

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$2 PER YEAR

Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 6, 1905

Number 1159

BALLOU BASKETS ARE BEST



SIDE VIEW

Potato Shippers

Waste Dollars

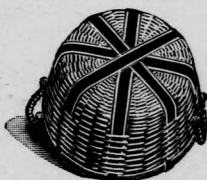
By Using Cheap Baskets

A Braided Potted 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



Get Hypnotized

by the fine flavor of our

S. C. W.

5c Cigar

Your thoughts will be pleasant and you'll not

forget us or the treats we have afforded you if you are a "lover of the weed."

Try a Box for Xmas

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

DO IT NOW

Investigate the

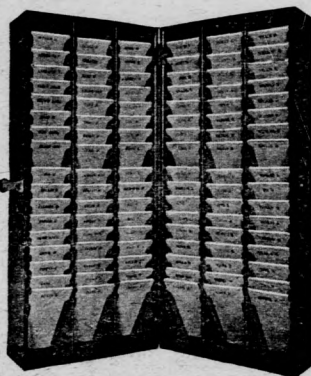
Kirkwood Short Credit System of Accounts

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 10, 1901.



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



Rates Moderate. Write us.

Buffalo Cold Storage Company

Buffalo, N. Y.

Store Your Poultry at Buffalo

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

Reasonable advances at 6 per cent. interest.

The Best People Eat

Sunlight Flour Flakes

Sell them and make your customers happy.

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

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 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.

Michigan Fire and Marine Insurance Company

Detroit Michigan

Established 1881.

Cash Capital \$400,000.

Assets \$1,000,000.

Surplus to Policy Holders \$625,000.

Losses Paid 4,200,000.

OFFICERS

D. M. FERRY, Pres. F. H. WHITNEY, Vice Pres. M. W. O'BRIEN, Treas.
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Agents wanted in towns where not now represented. Apply to

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

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

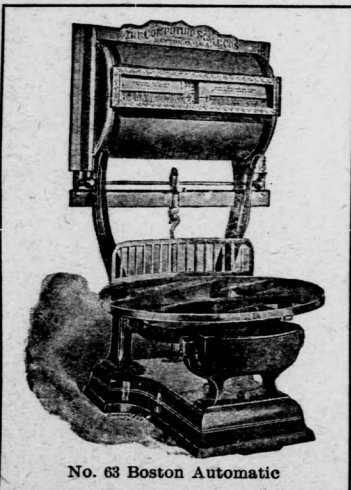
MONEYWEIGHT SCALE CO.

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, DECEMBER 6, 1905

Number 1159

Collection Department

R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

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

Widdcomb 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.

BOTH BAD AND GOOD.

The appointment of a receiver for the P. M. system is the natural outcome of the infamous tactics which have been pursued in connection with the road for the past half dozen years. Before the era of piratical finance was inaugurated, the Chicago & West Michigan, Detroit, Lansing & Northern and Flint & Pere Marquette roads were all well managed and did not suffer from either over-bonding or over capitalization. In the consolidation process the securities were watered to an enormous extent and when the system passed under the control of the gang of Chicago wreckers represented by Mr. Carpenter, the securities were watered a second time. When the system was again transferred to the Kleybolte and Zimmerman gang and the leasing arrangement was made with the C., H. & D., the securities were again watered, so that the system is now so loaded with inflated bond issues and watered stock that it is impossible for any railway manager to make good. Under the circumstances the bankruptcy court is a welcome outcome, because, when the road emerges therefrom, it will be freed from the excessive bond issues and the enormous over capitalization under which it now staggers. Michigan shippers will not be compelled to pay enormous freight rates in order that dividends may be paid on watered stock. The Tradesman has frequently had occasion to combat statements recently uttered by Wall street gamblers to the effect that Michigan is becoming a populist state. It is not populist in either sentiment or action, but when railway wreckers and common swindlers like Kleybolte and Zimmerman deliberately plan to wreck a railroad by increasing the capital stock to a point where it is impossible for the road to earn enough to pay dividends thereon, it is about time for the people to rebel; and the only regret the Tradesman feels is that the man who steals a million or ten millions should not be treated with the same severity that a man is who steals a ham. Kleybolte and Zimmerman strut around the streets of Cincinnati and New York, gloating over their ill-gotten gains, while the man who steals a loaf of bread to save his family from starvation languishes in jail. If that is populist, make the most of it.

The bankruptcy of the P. M. is a serious blow to the shippers of Michigan and every business man who is trying to operate on the lines of the road, because it means that for some years to come there will not be a new engine or a new freight car or a new tie or a new spike purchased. Crippled as the road is for lack of

rolling stock and equipment and hampered as the shippers are by reason of this condition, the latter must suffer still further inconvenience and loss through the inability of the receiver to improve the service or even maintain it in its present unsatisfactory condition.

THE JEWISH ANNIVERSARY.

Last Thursday the Jews throughout the United States celebrated the two hundred and fiftieth anniversary of their first landing in what is now the United States of America.

What is now New York then belonged to the Dutch West India Company, and according to the chronicle, it was on July 8, 1654, that the first Jew landed at the Dutch settlement on Manhattan Island where now stands the American metropolis.

Previous to that time the Dutch, who were then great sailors and explorers, settled on the coast of Brazil and held large possessions there. Of these there remain to them only Dutch Guiana, the main portion of the country having been captured by the Portuguese who, expelled the Jews, who had been living there under Dutch rule since 1554.

Being driven to seek refuge in other countries, some of them fled to New Amsterdam, which is now New York, where they were protected by the Dutch West India Company. Since then the Jews have been coming from almost every country to the United States until to-day they number a million and a quarter in this country and half a million in the city of Greater New York. It is said that next to Russia, where there are living between 4,000,000 and 5,000,000 Jews, the United States contains the largest number.

The Jew as a citizen of the United States has been identified with public affairs in every way, serving in the Army and Navy in time of war, and holding Federal and State offices, and as members of both houses of Congress and as representatives of the United States in foreign countries. They are largely engaged in commerce, finance and manufacturing industries, and have been eminent as practical philanthropists.

GENERAL TRADE OUTLOOK.

As the month advances the evidence of a tremendous holiday trade becomes more manifest. With stocks laid in in the majority of cases in excess of preceding years the early interest of buyers gives the assurance that preparations are none too large. With the seasonable weather which seems probable now there can scarcely be imagined a hindrance that will prevent the present from being a record breaker. As illustrating the liberality of demand there has never

been a time when candy factories, nearly all with recently increased facilities, were so crowded in their operation. Then, with the assured condition of the staple trades, the heavy demand for a high grade of clothing at good prices, the most liberal expenditure for table goods and for general luxuries, the outlook for a record breaking season seems abundantly assured.

The course of speculative trade continues the characteristics of recent weeks. The activity in Wall Street markets noted last week was followed by a slight decline, to be in turn succeeded by another and more positive upward movement with a degree of activity making the record for daily transactions for the year. This activity and other contributing causes have operated to keep the demand for money above the supply so that rates have continued uneven and erratic. With a prospect of the settlement of the Russian loan and the release of European funds the need of money will be merely a matter of exchange.

In spite of the high prices of raw materials, high wages and other elements of cost at the greatest there is no report of retardation in factory operations. New high records are being established in the hide market, for instance, and yet footwear factories are fully occupied, and in some cases are obliged to reject contracts because of the requirement of too early delivery of goods. A surprising feature of this trade is the fact that the recent somewhat heavy advance in prices seems to have had not the least retarding influence in the volume of trade. In textiles there is still the most favorable activity all along the line, the only let-up being the necessary stop in some cases for the season's inventory. In iron and steel there is a constant increase in the record-breaking activity, and it is found difficult to keep prices down to a normal basis.

"Success," says Dr. Edward Everett Hale, "is the real object of life. Strength is success. Strength to be, strength to do, strength to love, strength to live. It is not happiness, it is not amusement, it is not content. These will come, but they are not the object. When people say that men live to be happy, they do not express what they mean. A man's real motive should be the use of every power he has for the best he can achieve with it. And we shall gain a great deal in the management of life if we can keep this motive and this object in mind."

Education is simply the art of creating environment.

GAINING GROUND.

Good Report from the Michigan Implement Dealers.*

It is indeed an appreciated privilege to meet you on this, the occasion of our third annual convention, and together review the work accomplished since last we met and consider ways and means whose operation will result in still greater benefit in the future.

Those of you who were present at our last annual meeting well remember how productive of good was the freedom of expression there indulged in, and I trust this meeting will be taken possession of by the members, to the end that the very best results may be obtained.

Two years ago, when this Association was formed, those conditions gave it birth that had become a burden and a curse to the retailer of implements and vehicles. One abuse after another had gradually been forced upon us that suggested and apparently made necessary those practices which answered their purpose for a time, but which eventually led to such conditions as became unbearable, and caused every fair minded dealer to revolt and vow to rid himself of them if possible.

They robbed us of a large share of profit rightfully ours, caused us to do things not at all times sanctioned by a normal conscience and engendered a feeling of ill will and distrust among dealers that lowered the standing of our business and invited to our ranks a class of people whose operations proved a menace to the trade, and this tendency seemed ever on the increase.

Those brave ones willing to join in the first break for liberty fully realized what was to be encountered, what weakness from within and what mighty forces from without would have to be contended with and overcome.

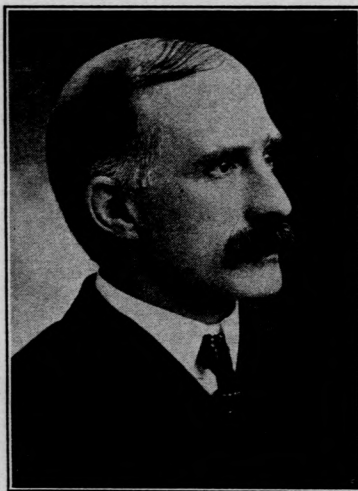
At the end of the first year but little had been accomplished. Notwithstanding our good start, it took time to get adjusted to the conditions and, not being able to return every member a handsome dividend upon his investment of three dollars annual dues, we lost some members, but the attendance at the last annual meeting and the enthusiasm there manifested gave your officers new courage and they entered upon the duties of this year determined to do everything in their power to meet the expectations of the members and "deliver the goods."

The very fact that such an organization was in existence and laboring steadfastly with such a high purpose gave confidence and hope to others who stood ready to assist, and to-day we look upon a record that calls for no apology.

The objectionable clauses in last year's contract which were modified to those dealers who demanded it, and not to others, have this year been entirely eliminated, and the other changes have been such that it may now more properly be styled a "white man's" contract, and, although it re-

quired legislative enactment to obtain from the International Harvester Co. that one thing, above all others, that every dealer believed was most needed, and which the weaklings prophesied we could not get, it is the thing we have so thoroughly accomplished, and I will state without hesitancy, and with a full knowledge of the facts—yet according all others who assisted their full measure of praise—that had not the officers and the influence of this Association been behind the movement the results would have been materially different, and the same might be said regarding the defeat of that bill presented in the last Legislature whose purpose was the establishment of a binding twine plant in the State Prison in this city, and especial praise and credit are due Representative Holmes, a member of our Executive Committee and a member of the last House. In defeating this bill your officers believed they were rendering conscientious service, not alone to the members of this Association, but to their customers and to the taxpaying public generally.

It being freely conceded a year ago



Hon. C. L. Glasgow

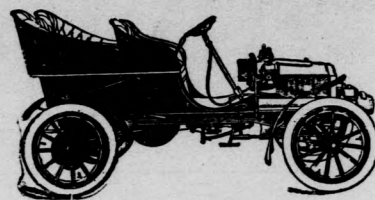
that the International Harvester Co. was the one power we could not hope to influence or affect, does it not convince you that through united reasonable effort we can hope to accomplish whatever is best along the line of our needs? We should not forget, however, that antagonism among co-ordinate branches of business does not produce the largest measure of success, and thus it becomes us not to expect from manufacturers other than just concessions and such as we have every reason to believe will in the end result in the highest good to all, for neither manufacturer, dealer nor consumer can hope to enjoy continued success that is obtained through taking an unfair advantage of the other. Experience has taught us that the inordinate desire of some manufacturers leads them to conduct their business on the theory of "get what you can, the present only is ours," and therefore it is expedient that we unite our forces in order that we may demand and receive just and fair treatment at their hands, yet exercising great care that this power is made use of only when absolutely necessary. While the

changing conditions demand that we be ever watchful, let us be always ready and willing to give full credit to those manufacturers and jobbers who willingly grant the concessions we ask, and therein will we show our appreciation of their actions.

The important changes in contracts which have been effected do not come empty handed, for they bring their responsibilities in the greater necessity for the exercise of that proper spirit among dealers in maintaining reasonable prices and terms, after the abandonment of that clause in the old contract which required all to conform to stated prices and terms, and wherein reasonable control could be exercised over that irresponsible fellow who knew no price guide except the necessity to make that particular sale, and whose inexperienced operations under a first year contract robbed established dealers of legitimate profits on certain lines for years to follow. The new contracts free us from much of the old restraint against which we rebelled, and it is now up to us to make the best use of our regained freedom.

I do not feel, however, that the maintenance of price is the only and most worthy object of this Association, for it has a much larger field of operation and more important work to do, for when those who fail to understand the great and fundamental principles of successful merchandising, or who attempt it without a proper conception of what is required, are prevented from so doing except under proper conditions, and all

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



The Keeley Remedies Cure Drug, Drunkenness and Tobacco Habit.

College and Wealthy Aves.
GRAND RAPIDS, MICHIGAN

Bookkeeping
in a
Nut ShellIt's All in the
Simplex Pocket Ledger

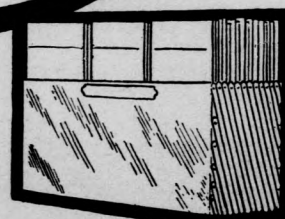
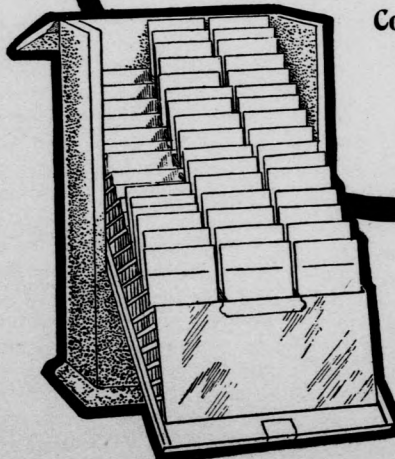
the itemized sales slip, the completed statement and the ledgerized account. These individual pocket ledgers are so arranged that you can tell at a glance the name, time and balance due, the total of each day's purchase and any part payments; thus keeping informed as to the condition of your accounts.

