler" finish. Put up in cloth lined leatherette case. Per set.....\$4 00



No. 4569 Decorated China Back Brush and Comb Set—Brush has 11 rows of best white bristles and "Limoges" porcelain back with hand painted decorations, 7 inch comb. Metal trimmings guaranteed silver plated and lacquered. Per set.....\$0 71

H. LEONARD & SONS, Grand Rapids, Mich.

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