Simplex Accounting Method

does not take you away from approved book-keeping principles, but it does cut out all the red tape and complicated details that cause errors in figuring, that allow charges to be forgotten and enable delinquent debtors to escape payment. The Simplex Method takes but one quarter the time to conduct that is necessary with the day book and ledger system. "The Plot" describes the method and its application to your credit accounts. Mailed promptly on request.

Connard-Hocking Co.

205 Dickey Bldg.
Chicago, Illinois



Ready for the Safe

*Annual address of Hon. C. L. Glasgow, President Michigan Implement Dealers' Association, at Jackson convention.

of our own members and dealers generally arrive at a correct understanding of what constitutes cost, then the question of such prices as a reasonable profit demands will have settled itself, and no agent can exert a stronger or more potent influence to that end than the conferences, comparison of ideas and methods that prevail at our annual conventions.

We are all aware that many other changes are necessary in order that the success which our efforts merit shall be realized.

Our work is not finished when we have effected desired changes in harvester contracts, for many other evils and undesirable conditions remain, among which is the catalogue house. While this question has been often discussed, it has never been satisfactorily answered, and I look upon it as one of the most vital in its relation to the interests of all regular dealers, and our proper treatment of this permanent competition is a subject worthy the earnest thought of the brightest minds in the retail trade of the day. While they do not materially affect the sale of large implements, they do that of small tools, harness and vehicles, and in their tireless efforts they are endeavoring to gain the assistance of the Government in the theft of our trade and the destruction of our business.

We also have the "good Lord and good Devil" manufacturers to contend with—those who claim to ship to dealers only and then to consumers when they feel reasonably sure they will not get caught at it. I believe every act of this kind should be reported to the Association when there is reasonable evidence that our informant is correct, and upon their refusal to allow the local dealer a reasonable commission, providing he is a member of our Association, and promise that the offense will not be repeated, or prove themselves innocent, the matter should be referred to the Federation and, pending settlement, the members should be notified that they may withhold their trade from them.

I am aware that many of our members are also hardware dealers and members of the Hardware Dealers' Association and are fully cognizant of the general round-up among the manufacturers and jobbers by that Association until the honor list, composed of those manufacturers and jobbers who have promised neither to sell goods direct nor furnish them to catalogue houses, now numbers over four hundred, and is being added to steadily. It was this same Association that caused the railways to forbid their local agents acting as distributors for catalogue houses. It was the hardware manufacturers' and dealers' associations that took up and are continuing the fight against the order of the Post Office Department on its ruling relative to the numbering of the rural mail boxes and the delivery of first-class matter thereto by number, and who caused the change in that order that was recently made. What effect would the protest of even the President of that Association have had as an individual? Not the slightest.

The same results are possible of attainment by this Association if the dealers throughout the State will stand as loyally by us and give us the benefit of the influence of an enlarged membership.

The Hardware Association has over six hundred members, having more than doubled their membership during the last year. We can and should do as well.

I feel that our success thus far entitles this Association to the hearty support of every implement and vehicle dealer throughout this State and while we appreciate fully the added membership during the year and the increased influence it gives, yet we hope for a far greater growth during the year to come. I believe I am voicing the sentiment not only of the Executive Committee, but the entire membership, when I not only cordially invite, but most earnestly urge, every dealer present who is not a member to join to-day and become active in promoting the best interests of the Association, rightfully sharing in the fruits of its labors, being entitled to participate in the deliberations of the executive session soon to follow and assisting in laying the foundation of a future business which shall yield returns worthy the time and money we expend.

We have, during the year, become affiliated with the National Federation, from which we can not fail to receive great good and which will be explained to you in an address to follow.

I have no desire here to attempt an analysis of the conditions that will be brought out by the report of the Secretary-Treasurer, or the chairman of the Committee, but ask your careful attention to their full report and suggestions, which I assure you will prove worthy your most earnest consideration.

I can not close my remarks without calling your attention to the pleasant and complete arrangements made for this meeting and the many courtesies promised our ladies and ourselves, all of which are the result of vigorous work on the part of the local Association, the manufacturers and traveling men of this city, and I assure these gentlemen of our appreciation and, on behalf of the Association, sincerely thank them.

We are always glad to have the manufacturers and traveling men in our meetings. The traveling man is the dispenser of much information and good cheer and brings many a valuable suggestion and happy smile into business life, and we welcome him most cordially.

Chief among the best educators we enjoy are the trade journals. They are ever on the alert to sound the alarm whenever in their judgment a note of warning is needed, and the selling arrangement or any other deal must necessarily be a smooth one that can be consummated without their knowledge. We owe much to them for their detective skill, their sagacity and fearlessness of expression, even to warning us against each other's failures and shortcomings, and I feel that I am not assuming too

much when, in the presence of their gentlemenly representatives, I acknowledge our debt of gratitude and openly register an expression of our appreciation, for they are rendering a service it would be hard for us to repay.

This city is the home of many of the manufacturers, jobbers and state agencies with whom we do business and from all of them you surely will receive a warm welcome. I trust, however, our members will be punctual in their attendance and give strict attention to the business of the convention during its several sessions, remembering that the work to be done is yours and must stand as an earnest of your intentions and evidence of your sincerity, loyalty and wisdom.

Needed the Money.

When a now famous specialist began the practice of medicine as a young man, he numbered among his first patients a certain Mr. Darlie, of Kalamazoo. For a time the young physician treated his patient successfully for a very painful tumor on the neck.

One day the doctor called to enquire after his patient's progress. Although assured that the latter was enjoying health he had never known before, he at once assumed an air of the greatest concern and advised a speedy operation.

"But," said the astonished convalescent in broadest Scotch, "dinna ye tell me yersel' an operation wasna necessary? I'm feelin' better than I

ha'e two year gone, an' wha' d'ye want to cut me noo for?"

The physician hesitated a moment, then resumed, embarrassedly: "Well, you see, my good man, I need the money."

"Oh," said the patient, much relieved, "if it's the siller ye're after, a' right. I was afeared ye war ower-anxious for the experience."

Caution is the opening of the eyes, suspicion the closing of the heart.

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.

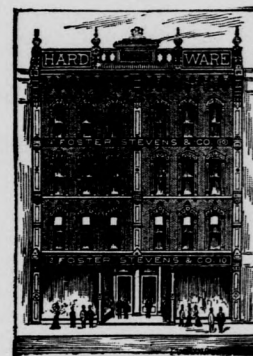
G. E. STEVENS & CO.,
324 Dearborn St., Chicago, Suite 460

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



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.

AROUND THE STATE

Movements of Merchants.

Bancroft—E. B. Stone & Co. have opened a racket store.

North Adams—Charles Payne has opened a new meat market.

Detroit—The Goodyear Raincoat Co. has discontinued business here.

Unionville—Omer Pregitzer will succeed Pregitzer & Eckfeld in general trade.

Coldwater—N. Roby, druggist, will open a paint and wall paper store here about Jan. 1.

Cassopolis—Nysewander & Vaughn succeed Peter E. Nysewander in the grocery business.

Reading—R. J. Stanfield will move his shoe stock to Quincy in company with J. C. Neufang.

Lowell—C. J. Bradish & Son have bought the stock and good will of the Ringler harness shop.

Lansing—A. E. Carman & Co. have opened a grocery store at the corner of Larch and Shiawassee streets.

Harbor Beach—Mrs. S. H. Worden will continue the clothing business formerly conducted by Brey & Worden.

Houghton—T. H. Dawson will open a new glassware and toy store and will use his old store as a storehouse.

Ann Arbor—Wm. W. Tuttle, who formerly conducted a lunch counter and confectionery store, is succeeded in business by Tuttle & Co.

Lansing—Elmer Carlton and Barnes A. Shaft have purchased the cigar and tobacco stock of A. L. Terryll at 508 Franklin avenue.

Lansing—C. H. Christopher has purchased the grocery stock of C. C. Longstreet and will continue the business at the same location.

Caro—The Davidson & Landsberg Co. will be dissolved Jan. 1 and be succeeded by a firm composed of L. Landsberg and George A. Etsler.

Ludington—H. K. Hansen, grocer at this place, has purchased the stock of the James Murray Grocery. Mr. Murray will retire from the business.

Kalamazoo—Gunton & Knowles have purchased the vehicle and implement stock of Ashton, Buckhout & Ashton, located at 120 E. Water street.

St. Johns—The clothing and furnishing business formerly conducted by Steel, Field & Steel will be continued in the future by Steel & Field.

Standish—The hardware business formerly conducted under the style of William A. Daugherty will be continued in the future by Anthony Hanses.

Nashville—E. V. Barker, of Charlotte, has rented the Clever building, recently vacated by Ackett's market, and will open a bakery therein about December 12.

Elk Rapids—H. Alpern has purchased the general stock of Harry Hirshberg and will remove his stock to that location and consolidate it with the Hirshberg stock.

Roseburg—William McIntyre, general merchant and proprietor of the Roseburg creamery, has made an assignment for the benefit of his creditors. Liabilities, \$15,000.

Battle Creek—Henry S. Platt, of Ypsilanti, has bought the clothing stock of Riley, Talbot & Hunt, at auction, the sale being by order of the United States Bankruptcy Court.

Portland—George R. Babcock has disposed of his confectionery, cigar and news stand to D. E. Phetteplace, who has conducted a general store at Vandecar for the past ten years. Mr. Phetteplace will add a line of Indian baskets.

Charlotte—F. S. Caswell, having disposed of his furniture and undertaking business at Carson City, has purchased the furniture business of W. E. & D. E. Dolson. Messrs. Dolson will now devote their entire time to the Dolson Automobile Co.

Owosso—N. G. Fenner, who has conducted a hardware store at Ovid since last spring, has moved to Corunna, where he will enter into partnership with Mr. Peabody, who has a hardware store in that city. Mr. Fenner moved his stock last week.

Coloma—Fire originating from an unknown cause Tuesday morning completely destroyed the department store stock of A. J. Kubec, the furniture and hardware stock of E. A. Hill, the harness stock of Oscar Schultz, and the millinery stock of Miss Minnie Bee, inflicting a monetary loss of \$30,000, partially covered by insurance.

Alma—Mr. Demuth has sold his interest in the grocery firm of Medler & Demuth to Charles E. Silsbee, who will retain his position traveling for the Pioneer Hat Works, of Wabash, Ind., and leave the business here under the management of Mr. Medler. Mr. Demuth will devote his entire attention to his duties as chief engineer at the sugar factory.

Charlotte—Martin A. Gibbs has disposed of his half interest in the implement business of Garber & Gibbs to Frank J. Stringham, of Battle Creek. According to the terms of the transfer, Mr. Gibbs acquires an interest in the hack business conducted in Battle Creek under the style of the Hand Transfer Line and will, therefore, reside in that place in the future.

Bangor—Dr. H. D. Harvey, who has been engaged in the drug business here for many years, has sold his stock to C. Guy Putnam, who has been engaged in the drug business at Coleman for several years. The purchaser clerked in the store for three years, from 1894 to 1897, and is, therefore, familiar with the situation. Dr. Harvey will devote his time to his peppermint farm and other business interests, after being confined indoors for over thirty years.

Manufacturing Matters.

Linden—A cheese factory will be put in operation here April 1 by Leonard Freeman, of Fenton.

Kalamazoo—The cigar box factory of W. A. Depew will be removed from Lansing to this place. A new factory will be built.

Shepherd—A new cheese factory

will begin operations here about the middle of December under the style of Downer & Howard.

Caro—The capacity of the Caro Vinegar Co. is being doubled. The company manufacture a brand of vinegar from beet sugar molasses.

Elk Rapids—Henry Pfeiffer has disposed of his cigar factory to Solomon Barsky, who came here from Russia less than a year ago, and who has since been in Mr. Pfeiffer's employ.

Ontonagon—The C. V. McMillan Co. has begun the erection of a machine shop on the island near its planing mill. Equipment has been purchased and the shop will be used for making repairs to logging and mill machinery.

Ypsilanti—It is reasonably certain that the concern that manufactures aprons for the New York wholesale house which is represented by P. F. Morris, of Detroit, will accept the proposition of the Ypsilanti Committee and bring its two factories here.

Ontonagon—The Ontonagon Lumber & Cedar Co.'s mill has about finished its cut for this season. The plant will be closed for the winter. While lake shipments have been very heavy considerable stock remains on hand and shipments will be made by rail during the winter.

Decatur—E. L. Rettig and J. G. Hirst, of Alverton, Ohio, have purchased the interests of D. J. Cary and Robert Grover in the Decatur Hoop & Lumber Co. Mr. Rettig, who is an experienced sawmill man, will move to this place and assume management of the business.

Thompson—The North Shore Lumber Co. succeeds the Johnson-Cooper Lumber Co. Fred Cooper sold his interest in the concern to Paul Johnson, the senior member, and the latter later disposed of his interest to A. M. Chesbrough and D. D. Flanner, both of Toledo, Ohio.

L'Anse—The Kellogg Switchboard Co., of Chicago, has concluded arrangements for establishing a cedar yard at this place. Several officers of the concern were here last week and ground on the bank of the Fall River, near its mouth, was secured. W. S. Crebassa, of this place, will be in charge.

Detroit—The Premier Manufacturing Co., which manufactures and sells trunks and hardware, has merged its business into a stock company under the same style. The corporation has an authorized capital stock of \$10,000, all of which is subscribed and \$2,500 paid in in cash and \$7,500 in property.

Flint—W. A. Stovell, who has been the proprietor and general manager of the Flint Custom Pant Co. for the past three years, has decided to retire from the manufacturing business and will leave this place shortly to engage in another line of business in the South. Crawford & Zimmerman have purchased the manufactured stock on hand.

Ludington—With a view to operating winters, the Anchor Salt Co. will triple its capacity. A warehouse 250 x 160 feet will be built, the storage capacity to be 185,000 barrels. The

present warehouse will be enlarged from 55,000 to 65,000 barrels capacity. The work on improvements will take all winter.

Rockford—The Rockford canning factory and appurtenances have been sold at auction by Receiver C. F. Sears to G. A. Dockeray, W. H. Hyde and H. C. Hessler for \$710. The purchasers announce that they will use their best efforts towards utilizing it to secure some kind of a manufacturing establishment to locate here.

Simmons—Three sawmills are operated by the Simmons Lumber Co., at this place. The largest has a capacity of 35,000 feet of hard or 60,000 feet of soft wood lumber daily. A pony mill is turning out 10,000 pieces of dimension material daily and at the third plant 45,000 shingles are manufactured. A drying plant, which will hold 100,000 feet of lumber on cars and is guaranteed to dry lumber free of check or warp in seven or eight days, was erected recently.

Petoskey—The W. L. McManus Lumber Co. has found it necessary to increase its facilities in order to handle its extensive business. This firm has doubled its capacity for manufacturing maple flooring. It has put up a concrete floor for a two-story warehouse, the lower floor of which will be used for maple flooring and the upper for yellow pine, sash and doors. The McManus Co. is one of the pioneer companies of Petoskey, and its lumber products are shipped to the New England States on the east and Arizona and Utah on the west and to almost the extreme southern part of the United States.

Will Hold a Smoker and Mock Trial.

At the last meeting of the Kalamazoo Grocers' Association it was decided to elect delegates for the Saginaw convention, which will be held January 5 to 8. The delegates will be chosen at the next meeting. A social session is planned for that occasion, at which refreshments will be served, followed by a smoker and a mock trial. The trial will be of a local business man, complainant another local business man, and grows out of a little incident of real life. Involved is 23 cents, a "hunk" of cheese and a dispute with a delivery boy. The session promises to be an interesting one as the grocers claim there is a point involved in the trial which is of interest to all of them.

The Boys Behind the Counter.

Hudson—Albert Armstrong succeeds A. M. Luther as clerk in the meat market of Colvin & Buck.

Calumet—L. J. Shepard, for a number of years manager of the Tamarack Co-Operative store, was recently presented with a fine gold headed cane by the employees of the store. The presentation speech was made by Abe Roberts and was responded to by Mr. Shepard.

FOR SALE

Complete grocery stock, and equity in the real estate, in a good location in factory district. Reasons, other business. If you want the best opportunity to step into a good business, see L. J. STEVENSON, of the Commercial Credit Co., Ltd.



Sonneveltdt Bros. succeed Frank Dettling in the bakery business at 104 Alpine avenue.

T. J. & L. A. Knowles, furniture dealers at Walkerville, have added a line of groceries. The Judson Grocer Co. furnished the stock.

R. D. Lamie, formerly prescription clerk for W. F. Nagler, the Howard City druggist, will shortly engage in the drug business at Butternut. The Hazeltine & Perkins Drug Co. has the order for the stock.

Wm. E. Patterson, the Ravenna merchant, has been adjudicated a bankrupt by the United States Court. In his answer he admits that he transferred the hotel property and the livery stable property to his wife, but does not offer any excuse or give any reason for such action on his part. This places the matter in such shape that the injunction against the transfer or encumbrance of the two properties will probably remain permanent, and it looks now as though the creditors would succeed in obtaining a large portion of their claims.

The Produce Market.

Apples—Steady and strong at \$3 for ordinary, \$3.25 for choice and \$3.50 for fancy. There is a moderate trade in the more staple lines of apples, but nothing exciting, as prices are fully as high as they have been and show no signs of declining.

Bananas—\$1.25 for small bunches, \$1.50 for large and \$2 for Jumbos. There has been a steady trade in bananas and the supplies were well cleaned up before Thursday. Prices are a little more reasonable than they were a month ago.

Butter—Creamery is steady at 24c for choice and 25c for fancy. Dairy grades are firm at 21c for No. 1 and 15c for packing stock. Renovated is in moderate demand at 21c. Receipts of dairy are increasing and the quality is generally fair.

Cabbage—75c per doz.
Carrots—\$1.20 per bbl.
Celery—25c per bunch.
Chestnuts—\$4.50 per bu. for Ohio.
Cranberries—Jerseys, \$11; Late Howes, \$12. The market holds firm.

Eggs—Local dealers pay 25c on track for case count, holding candled at 28c and cold storage at 21c. Receipts have been very small, and if it had not been for the storage stock it is certain that there would have been a still higher price. The abundance of storage eggs does not hold down the price of fresh as much as is usually expected. In view of the fact that the weather has turned colder it would hardly look as though the market would decline soon as the hens will not be encouraged to lay at such a temperature.

Grape Fruit—Florida has advanced to \$4.75@5.00 per crate.

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

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

Lemons—Messinas are steady at \$4 for 360s or 300s. Californias are steady at \$4.25. The demand is smaller and the season of the heavy receipts is rapidly approaching. The market is still high as compared with a year ago.

Lettuce—14c per lb. for hot house. Onions—Local dealers hold red and yellow at 75c and white at 90c. Spanish are in moderate demand at \$1.60 per crate. The market is weak.

Oranges—Floridas, \$2.75; California Navels, \$3.00. The fruit from California is showing up with a little more color and is comparatively sweet.

Parsley—40c per doz. bunches.

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

Potatoes—Country dealers are generally paying 45@50c, which brings the cost of stock up to about 55c in Grand Rapids. Local jobbers sell in small lots at about 65c. There has been little change in the market. It is probable that the colder weather will tend to stiffen the market to a certain extent but the warehouses in the cities and through the country are so well filled that it will be some time at least before it will be necessary to handle large quantities of potatoes. It is possible that some cars were frosted by the cold wave, but not many were unprotected at that time.

Quinces—\$2 per bu.

Squash—Hubbard, 1c per lb.

Sweet Potatoes—\$3.50 per bbl. for kiln dried Illinois Jerseys.

Death of Julius Hannah.

In the death of Julius Hannah the banking, mercantile and manufacturing interests of Traverse City and Northern Michigan lose a man who was a tower of strength. Carefully educated and trained by his father to take up the work of managing the varied interests of the Hannah estate, he quietly and effectively entered upon the work without ostentation and gave no outward indication of being exalted by the important position he was called upon to occupy. Modest in his methods and unobtrusive in his demeanor, he retained the friends of his youth and readily made friends of everyone with whom he came in contact. His untimely death leaves a wide gap in Traverse City, which only time can efface.

In connection with the funeral Sunday, the Old National Bank did a very graceful act, entirely characteristic of the institution, in running a special train to Traverse City to enable its directors and a few other invited guests to attend the service. This was done by the Bank on account of its long-time relations with the First State Bank and the Hannah family.

H. Vinkemulder has returned home after a fortnight's trip to Northern Wisconsin and the Upper Peninsula. He visited the property of the Turtle Lake Lumber Co., the Vilas County Lumber Co. and the Michigan Timber Co. While stopping in Marquette county, he succeeded in killing a doe, which he has been dividing among his friends.

The Grocery Market.

Sugar—Raw sugars are not quite so strong. The refined market is unchanged, except for the fact that the Federal refinery has moved up 10 points and is now on a level with the other refiners. Indications seem to justify the prediction that if there is any change it will be a decline of 10 points, either in the list or the actual selling price. The demand for refined sugar will be light for the remainder of the year.

Tea—No new development has occurred and no change in price or in any other feature of the market. The tea market will be quiet until after the first of the year.

Coffee—The deliveries on December sales were large, being estimated at 300,000 to 350,000 bags. This had little effect on the option market, however, and there has been only a little effect on the option market, last report—a slight decline. The statistical position of the market remains very strong, and judging by it, the market is a good one. The belief seems to be prevalent that the present level will be maintained for the time being. The demand for coffee is very heavy, as it should be at this season. Higher grades of bulk goods are taken in larger quantities than ever before, while other grades are doing their share.

Canned Goods—Tomatoes appear to be hard to move according to Eastern reports. However, there seems to be less anxiety among holders to find buyers than there was at the beginning of the week. On account of its low price in comparison with that of other staples the consumption of corn has been and continues to be very large and there is a constant demand for good stock. Buyers' views of prices, however, are low and at the same time they are disposed to be critical of quality. On the other hand, as a result of the absorption of the very large supplies that were pressing for sale and the unabated interest in all parts of the country holders are somewhat firmer in their views. Next to corn the article most in demand is peas, and of that also offerings at prices within buyers' limits have been very greatly curtailed of late, and for the reason that supplies of cheap goods have been very closely cleaned up. Salmon is moving fairly into consumption, the low prices at which distributors are able to offer red Alaska to the consumer creating a wider sale for that grade than has ever before been known. Still, stocks in the hands of the smaller as well as the larger jobbers are very much heavier than under ordinary conditions owing to the special prices and terms made several months ago, and, while stocks remaining in first hands are exceptionally small for the season they are doing little, if any, new business. American sardines are quiet. Rumors of an attempted organization of packers with a view to advancing prices are said to be absolutely without foundation.

Dried Fruits—Raisins are in fair demand only, both loose and seeded. It is beginning to be apparent that the low price of foreign Valencias has

cut very deeply into the California trade. Sultanias are selling fairly well at considerably below the opening. Apricots are in light demand at advanced prices. Apples are very high and in moderate demand. Prunes are just commencing to sell a little, but they are still quiet. Buyers, however, are adjusting their ideas to the advanced market. The coast is firm on the basis quoted last week, which means an eventual advance in secondary markets. Peaches are quiet and high. Currants are in good demand at unchanged prices. Stocks are light for the season.

Syrups and Molasses—All varieties of molasses and syrups are moving out freely. Compound syrup is unchanged and in good demand; no prospects of any change. High-priced fruits should make this a good syrup year. Sugar syrup is quiet and unchanged in price. Good molasses is still scarce, although unchanged in price. The demand is good.

Rice—Rice is quite apt to be neglected at this season in favor of the fancier lines of groceries, but it is becoming such a staple that the sales probably show an increase over the corresponding period of a year ago. The market is firm, especially on medium and lower grades.

Fish—Cod, hake and haddock are unchanged and in fair demand. Salmon are unchanged and very dull. Whitefish and lake fish are quiet at ruling prices. Herring are firm and unchanged.

Morley to Work for Improvements.

Morley, Dec. 5.—At a meeting held at the bank building, for the purpose of acting upon the matter of organizing an association to promote the interests of the town, the constitution and by-laws drafted by a special committee were unanimously adopted by the members. The organization is to be called the Morley Improvement Association, and every citizen of Morley or vicinity who desires to work for the town and environs may become a member by application to the Secretary and conforming with certain clauses contained in the by-laws. The permanent officers are to be elected January 1.

Output of Thumb Country Cheese Cornered.

Port Huron, Dec. 5.—At the last meeting of the Retail Grocers' Association, held at the office of F. Saunders & Co., it was announced that all of the cheese factories in the Thumb country had disposed of their supplies, and that the product now on hand is in the possession of speculators, and that the price is liable to advance. The cash system was also discussed at considerable length, and laid over until a future meeting. From present indications it will not be adopted for some time to come.

W. H. Adams, formerly employed as stenographer for H. F. Vories, Vice-President of the National Biscuit Co., in Chicago, has been transferred to the Grand Rapids branch and will occupy a similar position with Local Manager Plumb.

WINDOW TRIMMING

The Christmas Spirit Is Finally Abroad in the Land.

Each year is but a repetition of the one that trod on its heels.

The Christmas spirit does not seem to make itself manifest until about three weeks preceding that momentous occasion, and then begins the hurly burly hullabaloo of preparations that should have begun twice as long beforehand. Each year sees anxious skurrying hither and yon in quest of gifts, or the makings of them, that should have received attention long in advance of the time they are needed.

Merchants everywhere are commencing to show their very choicest merchandise inside the store buildings and at their eyes. The latter are eagerly looked into by those wise ones who are not going to be quite so foolish in procrastination of purchasing as mayhap they have been in times past, and are making their plans accordingly.

Much the same general assortment of what are called "holiday goods" is displayed each year. There are always the silly little gimcracks to attract those of small purses and less taste, the unmeaning riff-raff on which so much "easy money"—and hard-earned, too—is annually wasted—thrown to the dogs. 'Tis a pity that there isn't some sort of school in every town and village throughout the land to teach people how to spend their money judiciously. And especially at Christmas is such an one needed, when pocketbooks are opened more freely than at any other time in all the year.

Walk up and down the street. In the jewelry windows you will see exhibits of artistic goods—things worth having. And in the picture stores and dry goods places is to be found considerable of merit. But how much—oh, how much—trash, just trash is to be seen on every hand.

* * *

A window full of many articles of the same sort is always likely to draw notice to itself.

Peck's west window is an example of this sort, where Rexall Remedies are on view. A pasteboard fence about 20 inches high forms the background. In and out of the slats are twined artificial roses and leaves. A pasteboard cow—a Jersey—stands at the left, the collar decorated with a twig of the foliage. If there had been a rose on the piece of green the effect would have been funnier. Cartons of the Remedy are strewn at intervals on the floor of the space. The glass itself has a fence pasted on it, through the boards of which one looks at the exhibit. The bars hide the latter somewhat, and this whets the interest of the passer-by to see what is inside. They are common white paper, like newspaper, printed to represent an old board fence. The floor is covered with crepe paper of a pale yellow tint. It should

have been some other shade to harmonize with the deep pink of the roses. I suppose the fences and the So-Boss are furnished by the Rexall people.

A proper window for a change.

* * *

The shoe stores are putting forth every effort to have a fine Christmas trade. The Certificate Plan is an excellent one to sell goods at this season. It saves much of the annoyance of exchanges later on. Shoes and slippers make a very acceptable gift and their sale should be pushed for the next few weeks for all there is in it. Better shoes and more of them are bought now than at any similar length of time during the year.

* * *

Many beautiful presents may be fashioned of ribbon. The Boston Store is taking advantage of this fact and is showing an exquisite line, one of their six big windows being devoted entirely to these lovely goods. Another section has chimneys of red brick, with a fat Santa Claus in the top of one of them. The window is taken up with toys and other suitable gifts for the little folk.

* * *

Foster, Stevens & Co.'s windowman, Mr. A. Haines, has "done himself proud" on a holiday display, which includes some of the choicest goods to be found in the city. The electroliers are dreams of luxury and would gratify a very expensive taste. Dainty Haviland and English china is especially appealing to the woman of refinement, and it is here in profusion and very beautiful.

The china dealers should have no cause for complaint at the Yuletide season.

Recent Business Changes in the Buckeye State.

Cincinnati—Walter Bleisi is succeeded by Wm. M. Wiebold in the retail drug business.

Cincinnati—Elias Glas, of Glas, Bloom & Co., commission fruit and produce dealers, is dead.

Cincinnati—Ogden Meader, Jr., continues the business formerly conducted by Meader & Poehner, manufacturers and wholesale dealers in stationery.

Cincinnati—The clothing manufacturing business formerly conducted by Oppenheimer, Seasongood & Co. will be continued in the future by Oppenheimer, Seasongood, Guiterman & Co.

Cleveland—Louis Madadlia has disposed of his interest in the Leader Skirt Co., which does a manufacturing business, to Louis Weiss.

Cleves—J. S. Ingersoll is succeeded in the hardware and grocery business by Edwin Wilke.

Dayton—The Conover Produce Co. has merged its butter and egg business into a stock company under the style of the Conover Creamery Co.

Dayton—The National Tank Co., which conducts a manufacturing business, has been incorporated, with an authorized capital stock of \$25,000.

Marysville—F. E. Weckel has sold his shoe stock to H. S. Watkins.

Lima—A receiver has been appointed for C. W. Mooney, grocer.

Toledo—Mrs. B. Molloy is succeeded in the grocery and meat business by D. Molloy & Co.

Wadsworth—Mrs. Julia Overhold is closing out her stock of dry goods and notions.

Cleveland—The creditors of Morris Krieger, dealer in boots and shoes, have filed a petition in bankruptcy.

Cleveland—Max Jenzsch has given a bill of sale on his bakery and grocery stock to Caroline Jenzsch.

Toledo—M. I. Wilcox, of the M. I. Wilcox Co., ship chandler and manufacturer of awnings, is dead.

Xenia—The Xenia Shoe Manufacturing Co. has bought the real estate and machinery of the Buckeye Shoe Manufacturing Co., which ceased business some time ago. The Xenia Shoe Manufacturing Co. leased the building and machinery of the other company eighteen months ago, with the privilege of buying the property at the expiration of the lease Nov. 1. Under this agreement the property was bought and the deed for the real estate has been executed, the consideration being \$7,211.93. The machinery and other equipment was also bought. The present company will continue, as it has been doing since the property was leased, to use the machinery of the old company for its higher grades of ladies' shoes, the manufacture of boys' shoes having been abandoned since the Buckeye Co. went out of business. The property transferred is the higher part of the factory and buildings and adjoins that of the present company, the buildings being practically one.

ESTABLISHED 1872.



HATS At Wholesale

For Ladies, Misses and Children
Corl, Knott & Co., Ltd.
20, 22, 24, 26 N. Div. St., Grand Rapids.

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

No Market Excels Buffalo on Poultry

Looks like 18 and 20 cents for fancy scalded dressed Turkeys for Christmas. Dux 15-16, Geese 12 1/4-13, Chix 13-14 and Fowls 12-13 will do well in consequence of high turkeys. UNSURPASSED SERVICE. 36th year. Ref.—Third Nat. Bank and Berlin Heights Bank, Berlin Heights, O.

BATTERSON & CO., Buffalo

We have the facilities, the experience, and, above all, the disposition to produce the best results in working up your

OLD CARPETS INTO RUGS

We pay charges both ways on bills of \$5 or over.
If we are not represented in your city write for prices and particulars.
THE YOUNG RUG CO., KALAMAZOO, MICH.

Quinn Plumbing and Heating Co.

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

FOOTE & JENKS

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

Sold only in bottles bearing our address
FOOTE & JENKS' JAXON Foote & Jenks
Highest Grade Extracts. JACKSON, MICH.



Convex and Flat Sleigh Shoe Steel,
Bob Runners and Complete Line of Sleigh Material.

SHERWOOD HALL CO., LTD.

GRAND RAPIDS, MICH.

Holiday Hardware Most Active Line in Market.

While the greatest activity in the hardware market is now confined to holiday goods, there is still a moderate amount of business in staple lines, and the falling off in the demand for general hardware is considerably less than usual at this season of the year. The fact that no serious snow storms have yet checked the free transportation of goods from manufacturers to jobbers and retailers has tended to keep the market exceptionally brisk far beyond the usual time.

The continuance of clear open weather has also been favorable for building operations, both in city and farming communities; the demand for builders' hardware is still active and manufacturers are behind in making deliveries on outstanding contracts. The volume of business in this class of hardware breaks all former records and the repeated advances in pig iron, steel, copper and other raw materials have insured the maintenance of present prices for some time.

Unless there is some sudden halt in the upward movement of ingot copper prices it is expected that the prices of sheet copper and copper rods will soon be advanced. Similar advances in the prices of all sheet metal goods are also expected as a result of the general advances in the raw pig metals. Although the official prices of screws were reaffirmed at the recent meeting of the leading manufacturers, held in this city within the last week, it is likely that higher quotations will soon be announced for these products. While some jobbers are inclined to shade the prices of enameled ware as a result of overproduction, the undertone of the market remains about steady. Horse-shoers' supplies continue active, and the demand for all descriptions of wagon and implement hardware shows no signs of abating.

Committees in Line for Action.

Saginaw, Dec. 5—The local association, which will undertake the entertainment of the Michigan Retail Grocers' and General Merchants' Association on Jan. 9 and 10, has created the following committees for that purpose:

Executive—H. J. P. Graebner, chairman, L. Schwemer, Chas. Christensen, J. W. C. Pendell, Victor Tatham, P. F. Treanor, W. H. Lewis.

Hotel—Fred J. Fox, chairman, J. S. Symons, J. W. C. Pendell.

Transportation—A. D. Spangler, chairman, W. C. Phipps, H. B. Burdick, Chas. Schwartz, Alfred Alderton.

Printing—Ludwig Schwemer, chairman, J. S. Symons, Fred J. Fox.

Music—J. W. C. Pendell, chairman, H. J. P. Graebner, Victor Tatham.

Banquet—Ed. Mann, chairman, Otto M. Rohde, Geo. Holcomb, John Doerr, J. P. Derby, Jr., Rudolph Otto, W. H. Lewis, L. Schwemer, Jason Clark, L. G. W. Kohn, Ed. Schust, Frank J. Wolfarth.

Entertainment — P. F. Treanor, chairman, Jos. Pardridge, Chas. Christensen, O. A. Kynast, L. Schultz, G. W. Myers, A. D. Phillippe,

W. H. Meader, Fred Spatz, Chas. Alderton, Albert Kurtz, W. H. Bennett, W. H. Pendell, W. L. Sweet, Jos. Price, Chas. Rimmelle, P. P. Heller, Chas. Kitchener, F. W. Perry, J. E. Zimmerman.

Chances for Women Increasing.

Women who believe that they stand no show with men in the better class of businesses may take courage from their sisters in Pittsburgh. Over a hundred women there are employed in good positions in banks and are engaged in an effort to persuade their brothers to take them into the Bankers and Bank Clerks' Benevolent organization. There is a vocation that a few years ago numbered only men in its ranks and in some places they still have an antipathy to ad-

mitting girl stenographers within the sacred walls of banking institutions.

There are scores of vocations open to women and it only requires the ability and adaptability in the sex to make them earnest and successful competitors of the men. As wage earners the girls are not compelled to be ribbon counter girls or stenographers, although the latter craft offers opportunities to those possessing alert brains and skill. It is also a good beginning for a young woman designing to enter upon a business career. From the six-dollar-a-week stenographer to Mrs. Hetty Green, mistress and manager of her own millions, there is a long road, but there are many good paying positions in innumerable vocations intermediate

Resources of Journalism.

The office boy came running into the sanctum of the Spiketown Buzzard in great excitement.

"Mr. Clugston," he said, "you know that picture of the 'Sunrise on the Rocky Mountains' that you locked in the form a little while ago—

"The big iron wrench fell on it just now an' made a dent in it as big as a half dollar."

Editor Clugston passed his hand across his forehead, as he was wont to do when in deep thought.

"Boy," he said, emerging in triumph from his mental struggle, "turn the cut bottom side up and change the title of the picture to 'Night.' There isn't a doggoned subscriber on the list that'll know the difference."



The Nation's
Lovers of a Good Smoke Call
for the

BEN-HUR CIGAR

Forty years of practical tobacco experience has had much to do with bringing out the **Ben-Hur** and keeping it for a score of years up to 10c value and down to 5c price.

None but those widely informed regarding tobaccos can appreciate the difficulties in the way of successfully making a cigar that can be maintained at the high quality that **Ben-Hur** cigars have always shown. Why, think of the scores of brands which have appeared within five years that are now down and counted out because the quality pace they started with could not be kept up.

Th's unvarying goodness, Mr. Dealer, tells the "reason why" for the steady demand for this brand.

Worden Grocer Co., Distributors
Grand Rapids, Mich.

GUSTAV A. MOEBS & CO.
Makers
DETROIT, MICH.

THE BEN-HUR CIGAR

at 5c

Pleases 10c Tastes

There's Not a Poor One in a Million



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

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Sample copies, 5 cents each.
Extra copies of current issues, 5 cents;
of issues a month or more old, 10 cents;
of issues a year or more old, \$1.

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, December 6, 1905

THE BALANCE OF POWER.

It is a sound maxim that the proper function of diplomacy is not to make war, but to make peace and secure its continuance. Certainly no public servant can be more usefully employed than in the preservation of good neighborhood between the nations. The maintenance of immense military armaments by the great powers, however, proves that they have not yet reached the stage of perfect mutual confidence. It has been the policy of European statesmen generally for some four hundred years to secure by a "balance of power" immunity against the aggressiveness of any one dangerously strong state. The ancient world had been governed by a succession of mighty empires—Assyrian, Persian, Grecian, Roman. From time to time Europe has been menaced with a recurrence of that condition. A writer who signs himself "Perseus" says, in an article contributed to the current number of the Fortnightly Review: "The memory of the overshadowing dominion established by Charles V. was the original cause of the policy of keeping Germany divided pursued by Richelieu and his successors, and that memory influences French political thinking to this day. Our Henry VIII. inaugurated the dominant tradition of English foreign policy. He supported France and the Emperor alternately until the latter obtained a decisive superiority. Thereupon we leaned our weight steadily to the other side, and The Field of the Cloth of Gold (an event perfectly comparable with King Edward's visit to Paris) marked the beginning of a permanent English resistance to the omnipotence of Spain. But why did Spain fail? The answer at the moment of the Trafalgar centenary deserves our closest attention. She failed because Philip II. drove into revolt the Dutch maritime provinces upon which his sea power rested, for the essential condition of an irresistible predominance is that military and naval power should be concentrated in the same hands." "Perseus" observes that Richelieu grasped the importance of this point; but, being unable to create a first-class naval power, could only secure by military and diplomatic means the national basis upon which maritime

ascendancy might be subsequently established. Colbert, under Louis XIV., set about creating the naval means of universal monarchy, but the Grand Monarque frustrated that scheme by plunging prematurely into European wars. "The league of England and the Netherlands was the soul of the coalition against the attempt of le Roi Soleil to establish an irresistible predominance; and it brought the magnificent fabric of Bourbon ambition to the ground in the struggle by land and sea, which ended in the financial exhaustion of Holland, as well as of France, and kept military and naval ascendancy divided more effectually than ever in Europe by the definite transfer of sea power to this Island. Napoleon renewed the efforts of Louis XIV., and Trafalgar, once more destroyed the attempt to create an irresistible predominance based upon an unchecked combination of fleets and armies."

"Perseus" remarks that the present German Emperor is in his turn checked by the inadequacy of his sea power. Fleets are not built in a day, and Great Britain is intent upon maintaining her naval supremacy. At the recent meeting of the German Colonial Congress General Liebert said: "When Germany stands predominant both by sea and land, then will the motto be fulfilled. The twentieth century belongs to the Germans." No one nation is now predominant on both elements, but "Perseus" apprehends that the German Emperor seeks to hasten results by forming combinations which would place the French Navy at his service: "Russia is a military empire, but must remain for generations a subordinate naval factor. The United States aims at maritime preponderance, but not at military domination. France occupies—and if left to her free will must continue to occupy—a purely defensive position on both elements. The German Empire is the only modern state which is attempting, or can attempt, to concentrate both forms of fighting power in the same hands. The Kaiser's Morocco policy is essentially the policy of Philip II., of Louis XIV., of Napoleon. But wiser than these, German policy thoroughly understands the necessity from its own point of view of preserving the peace of the continent upon its own terms until the German fleet holds the balance of naval power and can give the presumption of victory upon whichever side it may incline itself. If France could be compelled or induced to aid these schemes—lest a worse thing should befall her—under the pressure of such threats and temptations as have been employed since last May, the Teutonic attainment of naval as well as of military supremacy would be extremely probable; Russia would be forced into Asia; the twentieth century would, in fact, belong to the Germans, and the Kaiser would be able to say, 'L'Europe, c'est moi.'"

The view of German policy thus stated by "Perseus" is shared by a number of other British publicists; but other writers—compatriots of "Perseus" and not inferior in point of intelligence—are inclined to re-

gard it as an exaggeration of the truth. Prince Bulow, the German Chancellor, in a recent communication to the Paris newspapers, declared that the present grouping of Europe was perfectly compatible with friendly relations between countries which, for particular purposes, were in different groups. No one asserts that there is any existing *casus belli* between Germany and Great Britain, and there are some very serious reasons why the German Emperor should endeavor to avoid war with any of the great powers at the present time. He declares that it is his sincere desire to preserve the peace of the world, and to forward by peaceful means the material development of the German Empire. At the same time, he gives notice to all whom it may concern that he will be prompt to resist with the sword any attempt that may be made to oppose the accomplishment of this perfectly legitimate purpose. J. A. Spender, editor of the Westminster Gazette, says in the same number of the Fortnightly in which "Perseus'" article appears: "The things that are in dispute are vague, large and unsubstantial—such stuff as nightmares are made of—and they can neither be settled on paper nor reduced to paper. The talk of an Anglo-German rapprochement, moreover, would probably defeat its own purpose in the present sensitive condition of Europe by creating a fresh set of suspicions in another quarter. What we need in the case of Germany is not to make understandings in the diplomatic sense, but to remove misunderstandings in the ordinary sense."

SOUND AT THE CORE.

The New York Times, commenting on Ex-President Cleveland's article on "The Integrity of American Character," published in Harper's Magazine for December, expresses the opinion that it is not true that the demoralizing influence of an excessive eagerness to amass wealth is "especially strong here and now." "We have heretofore given our reasons," says the Times, "for holding that this belief in the particular avariciousness of their own times which aging or aged men have formed and expressed in every generation of mankind of which history bears record is erroneous. If it have any more foundation in this country and at this time than in any other country and at any other time, that is because, with the immense industrial expansion of this country, the purely mercantile standard of success tends more and more to impose itself." But explanations are not excuses, and this defense, although it begins with criticism, very nearly ends with confession. Mr. Cleveland's age is not accountable for that long array of disgraceful disclosures with which the whole country is sadly familiar, and which certainly furnished abundant occasion for his calm reference to the peril that most of all menaces the security of American civilization. The condition that has excited Mr. Cleveland's uneasiness has startled and alarmed thoughtful people everywhere in the United States and has not altogether

escaped caustic comment abroad. He is indeed within the bounds of careful and moderate expression when he says: "It will doubtless be generally admitted that the departures of the American people from the way originally ordained for them were never so common and never so disquieting as at present." This is not a charge that unscrupulous greed is everywhere prevalent in the land or that a majority of the people are willing to condone either malfeasance in office or unfaithfulness in the discharge of fiduciary obligations in business life. It is simply a charge that such violations of duty are no longer uncommon in this country, although it leaves the obvious inference that the guilty in such cases have counted upon ignorance, the indifference or the political impotence of their fellow-citizens.

The great question, after all, is whether the people have yet lost the power to protect themselves against the evils which give point to Mr. Cleveland's article. He believes that American character is still sound at the core, so far as the great majority of the people are concerned. And he has not neglected to call attention specifically to the facts that have led him to the cheerful conclusion that the American character has received no disabling wounds or hurts. "It can," he declares, "be relied upon to save our institutions, if its moral fiber is not further weakened by the creeping corrosion of greed or wicked neglect. And these can not occur if the masses of the American people are watchful, faithful to their great trust, and in all things patriotic."

The fact that the greater part of the wrongdoing which recent investigation has brought to light has resulted from an abuse of political power and party influence, from conspiracies entered into by bad men in politics on the one hand and bad men in business on the other, shows that the remedy is in the hands of the people. It may be impossible to keep bad men out of business, but it is not impossible to turn politicians of a certain class out of office and to stamp out once for all that infamous system of spoils which has bred and fattened 99 per cent. of all the scoundrels who have disgraced American politics since it first came into vogue up to date. The people have but very lately shown that they know how to get rid of their party bosses when once they are sufficiently aroused; but, unquestionably, they have a vast deal yet to do. The long tale of graft, of blackmail, of treachery to friend and foe, with its rogues' gallery of eminent statesmen and brilliant financiers which has been appearing serially now for so many weeks in the daily papers, is still to be continued. Its wicked heroes compose a motley line reaching from the loftiest heights to the lowest depths of society, but standing all on one moral level—all in politics and all in business.

It is a good sermon that stays with a man when he is swapping horses.

Some people think to redeem a bad day by dreams of heaven at night,

THE ISLAND EMPIRE.

Impressions of a Grand Rapids Man in Fair Japan.

Tokio, Nov. 3—I do not know whether your readers will be interested in this part of the world or not.

Mr. Winchester and I left San Francisco Oct. 12 for a tour of the world. Our outward bound boat, the Pacific mail steamer "Korea," had just brought the Taft party on the quickest run ever made from Japan to the States—thirteen days and ten hours. We were loaded full—every stateroom had three passengers—but the food was good and the decks for promenading were roomy. The first day was rough, but others were as smooth as Reed's Lake.

We arrived at Honolulu on the morning of the sixth day, having come south from 40 to 23, Honolulu being on same latitude as Puerto Rico. It has a fine dock, at which we landed, and is up-to-date—clean streets, good buildings three to six stories high, built of brick and stone, stone engine house, equipped like our best engine house, hotel equal to the Morton House, and a street car system as fine as any in the States.

We went in surf bathing; had a carriage drive to Domon Head, which would be a delightful spot to spend the winter. The sugar crop of the Island for 1904 was 102,019 tons, valued at \$24,359,000, one estate, "Ewa," which has yearly produced 31,696 tons, producing fifteen tons to the acre. The plantation is artificially irrigated by seven pumping stations, with a capacity of 69,750,000 gallons per day; but they are constructing a great reservoir up the mountains and it is the plan of the company to store up all water possible during the rainy season.

Leaving Honolulu on the evening of the 18th, we had balmy breezes and a calm sea with June days for the next eleven days, reaching Yokohama on the morning of the 29th. This is a land-locked harbor, something like Duluth, but large boats can not run up to the dock and are unloaded by lighters and passengers go ashore in steam launches. I counted fifty large vessels at anchor from all parts of the world, to say nothing of the smaller ones. The city has fine hotels, the Oriental and the Grand. The jinrikishas, as seen for the first time, were a great novelty. Their charges are 15 cents for the first hour, 10 cents for the second, or 60 cents per day, and they go on the run all the time, making in the narrow streets much better time than could a horse and carriage. The streets are clay streets, smooth and solid, and, as there are but few horses, they are very clean. The money of the country is easy to figure: Paper, one yen and up; silver, 50 sen, 20 sen, 10 sen, 5 sen; copper, 2 and one sen. A yen is 50 cents American; a sen is one one-hundredth of a yen, or ten sen is 5 cents American. The stores are what we would call "on the doorsteps"—streets narrow, each shop having about 12 feet frontage, and in this front shop or room 12 feet square will be sitting, cross legged, half a dozen workmen

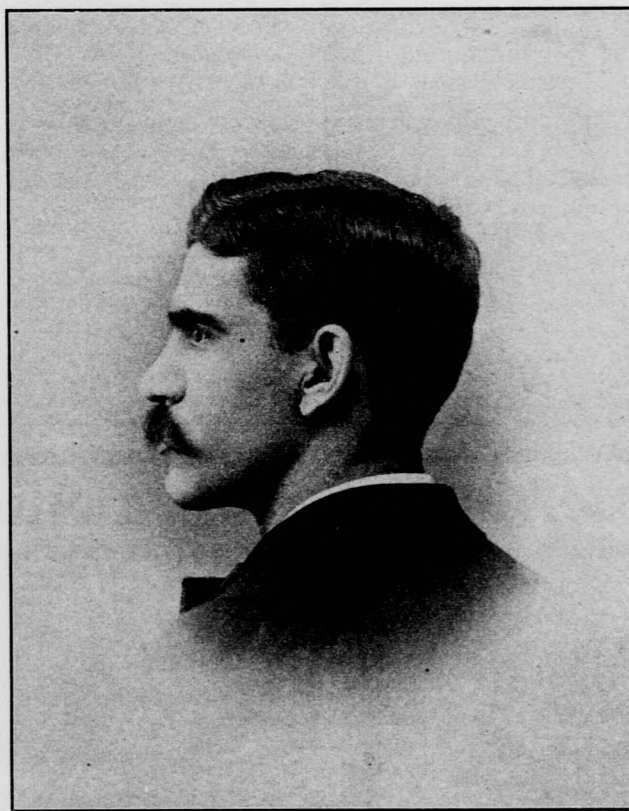
with goods around and above them. They occupy for the same amount of display about one-fifth the space that an American store would take, with all the work apparently done in the front room. In the same row will be found, next to each other, a tailor shop, a grocery, a carpenter shop, a butcher's, a blacksmith's, a bakery, etc. And babies! You should see them. It seemed to us that every other woman and girl had a baby on her back, and the streets are full of children playing, all good natured and happy. We saw them playing hopscotch, one little girl of about 10 years with a four-months-old baby on her back hopping around on one foot as easily as I could. They certainly are strong, and, from the number of children and babies and half-grown boys, could keep the army recruited indefinitely. The soldiers and

it is eighteen miles, through rice fields and market gardens all the way. We called on Mr. Griscom, the American Minister, and were invited to a reception he was giving to Admiral Togo, the invitation reading as follows:

The American Minister and Mrs. Griscom Request the honor of Mr. Follmer's and Mr. Winchester's company to meet Admiral Togo on Wednesday, Nov. 11, at 8:30 o'clock.

At this reception we met, shook hands with and had about five minutes' conversation with each of the following: Marquis Ito, Admiral Togo, Vice Admiral Kamimura-Dewa-Kataoke and Ijuin—the experience and opportunity worth a trip to Japan.

We have stopping at our hotel the



C. C. Follmer.

sailors are just returning. I think we Americans have a wrong idea of their size. They are not tall but are good size, and will average, I believe, 150 pounds in weight, are well put up and have good bright faces. They certainly look fit.

We had the pleasure of attending a reception at Yokohama, given by Mr. Wong-Kai-Kah, the representative of the Chinese government in Japan and Commissioner to the St. Louis Exposition, a graduate of Yale in the same class as Lucius Boltwood. We first had tea, then about a dozen different kinds of small cakes and candied fruits. I think we had four plates passed, each with three different kinds of cake, finishing with ice cream. The host's two daughters and two sons all speak English nicely. It was quite an experience for us.

From Yokohama to Tokio by train

Alexellff, sent here by the Russians to superintend the return of the Russian prisoners, of whom there are here, they say, about 70,000.

Tokio is a bright, up-to-date city. There are a number of wide streets. The government buildings of red brick and gray sandstone are large and built on the American style. The palace is surrounded by three different moats and walls, the outer one fifteen miles around, then a strip of land, then another moat and high wall, then more land and another moat and high wall, then the palace grounds. Waterways or canals run into the different parts of town like streets, and goods are loaded and hauled around from one point to another by small boats propelled by poles.

To-day is the Emperor's birthday, but on account of the very great expense of the war, as well as to quiet any dissatisfaction on account of receiving no money from the Peace Settlement, there are no festivities—certainly a wise move on the part of the administration. The following is speculative, and given as the views of an old resident and French merchant of China, who says he looks for a financial crash in Japan soon, giving the following reasons, after their victory looking for a large indemnity: Prices and stocks were boomed, raw silk going to such figures that, anticipating the inability of the Japs to hold it, foreign dealers are selling it short, expecting a drop in price. This merchant, who has been in Japan and China in the wholesale business for eighteen years, also says that he looks for a war between China and Japan inside of two years, on account of the chip on Japan's shoulder, as well as the dissatisfaction of China over the former victory of Japan when she whipped China.

C. C. Follmer.

People who scatter sunshine cannot live in shadow.

A little sin may be the seed of a large sorrow.

Are You Looking

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

Torpedo Granite Ready Roofing

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

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

Established 1868



Special Features of the Grocery and Produce Market.

Special Correspondence.

New York, Dec. 2—Never in the history of trade has the grocery business been as active as this season. It is a toss-up whether any more orders be taken for the next fortnight or not. The passage-ways and walks are so crowded with boxes going to all parts of the country that one can hardly get past, and as to finding anyone with time enough to talk, they are not present. That tired feeling which will last until the end of the year promises to result in many break-downs, and it may be well to have two vacation periods in the year.

For a brief time coffee seemed well on the way to quite a substantial advance, owing mostly to more favorable advices from Europe; but later on came some reaction, and as this is being written the conditions are about the same as prevailing when the last letter was sent. The best that can be said is that spot stock is steady, but sales, as a general thing, are of rather small quantities, and this very likely to be the case to the end of the year. In store here and afloat for this port, Baltimore and New Orleans there are 4,610,321 bags, against 4,051,057 bags at the same time last year. The crop receipts at Rio and Santos from July 1 to Nov.

30 are now larger than last year at the same date, aggregating 7,000,000 bags, against 6,929,000 bags in 1904. West India coffees are steady, but no especial activity prevails. Good Cutcuta is worth 9½c and good average Bogotas, 11c; East Indias are steady and unchanged.

Holders of teas seem to be confident as to the future, but at the moment there is a very light run of trade and buyers take only sufficient to keep up assortments. Package goods are being more and more called for and seem to be the coming thing in teas.

Sales of rice have not been very large, but the market is firm and holders are not at all disposed to make any concession. Naturally rice is neglected at this time as attention is so largely taken up with holiday goods. Fancy head, 5@5½c.

There was a pretty active Thanksgiving Day trade in spices. Pepper is especially well held and full rates obtained with every sale. Stocks are controlled by a few hands and buyers have to pay full figures on every purchase. Cloves are about unchanged, but are firm, with Zanzibar 13¾@14c.

Open-kettle molasses is very firm. Many orders have been received and the buyers are paying full figures for every purchase. Centrifugal sorts are in very good supply and quotations have been slightly shaded. The range is from 16c through almost every fraction to 28c for prime. Black strap is firm at 10@10½c. Syrups are quiet and without change.

For some time canned goods have been rather left behind in the general holiday flurry. Those who looked for dollar tomatoes were quite disappointed as a reaction carried them down to 80@85c. From this there has been reaction again, and at the close 90c is generally quoted for Standard 3s. Corn is rather quiet, although prices are steady and the general condition favors holders. Western stock is quoted at 65@75c, and from this the range is 70@85c for New York stock up to 90c@1.10 for Maine. Salmon have been rather quiet for a month, and most of the call is for cheap grades. Pacific coast fruits are selling freely at this time and retailers are pushing the same in their general holiday business to a greater extent than ever.

Fancy creamery butter is rather limited in supply, and yet there seems to be enough to meet all requirements. For some reason this is a rather dull year for the butter trade, and dealers are not feeling in a very amiable frame of mind. Best Western creamery will not fetch over 24c; seconds to firsts, 19½@23c; imitation creamery, 18@19c; factory, 16@17½c; renovated, 17@20c.

No change of importance has taken place in the cheese market and the general run is rather dull, although quotations seem to be quite well maintained on the basis last noted—13¼c for small size full cream N. Y. State stock, for either white or colored. A little enquiry has been made by exporters, but they want something awfully cheap.

Eggs are still scarce so far as the top grades are concerned, and the cold wave will probably boost them still higher. Forty cents is the quotation for near-by selected fancy white stock; best Western, 32c; average, 30@31c; seconds, 26@28c.

Muskegon Considering Another Bonus Fund.

Muskegon, Nov. 5—The annual election of the Muskegon Chamber of Commerce resulted in the selection of Samuel Rosen as President for the third successive yearly term. During the two years he has held this office, four new industries which in full operation will furnish employment for more than 1,200 operatives have been secured.

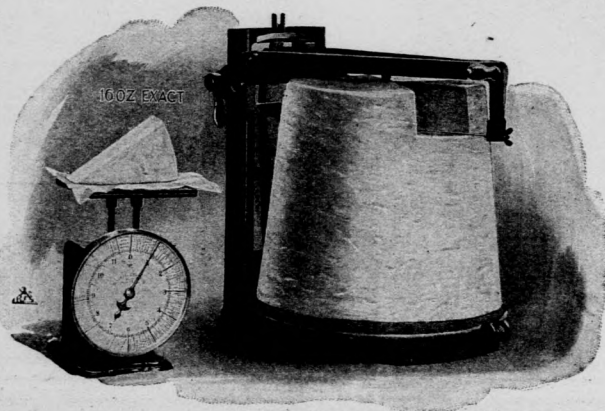
At the annual meeting of the directors a number of subjects were discussed, the most important being the matter of submitting to the electors of this city the question of raising another factory bonus fund of \$100,000 or possibly \$200,000.

The bonus fund of \$100,000 voted two years ago is now so nearly used up that the Chamber of Commerce can not do much more in the way of getting new industries on the plan hitherto followed. It is probable that the question will be submitted to vote at the election next spring.

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

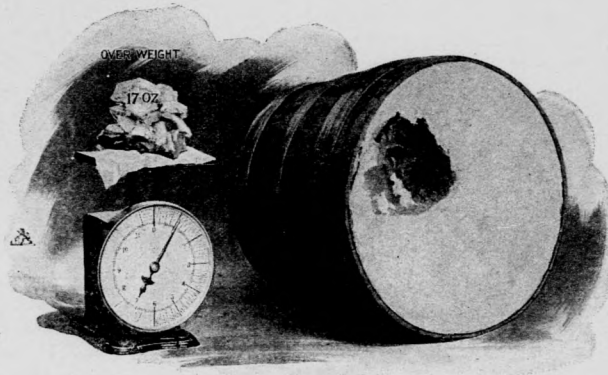
Turn a Certain Loss to a Sure Profit

Save Two Pounds on Every Tub of Butter You Sell



THE NEW CUT TO WEIGHT

You cannot take a 60 pound tub of butter and cut that much out of it by pounds. But you have to sell it pound, pound and a half, two pounds, etc., at a time. You come out at least two pounds to the bad on every tub. The



THE OLD WAY TO CUT

Kuttowait Butter Cutter

remedies this. It cuts from any standard tub, 57 to 69 pounds, the exact amount of butter you pay for. Not a particle of waste. Butter in one solid, wedge-shaped piece, not in driblets. It pleases customers. It saves you time, saves you money, makes butter selling agreeable.

It frees you from handling prints exclusively for your best trade when you get as good a grade of butter in tubs for two cents less. Figure on the savings for just one month and then decide.

CUT OUT. MAIL AT ONCE.

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General Agents in Your Territory

C. D. Crittenden, Grand Rapids, Michigan
J. B. Peterson & Co., Detroit, Michigan
Saginaw Produce & Cold Storage Co., Saginaw, Michigan

LET US SHOW YOU

KUTTOWAIT BUTTER CUTTER CO.
UNITY BLDG., CHICAGO

Holland's Industrial Ranks To Be Increased.

Holland, Dec. 5—Holland continues to come to the front in the industrial world. Business prospects were never better than at present. All factories are running full time. The Buss Machine Works is swamped with orders.

Secretary Sherman, of the Guthman, Carpenter & Telling Shoe Co., declares that the only difficulty here is that of getting sufficient help. The company greatly desires to increase its force, but is unable to secure men. Another growing Holland institution is the Sand Brick Co. It has been in operation only a couple of years, and has worked up an enormous business.

Work on the Bush & Lane piano factory is being pushed, and part of the roofing has already been put on. The company desires to begin operations January 1. The Limbert furniture factory is also under construction.

It is confidently expected that the two new industries will add 500 or 600 men to the ranks of the working class in this city within the next four months, and within a year it is expected the number will be increased to at least 1,000.

One of the most rapidly developing industries of Holland is the manufacture of tea and coffee rusks. The Holland Rusk Co. has been reorganized and more than doubled its capacity during the last year, and is shipping rusks by the carload to all parts of the United States. During the past year three other rusk manufacturing companies have been organized and their factories are doing a splendid business. The combined output of the factories is over 65,000 a day. The Michigan Tea Rusk Co. has been in operation six months, and its business has developed so rapidly that it will build another two-story brick factory early in the spring.

There is at the present time only one idle factory building in the city, and the Board of Trade is seeking a manufacturing company to occupy it. During this winter one floor of the building is being used as a roller skating rink.

All told, Holland has forty-seven manufacturing plants, with a total capital investment of \$2,967,749.

New Company To Utilize Waste Products.

Bay City, Dec. 5—The Ogemaw Turpentine Co., just organized in this city, with H. W. Campbell, of Detroit, as President, and C. C. Whitney, of this city, as Secretary-Treasurer, will, in several counties in the northern portion of the State, clean up the last vestige of the former world leading glory of Michigan as a lumber State. The company will manufacture chemicals from pine stumps, the products being wood alcohol, turpentine, lubricating oils, acetate of lime, coal tar products from which drugs are extracted, acetic acid and charcoal. One cord of Norway pine stumps will produce twenty gallons of turpentine, thirty gallons of lubricating oil of three separate grades, three to five gallons of

wood alcohol, eighty to 100 pounds of acetate of lime, a small quantity of acetic acid and coal tar, several chrome bases and about fifty bushels of charcoal. The Daube process, of German invention, but elaborated by American chemists, will be employed. The product of one cord of Norway pine stumps will produce materials valued at upwards of \$25. Special machinery will be used to pull the stumps. This company is the third in this city using exclusively hitherto useless materials.

The W. D. Young Chemical Co. manufactures wood alcohol, acetate of lime, acetic acid, charcoal and other products from hardwood chips, slabs, crooked logs and tree tops. It has a capacity of about ninety cords a day, each cord producing \$14 in materials, the daily product being valued at \$1,260.

The Michigan Chemical Co. brings beet sugar factory refuse to this city in a line of tank cars and manufactures the highest grade of "grain" alcohol from what was formerly run into the river through sewers built especially for the purpose in every factory in Michigan. It has paid as high as \$1,400,000 in duty alone in one season to the Government.

Good Report from Battle Creek.

Battle Creek, Dec. 5—The Meyenburg Terra Cotta & Brick Co., of New York City, has bought the Adams farm and brick yard of 131 acres, five miles south of the city, on the Sturgis branch of the Michigan Central, and will expend \$500,000 in establishing a plant for the manufacture of facing brick. The manager of the company states that the clay is the best to be found in the West for that purpose.

The Union Steam Pump Co. is remodeling and erecting an addition to its office building. It will have a frontage of 55 feet, and will be three stories. A safety vault 12x14 feet, two stories, will be constructed. In order to meet the demands of increasing business this company will build next year two large brick buildings. The company is testing a new sinking pump, to be used in mines. This is the largest ever made by this company, standing over 15 feet high.

M. M. Lewis & Sons have been awarded the contract for the building of the new shops for the Duplex Printing Press Co. The new building will be 50x250 feet, constructed entirely of brick, stone and cement.

The new power house of Knight & Son, sash, blind and door manufacturers, has been completed and a boiler of 65 horse power capacity will be put in service this week.

The annual meeting of the Hygienic Food Co., maker of Mapl-Flake, held in Jersey City, N. J., resulted in the re-election of the old officers, all Battle Creek men: President, W. T. Swift; Vice-President, A. M. Minty; Secretary, Arthur B. Williams; Treasurer, W. I. Fell. This company, although a Battle Creek concern, is organized under the laws of New Jersey, and the annual meetings are required to be held in that State. The company is now doing a big business, larger than ever before.

Better Buy the Best

A cent or two more means much in quality. The **better** the goods you sell the better the reputation of your store. The **better** the reputation of your store the **better** the class of your customers. **Better** get in line with a complete assortment of our **S. B. & A. Candies**.

STRAUB BROS. & AMIOTTE, Traverse City, Mich.

Develop Steady Customers

and lots of them by selling the well known

Hanselman Candies

which are noted for their purity. When your stock of Christmas Candies runs short write or wire us. We make a specialty of filling orders on short notice.

HANSELMAN CANDY CO., Kalamazoo, Mich.

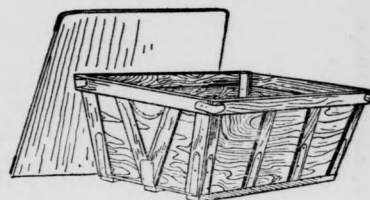
When You Buy Your Mixed Candies

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.

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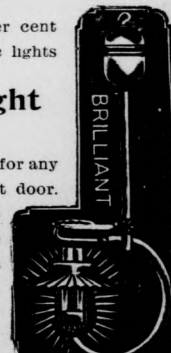
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Observations by a Gotham Egg Man.

I have been getting together some information about the molting season of poultry in different sections, and as to the time of year when the crop of pullets usually reaches an egg-laying maturity. It occurred to me that a better knowledge of the subject might be interesting to holders of eggs, and enquiries were addressed to poultry and egg men in various parts of the country. I make extracts from the replies as follows:

A prominent Minnesota shipper says: "Think the molting season usually commences any time from the first to the middle of September in this section; this year, however, it was two or three weeks late. The hens are just getting their new crop of feathers now. We think it takes six to eight weeks to complete the process. It depends considerably on the weather conditions.

"It is exceptional when pullets lay here during the late fall and early winter. Of course there are a few scattered lots of very early chickens that produce a few eggs in December and January, provided the weather is favorable. We think the bulk of them do not commence laying before February or March and then it depends on the weather."

A large poultry breeder in Georgia writes: "The molting season generally lasts about sixty days for an average and the grown or old fowls molt anywhere from August 1 to the middle of November. The weather conditions have little to do with the molt.

"Asiatic fowls begin laying about the age of eight months except the Langshans, which sometimes lay at seven. Plymouth Rocks, Wyandottes, Orpingtons and Rhode Island Reds lay at six months. We have had Leghorn pullets laying at the age of four months and twenty days, although they will generally begin at five months or soon after."

A well known egg and poultry man of Kentucky says: "My observation in the Ohio Valley is that the hens begin to molt at different periods, some in September, the number increasing steadily; the greatest number molting at any one time is in November. Comparing our gatherings for every month of the year for seventeen years November laying is lightest.

"There are always about twenty to twenty-five days of extremely light laying; some years our records show it begins as early as October 20, other years as late as November 15. I would say the twenty or twenty-five days of extreme shortage occur between the 20th of October to the 10th of December.

"As to whether weather conditions cause hens to molt earlier some seasons than others I am not prepared to say, but one thing I am certain of is a light three weeks laying every

year between the 20th of October and the 10th of December.

"As soon as this three weeks of extreme shortage is passed it becomes a question of weather; if dry and clear pullets begin, and if the weather continues favorable for three weeks in succession the new laying is on and nothing can stop it but a protracted period of snow, sleet and winter weather.

"Our shortage began about the 3d of November this year; we now see signs of pullet laying which with a continuation of present fine dry clear weather would promise a large increase soon."

A large Nebraska poultry man writes: "When we have an early spring we expect pullets to begin laying in this section about December 10. We rather look for some eggs to come along about that time this year. With favorable weather we expect quite a large production in January.

"The entire season has been one favorable to production, which will have a tendency to give the old hen a little longer rest as the molting season began late this year. With favorable weather the old hen will begin operations in January; I hardly think we shall get many eggs from that source sooner."

One of the largest egg and poultry shippers in Tennessee writes: "Ordinarily our fowls are through molting about October 1; this year is an unusual season and we are getting a great many even this late which are still molting and which will not be in condition to lay for a few weeks yet; and our early pullets, which are accustomed to commence laying about December 1, will do very little laying this year before January; but there are no doubt a great many of them in the country as we are handling more chickens now than at any time at this season within the past three years."

A well posted Kansas correspondent writes: "The molting period varies some; the abundance or scarcity of feed has to be considered; if feed is abundant they finish molting earlier than if scarce. As I see it a normal condition is for a hen, after molting, to lay on flesh, so that Nature thus provides her with a surplus of fat to sustain her during the winter. I have tried to find out from farmers when molting commences and very few agree; but I think they molt about September and October and during this period very few eggs are being laid, nor do I think any volume of eggs can be depended upon after molting as I think the next thing in order is putting on a mountain of flesh.

"The fall supply of eggs—I mean those generally called fall fresh—are laid between the time a hen weans her chickens and the time she commences to molt."

The writer describes conditions in the Southwest last winter, saying that the spring lay was some five weeks late, and continues: "As I see it this five weeks or so lateness was carried all through the year; the hens were five to six weeks later in laying

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their quota of eggs, they were five to six weeks later when they weaned their chickens, and molting time came as usual. I think this has resulted in cutting out five weeks of the fall laying time with a net result that there is a phenomenally short crop of fall laid fresh eggs.

"The age of a pullet before she lays eggs depends on the kind of pullet; the smaller breeds, such as Leghorns, mature quicker and will lay at about five and one-half to six months, while the larger breeds may be seven to eight months' old, depending upon how well they have been fed. The lateness of last spring, has, I think, resulted in eliminating the pullet from the egg supply business this year, or enough so to cut no figure."

These letters, together with some information that I have picked up in conversation with poultry men, give an interesting and rather instructive view of the matter. To summarize it may be said that the time of molting is irregular with different breeds and with different individuals of the same breeds, and that it varies somewhat with the climate, being, apparently somewhat earlier in southerly than in northern sections. Scattering fowls are found to be molting as early as July, but few before August, when the number increases; in the South and Southwest the late beginners are generally about through with the process by the end of November and the period when the greatest number are molting at the same time is probably from September 15 to November 15, with some variation from season to season, and a little later period in more northerly sections.

The time when pullets begin to lay seems to vary considerably, according to conditions obtaining in the previous spring as influencing the time of greatest hatching; and, naturally, they seem to average reaching an egg laying condition sooner in the South than in the North. The range seems to be mainly from about December 1 to January 1, but, of course, the time when free laying begins, both by the pullets and the fowls, may be indefinitely postponed by severe wintry weather.

The character of the weather last spring would seem to indicate a later maturity of the pullets than usual this year, and the molt appears also to have averaged later. Still, it would seem probable that enough of the Southern and Southwestern poultry had reached an egg laying condition to give a considerable increase of lay in December if not checked by wintry weather, to which we are, of course, increasingly liable as the season advances.—N. Y. Produce Review.

How Milk-Fed Poultry Is Fattened for Market.

Some two weeks ago the writer had the pleasure of going through one of the large establishments in the West where milk-fed poultry is fattened for market. It was learned that several different methods are employed to make the business profitable, and it is doubtful that any two of the houses where the fattening process is carried on are arranged just alike.

The particular plant visited was a two-story building with wide platforms on all sides, which were enclosed with wire netting, possibly with two objects in view—to prevent the escape of poultry and to keep inquisitive visitors outside. In a general way the preparation of the food and the methods of feeding are known, but there are some secrets in connection with the business that are not made public, and upon which largely rests the success or failure of the enterprise. The poultry that was received by express and freight from the various collecting stations was unloaded on the platforms, and a skillful "sorter" picked out the healthy poultry, which was transferred to coops on the second floor. These coops were similar in construction to the long coops that are used in shipping live poultry to market. The slats were far enough apart to permit plenty of air to enter the coop, and the flooring was of strips, say 1½ inches wide, and although rounding, they give a good surface, so that the poultry did not tire. These coops were tiered four high and extended in rows the entire length of the building. Sufficient room was left between the rows to feed and clean the poultry. A galvanized iron pan was run under each coop to catch the droppings, and this was taken out and cleaned every day.

At one end of the room was a large vat shaped arrangement for mixing the feed. As is well known butter-milk is the basis of the feed, and corn meal, oat meal and rye meal are used in proper proportions. In this plant a cramming machine was not used, but it was said that a "tonic" was put in the food that increased the appetite of the poultry. Three times a day the poultry was fed, troughs with iron hook attachments being placed on the side of the coops for that purpose.

Six thousand chickens were being fattened in that way at the time the visit was made, and they remain in the feeding room fourteen days. At the expiration of that time they are looked over carefully and all the stock in healthy condition is sent down to the killing room on the floor below. With its present capacity the plant is turning out 156,000 milk-fed chickens

a year, beside thousands of ducks that are being fattened outside.—N. Y. Produce Review.

Scientific Training Invaluable.

"The great gift of scientific training in method," declares W. Burton in his address to the Staffordshire pottery classes, "is the power to see. How many problems are there that present themselves to us every day in our business that really disappear are no longer problems if we once see them clearly. The commercial organizer of a business has two problems always facing him—first, the economical production of his goods, and, second, the disposal of these in the market. A scientific training, in so far as it gives knowledge tending to the solution of these problems, is of direct value to the commercial side of business. Many problems can be solved only by scientific methods. But manufacturers should not look for immediate results from the employment of a trained man. Remember, he must have time to apply his science to your industry. He must

have time for experiment, and must be given both leisure and fullest opportunity to follow out these lines of prolonged and systematic investigation, on which alone scientific knowledge has been built."

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LOCAL SHIPMENTS

STRAIGHT CARS

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TWO QUALITIES

Of Bread Which Are Sold by the Same Bakery.

The question of the wisdom or folly of any baker pursuing the policy suggested in the above heading is much debated. Prevailing opinion in America seems to be adverse to the proposition, although practice is very generally the other way. The British and Foreign Confectioner and Baker takes the matter up in an editorial, which is reprinted here for readers to think about:

It is not often that the baker makes any attempt to meet competition by lowering his price, and it is beginning to dawn upon some of those who suffer by the eternal fight with the cutter that this is an expensive way of dealing with the trouble. The making of one-and-a-half-pound loaves has led to much heart-burning among those who believe in the half-quartern, and it is now suggested that the baker should make two qualities of bread. The idea is not new, but it has never found much favor in the trade, for the reasons that it leads to confusion and trouble in the bake-house, and that the public will ask for the second quality if they know they can get it. There is no solid ground for these objections. The man who goes into business must expect trouble, for this object should be to meet the wishes of his customers, and not simply to adopt the method that is most convenient to himself. As to people asking for the cheaper of the two breads, there will always be a large majority who will have the cheapest bread obtainable, and if they can not get it from one baker they will from another. On the other hand, there is a section who are not particular about the price, so long as they get what they want in the way of quality. If it were found, however, that the bulk of the customers preferred the second quality bread, that would be pretty strong evidence that the baker should make it.

But the fact that the customer has a choice of quality does not necessarily lead to the selection of the cheaper lines, as can be easily proved by the draper, the bootmaker, and many other traders. They rely upon the judgment of the customer and the persuasiveness of the salesman, and the keeping of a variety of goods at different prices and qualities enables the shopkeeper to meet the desires of all classes—the draper can supply a lady with silk at five shillings a yard, and he can supply a servant with dress material at five farthings. It is the same with the bootmaker—you can pay a guinea a pair or a crown. The grocer will sell you tea at 1s. 2d. or 2s. 6d., and sugar from 3d. to 6d., and so it is with all other trades. They make provision for all classes of customers, and they know that the biggest profits are not always made on the most expensive articles. Why should it not be so with bread? The baker recognizes the distinction necessary in his cakes, and he fixes the price according to the quality. While we have flour varying in price from 19s. to over 30s., it stands to reason that all bread is not

made from the same quality flour, and it often happens that the baker selling cheap bread is not an underseller, but one who is charging a fair price and getting a legitimate profit.

From time to time we find local associations struggling to get a uniform price throughout a district, ignoring altogether the fact that some of the bakers are using common flour and consequently producing common bread. To ask these men to come up to the "district price," which is another way of saying the "highest price," is to ask them to cheat their customers by making second quality bread and selling it at best quality price. It is unreasonable, and would be unjust if acted upon. Where the full-price trade make a mistake is in fighting this form of competition by reducing their price. What they ought to do, if they feel that they are losing trade, is to make some common bread so that it can be sold at the same price as adopted by the rival. There are very few districts in which the poor and the well-to-do are not in close proximity, and the need of two qualities of bread is apparent. The man who will make only the best quality bread and charge the full price for it can not hope to supply the poorer classes—necessity forces them to deal in the cheapest market. What the baker is to blame for is in always leading the public to believe that all loaves stand on a level, instead of trying to educate them to understand that there are qualities in bread as in everything else. Why is it that we have the newspapers pointing out that the quartern loaf is 4½d. in one district and 6d. in another? They do not recognize any difference in the quality, that is all, and the baker is largely responsible for this ignorance. With two qualities in stock the baker would be able to point out the difference, and it does not follow that the housewife will always pick the cheaper. She does not select the cheapest sugar, or the cheapest butter, or the flank of beef in preference to the ribs, for she knows that there is a difference in the values given; and so it would be with bread. The very poor will always have cheap bread, for the simple reason that they can not afford the better sort, but the better class of artisan will see that he has a good loaf, even although it costs another halfpenny. In any case, the baker stands to gain by making two qualities, and those who elect to work on the old lines can not justly complain if they find a rival catering for a trade which makes a big demand upon the baker.

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Our sales of flour in the state for November this year were 43 per cent. greater than they were the same month last year.

And as we have been gaining right along for several years, this is a pretty good record.

We wish to thank all our friends for the good work they are doing for Lily White, "the flour the best cooks use."

It is gratifying to know that our efforts to produce a superior QUALITY of flour have met with the hearty endorsement of the people.

December promises big things.

Valley City Milling Co.
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Shied a Loaf of Bread at the Mayor.

A young barmaid was summoned before the Lord Mayor of London one day for being drunk and threatening to commit suicide. She was dealt with very leniently, for she was ordered either to find security for her good behavior or to go to prison, and as she left the dock she hurled a roll of bread, which she had concealed in her muff, at the first citizen in the capital.

The newspaper report says that, fortunately, his lordship was not struck. It was a good thing she aimed at him, for had she aimed at the clerk of the court she might probably have struck his lordship. Being a barmaid, she had probably access to a very effective weapon in a hard roll, and it was no doubt in reference to the fact that it was a restaurant roll that the reporters congratulated his lordship upon his fortune in not being struck with it.

Very few people are struck with the restaurant rolls; they do not find them fresh enough to their taste. It reminds one of the incident of Mr. Gladstone being driven through Chester and being assaulted with a ginger-snap. Henceforth, the Chester gingerbread and the Mansion House roll may go down to fame as munitions of civic warfare.—The British Baker.

Breadmaking an Old Art.

Bread was made of fairly respectable quality long before the advent of the days of Biblical chronology. Synchronous with the development and progress of grinding stones was the improvement in the manner of making bread. Meisskomer, to whose delvings into subjects on race progress much present knowledge is due, discovered an eight-pound loaf of evenly crushed grain and well baked under conditions that mark its manufacture long before the advent of man as he is to-day. This loaf has the appearance of having been baked before an open fire, the mass of dough thrown on a flat stone before the open blaze and turned until each side had been subjected to the heat. It is hardly up to the standard of bread to-day, but the men of those days were not finical.

The ancient Egyptians were the pioneers in extensive grain growing and bread-making.

Their grains were wheat, barley and doura, and were much like the grains of to-day, although in the samples of it unearthed recently there is conclusive evidence to show that the process of evolution goes on constantly in vegetable life.

The Egyptians were really the best "farmers" of which there is any coherent record. They harvested their wheat five months after it was put in the ground and bound into sheaves much like the hand-bound sheaves of to-day. Their threshing was done by driving cattle over the floor of the granary, possibly the first effort of importance toward the invention of the threshing machine.

The old style of grinding obtained with the Egyptians, the woman usually being required to perform this work, but they had discovered the power of fermented yeast cells, as in several instances leavened bread has

been found dating to this era. It is also with the Egyptians that the professional baker first springs into notice in the world. There is picture writing on several tombs that shows bake shops long before the time of the dynasty. The story of Joseph conserving the abundance of the fat years for use during the seven lean years shows how important grain and breadstuffs were to latter day Egyptians.

Thanks to the art of the Assyrians and the enduring qualities of bronze, there are records to show how this ancient people prepared their bread. Apparently the Assyrians were a most abstemious people and little given to riotous feasting, even in the celebration of victories for their armies.

On the bronze gates of Balawat are found engravings depicting the warlike doings of Shalmaneser II., who ruled and warred in the years from 860 B. C. to 825 B. C. One engraving shows the women of a tribe making bread, great piles of bread, for the benefit of returning victorious soldiers. The Assyrians also knew how to raise grains, their hydraulic machines and aqueducts showing how they appreciated the value of irrigation.

The Fatal Loaf.

There isn't anything left that is really fit to eat. The pure food people have shown that half of our victuals are adulterated and the scientists are showing every day the danger of disease that lurks in apparently innocent food. Microbes, bacilligerms and all sorts of things are found hiding in the most unexpected places. The safest thing to do is to starve; it would bring the satisfaction at least of having outwitted the food preservatives and the microbes.

The latest article to come under the ban of scientists is bread. Drs. Petit and Galtier have shown that bread is an easy means of introducing the germs of tuberculosis. Seventy per cent. of the baker's men who handle the flour and dough are afflicted with tuberculosis. We forbear to go farther into details, save that according to the eminent authorities quoted, the interior of the loaf is not heated hot enough in the process of baking to destroy the tubercle bacilli.

So bread must be added to the death-dealing things which have hitherto been rashly used for food. And then to think—even if you escape tuberculosis, you are liable, according to other authorities, to get appendicitis, if you eat white bread. The only hope of escape is that poisons will be adulterated so much as to become actually wholesome.

But then, on second thought, perhaps this latest scare is simply an advertising device of the manufacturers of mechanical dough mixers.—American Miller.

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LITTLE SUPERSTITIONS.

Few Business Men Who Do Not Have Them.

Written for the Tradesman.

The boy was washing the transom over the grocery door and had a step-ladder sprawled across the doorway.

The man who operated a meat market next door came along and looked into the store.

"Come in," called the grocer. "There's nothing doing just now."

"Not on your whiskers," chuckled the meat man.

"Why not?"

"And walk under that ladder? I should be hoodooed for a month?"

The grocer laughed.

"So you are one of those cranks who believe in hoodoos, eh?" he said. "Just watch me."

The grocer walked out and in the store under the ladder half a dozen times. Then he stopped under it and turned a smiling face to the butcher.

"This will bring me luck," he said.

But it didn't bring him luck. It brought him a pail of dirty water, which struck him fair on the crown of his head and sent a stream down the back of his neck and another over his freshly laundered shirt front. The boy on the ladder, watching the horse-play below, had hit the pail with his elbow and sent it down on the boss.

"There's your luck!" roared the butcher. "Perhaps if you walk under the ladder a few more times the house will fall down on you."

The boy bounded down from his perch and ducked into the store, with his employer in swift pursuit.

As the butcher watched the chase the boy fell over a basket of potatoes and the grocer fell over the boy.

There was a mix-up on the floor for a minute, and then the boy went limping away with the statement that he was going home to send his big brother to put it all over the grocer.

"I guess you've started something now," laughed the butcher. "What is your idea of a step-ladder as a hoodoo?"

The grocer sat down on a barrel, and rubbed his damp hair.

"The ladder had nothing to do with it," he said. "It is my day to get mine, anyway, and something had to come."

"What makes you think it is your day of misfortune?"

"Why, the first blessed thing I turned my hand to this morning went wrong, and it will be that way all day."

"For instance?"

"The first thing that bucked? Why, I dropped my watch in putting the chain on and broke the crystal. You know it is bad luck to break glass the first thing in the morning."

The grocer roared.

"So you are one of the cranks who believe in hoodoos?" he said, repeating the words of the grocer.

"I am not," was the reply, "but there are things which are fatal to me. I don't know why it is, but the figure eight is always my finish. I went into business once at No. 98, and it was a frost from the first day. I bought a house on the 18th and

lost it on a mortgage. I had eight clerks over in the other store and they all went wrong."

"You must have a lucky number."

"Oh, I don't know. I try to start things on the 9th if it comes handy. Things seem to come my way when I mix with the number nine."

"Except when it falls on a Friday?"

"I'm not crank enough to be afraid of Friday," was the reply. "I rather like the day, but I can't stand for a yellow canary bird. I had one in the window once, left there by a customer who was moving, and the store caught fire and about ruined me."

"I suppose you think that canary bird caused the store to take fire?" said the butcher.

"I don't know," was the reply. "It might have been just a warning for me to be careful."

The dry goods man from across the street stopped where the two were talking and listened long enough to get the drift of the talk.

"You fellows are plumb daffy," he said. "There is no more in these signs than there is in the telling of fortunes by the stars, but there are a lot of otherwise sensible men who have queer notions."

"There's the candy man down the street," said the grocer. "He has a notion that it is luck to have a black cat sleep in his show window."

"That may be," said the dry goods man. "It attracts the attention of the children, and children buy candy."

"I knew a man over in Wisconsin," said the grocer, "who thought it unlucky to live in a house he owned. He possessed a dozen fine places but lived in a rented house up to the day of his death. I'll wager a dollar that he wanted to be buried in some other man's grave."

"It is all foolishness," said the dry goods man. "It makes me think of the dream book when I hear men talking about hoodoos."

Just then the speaker's shoe became unfastened and he put his foot up on the top of a barrel to tie it. In doing so he drew the leg of his trousers far up so that the butcher saw a dark blue garter.

"What's the matter with these strings?" said the dry goods man, in a moment. "Here I've been tying them all the morning. Everything has been going wrong since I forgot that letter and had to go back after it. It always upsets me to have to go back for anything in the morning."

The grocer winked at the butcher. "He's in our class, all right," he said.

The dry goods man inspected the other shoe and saw that the string was loose.

"Here another string gone wrong," he said, and up went the leg of his trousers on that side.

The butcher saw a bright pink garter and fell back in a fit of laughter.

"What's up?" asked the dry goods man.

The butcher pointed to the pink garter and then at the other leg.

"Blue there," he said.

"Why," said the dry goods man, "if I came down town without one blue and one pink garter on I'd go

back home and change them. I'd be busted up in business before night."

"I guess there's three of a kind here," said the butcher, "and the ladder folly seems to be the least dangerous of all—except to the grocer."

Each one had mocked the superstition of the other while having one of his own.

Alfred B. Tozer.

Confidence of Youth.

It is your youngster who catches his conviction in a lump. We older fellows split hairs, and discriminate closely, and wear out our progressive vitality in doing so. Your youngster moves forward with a rash confidence that seems blind to us older men. He forges ahead and overcomes obstacles that seasoned men, knowing their bigness, would falter at.

Woodrow Wilson.

Dreaming about heaven is a sin when it hinders duties on earth.

True noblemen are always knighted with the sword of affliction.



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.

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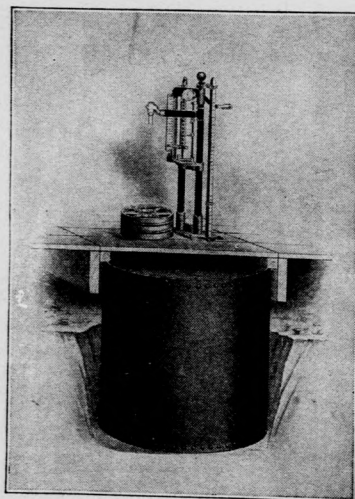
No Oil-Soaked Floor

Don't the floor about your oil tank make you "sick" when you see it? Did you ever figure out the profit you lost through this wasted oil? Don't you know that

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SELF-MEASURING

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Is Especially Adapted for Use Where There is No Cellar. It Saves Valuable Floor Space

will save this oil, keep your floors neat and clean, reduce the danger of fire and pay for itself in a very short time? It will. We guarantee it. Write for full information. Ask for catalog "M"

S. F. Bowser & Company
Fort Wayne : : Indiana

ART OF SELLING.

It Is Taught by the Retail Stores of America.

"The last few years have shown the greatest strides in industrial and commercial life the world has ever known," says Kendall Banning, an authority on modern business methods. "This growth began and is still centered in this country. In one century the growth of manufactured products has increased 200 per cent., while our exports have increased 430 per cent."

Nowhere are this growth and prosperity more evident than in the large retail stores. They represent wonderful achievements over the small country store where people went to both shop and gossip.

These merchants all declare that this industrial advancement lies in the improvement of modern business methods. It is Yankee ingenuity that has accomplished it, which includes the two qualities—adaptability and the power of imitation. Gen. Early once said: "The secret of military success lies in an ability to get there with the most men and get there first." This same fact holds good in business. Many owners of great stores have been pioneers—they saw the growing needs and set out to satisfy the wants.

Such a man was John Wanamaker, the owner of the first large retail stores. In the early '60s business was conducted along these lines: Men began to work at 6:30 and continued until 7:30, except on Saturday nights, when the stores closed at 11:30. There were no settled selling prices for goods; there was an asking price and the most persistent haggling often took place until some price was agreed upon.

Wages were as unstable as prices. In the making of clothes wages were seldom paid to the working people. The fortnightly payments usually came in groceries, coal and orders on which the manufacturer had his percentage. The only two things that were plentiful were ideas and plans.

Wanamaker was the first merchant to make sweeping reforms; he said: "We shall give cash payment to working people on the completion of their work, and we shall shorten their hours. We shall not have two prices—only one—and lastly we are willing to take back anything sold and return the money."

He and the other retailers who adopted these new ideas said, "Our times demand higher business standards. In the planning and systematizing of our business we shall aim to do things better than they have ever been done. We shall try to eliminate error; work to please as well as to market our wares. We shall give the best goods at the lowest prices possible."

"They nailed up flags with the stars of their early experiences and the stripes of new colors in business practice." They created a new system, thus helping consumption, economic distribution and making themselves an educational factor. They

knew that they benefited the people by treating the people courteously before reaching the store, giving them helpful information in a form respectful to their reason. They were bettering economic distribution by reducing prices without reducing qualities. They were making themselves an educational factor by the confidence they were winning from customers and by cultivating the popular taste.

System and economy were the two important principles first recognized by John Wanamaker and are still adhered to by every successful merchant.

The successful merchant indulges in no foolish extravagance. Even in his building he aims at utility, strength and economy. When it comes to his stock he prefers to have the best, the most varied and beautiful; not the largest. He tries not to overstock, fearing that this may cause an increased cost in goods. Every line of stock must support itself and if it does not it is dropped. In the same way each section is independent; it is only responsible to the head of the store group called the merchandise manager—their co-operation saves time and money. Together they decide all requisitions for purchases, saving delay and avoiding all mistakes in buying too much or too little. Likewise each section enjoys the benefit of the store in employment, accounting and advertising—thus increasing the co-operation and economy of the store.

The successful merchant not only sees new conditions and knows how to meet them but he gathers men about him who also have these talents. For a fountain cannot rise any higher than its source, and a leader to be successful needs good followers.

Said one of the managers in one of Chicago's largest stores: "The successful business man makes a still hunt for men possessing the powers of initiation and adaptability. I do not want men working for me to whom I must say, 'Now do this and then do that.' I am looking for men who can carry out ideas and improve on the ones I suggest. To be sure they must be systematic, but must have the judgment necessary to distinguish the essential from the non-essential. They must recognize the due proportion of things along with the size."

"I want as heads of departments men who can see when our employees need training in business methods and will organize such schools. I want men who, when they see how the comforts of our patrons are being slighted, will better the conditions."

But the power to meet conditions is as important to the successful business man as that of initiation. Each day the managers or the heads of departments, and even the clerks, have problems to solve and they must be solved quickly and with judgment. This is true when the powers of people are tested.

The experiences and ideals of our successful retail houses are not the accomplishment of chance, but of su-

perior intelligence called Yankee ingenuity—the power to foresee conditions, and to solve problems in a hurry.
Delia Austrian.

Glass Town to Be Built in Nebraska.

A glass town may be Nebraska's portion. In northern Nebraska is a city of a population of 1,200. It is located on one of the great rivers of the state, which affords most desirable water power of about 4,000 horse power capacity. If the deposits of glass sand nearby, which show 98 per cent. of silica, could be used for manufacture of glass products by an electrical process, whose current would be generated by water power, the little city might evolve into one of the leading glass producers of the country. The manufacture of glass by the electric arc, as shown by the German process, is possible with less capital for the erection of a plant, giving simpler, cleaner, and quicker processes than the ordinary method and affords a saving of heat and energy. In Belgium they are making window glass by machinery. One machine turns out continuously sheets of glass thirty-eight and a half inches wide and of any desired length, and of a uniform thickness, varying from one-fifteenth to five-sixteenths of an inch. This can be obtained as rough glass for making extra thin glass, as horticultural glass and as window glass. It possesses unequaled brilliancy on both sides. The machine is recommended for its simplicity and for saving time and material.



In a Bottle. Will Not Freeze

It's a Repeater

Order of your jobber or direct

JENNINGS MANUFACTURING CO.
GRAND RAPIDS, MICH.

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

Sold Through all Michigan Jobbers.

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

Seasonable Goods

Buckwheat Flour

Penn Yan

(New York State)

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

Pure Gold

(Michigan)

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

Gold Leaf Maple Syrup

(Vermont)

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

JUDSON GROCER CO., Distributors
GRAND RAPIDS, MICH.



Conducting Clothing Business in a College Town.

In the past few years a great deal has been written to enlighten the retailer of men's hats and furnishings upon questions of buying, store management and the proper conduct of the business in general. In these writings, however, little or nothing has been said in regard to a class of business which to me seems to be an important factor in the business world, not on account, perhaps, of its volume, for it is somewhat limited, but on account of the quality of the business and the class of people which it attracts. This business is confined exclusively to the college student, and it is quite unlike a business carried on with any other class of people.

It was several years ago when I began to take an interest in business matters, and I fully realized that the time was fast approaching when I should take an active part in an already established business. My preparatory course for college was just completed, and although I had fully decided to enter upon a business career, nevertheless, I felt that I should complete some college course. A course of law was chosen and my object was two-fold: First, to get a practical knowledge of the law, which is invaluable to every business man. Second, to make a study of and thoroughly learn that class of people with whom I was then to do business, and with whom I expected to deal indefinitely.

The latter I considered nearly as important as the former, as it was apparent that the better I knew the student as a student, his ideas in regard to furnishings in general, his habits, his customs and his general taste, the more intelligently his wants in my line could be cared for. This was the initial attempt to broaden out an established student trade, and it was a difficult matter to pursue a course of law, to devote several hours a day at the store and to cultivate the desired acquaintance of a goodly portion of over 3,500 male students of the University of Michigan. I made it a point, however, to meet my fellow students wherever the opportunity presented itself; in the class-room, on the campus, at the athletic contests and at social functions I came in contact with them and endeavored to learn them thoroughly, not only as students, but as consumers of furnishings.

In this respect a great many buyers are lamentably lame. They endeavor to supply the wants of this particular class of trade, while they are not sufficiently familiar with this class of people to possess an intelligent idea of their likes and dislikes. A great many buyers and traveling salesmen say that these seekers of knowledge care for nothing but "freaks" and "fads;" that nothing of a desirable nature appeals to their tastes. These

people do not know their trade and can not buy intelligently for them. It will undoubtedly sound inconsistent when I say that the only cap that sells with our trade is the Eton, and that of the smallest type. This cap is worn on the very back of the head, and when you approach the wearer from directly in front, no headgear is visible at all. Like the large majority of articles of wearing apparel worn by the students, there is a good reason for its popularity, and it would be obvious to everyone were everyone familiar with the conditions to which the student is subjected. In an educational institution of the size of the University of Michigan, having, as it does, an enrollment of 4,200 students of both sexes, the classes are necessarily very large, and the class-rooms have nothing in the nature of hat racks except two small affairs situated in an inconvenient portion of the room, and which are inadequate for the use of seventy-five to 100 persons. And so the student uses the Eton cap that can easily be tucked away in the pocket, thus making it unnecessary to wade through a crowd to the racks before leaving the room, and thereby saving time and trouble and avoiding confusion. As I have said before, there is generally a reason—and a good one, too—for the use of what some buyers call "freaks" and "fads."

Both in the trade and outside, a great deal of comment has also been heard about students wearing flannel shirts with attached collars, and many individuals, who are not students, by the way, have even called them "vulgar," "indecent" and a symbol of very bad taste. What the objections to a shirt of this kind can be, for the use to which it is put, is beyond my power of comprehension. And what would be more comfortable to one who is a large part of the time leaning over a table or desk with his nose in a book? These shirts are the largest sellers of anything in the shirt line for winter wear, and in the best of grades, too. And in the same way I might go on citing many cases of this kind which cause buyers and drummers to pronounce college trade at Ann Arbor "freakish." It is absurd, to say the least.

To have that thorough knowledge of the student which I have described is but a part of the task; to get him into the store and handle him properly is quite another. In this respect a student business differs materially from that of any other class of business. We often read of a long drawn out list of dogmas concerning proper management of a retail store, as if certain fixed rules would apply in all cases. It might as well be said that a certain remedy would cure all diseases of mankind, or that a plaster could be applied to one's back to cure indigestion. A student is a young man, having entered upon the last stages of boyhood; he is as young as seventeen and seldom older than twenty-three; has had little or no experience in a business way, and, as a result, does everything in his own natural way—on "school-boy" principles. We do not, therefore, deal with men in the strict

PANTS

Jeans
Cottonades
Worsteds
Serges
Cassimeres
Cheviots
Kerseys

Prices

\$7.50 to \$36.00

Per Dozen

The Ideal Clothing Co.

Two Factories
Grand Rapids, Mich.

"The Best Medium price Clothing in the United States"

HERMAN WILE & CO.
BUFFALO, N.Y.

SALESMAN WILL REACH YOU SOON
SAMPLES WILL BE SENT ON REQUEST

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

sense of the term, but with boys. As a result the conduct of the business is not on as strict and rigid principles as would ordinarily be the case. The student comes into the store and generally with a "bunch of the fellows," as he calls it. He has a smile on his face and greets us all with a "Hello, George; how's the boy?" or something of that nature. We know a great many students by their college names and respond with that and a glad hand. They are seldom in a hurry and quite often come in only on a "visit," and we provide them with comfortable chairs, where they are at liberty to smoke and indulge in a little talk. The conversation almost invariably pertains to college matters and especially to athletics. The games are discussed, and often the personnel of the various teams are gone into. I, as well as the other salesmen, make it a point to be well up on these matters, and in this way we make it interesting for our visitors. We endeavor to have them feel that we are "one of the boys," and thereby they see that our interests are mutual. Oftentimes college work is the topic of discussion, and I have made many friends with first-year men by giving them information and pointers on their work.

Even although the student did not come in to buy, I do not mean to say that we do not now and then indulge in a business talk. It must be done with tact, however, and at the same time using a good deal of discretion. To talk goods in too hurriedly a manner would have a tendency to make the student feel that he was not wanted around unless he wished to make a purchase. It is our aim to have him feel that our store is his "happy home," as he calls it, and he appreciates it.

Having become reasonably well acquainted with the student, and having succeeded in getting him into the store, the battle is practically won, and well won, providing he is properly handled. Of course, the store should be modern and kept extremely clean, and the windows, by all means, should be carefully and often trimmed. But the question arises, what shall we sell him? Therein lies our value as salesman. The college student quite invariably wants something good and no one resents the idea of something cheap more than he. If the salesman is a salesman in the true sense of the word, he will have no trouble in selling this class of people a high grade of goods of all kinds. His money comes easily—because father sends a check—and naturally he spends it more fluently than a man who is earning it. The beauty about the student is that he can be educated up to good goods; he has a desire to learn the same as he does from his books. And we quite often have to educate many of the first-year men up to wearing the better qualities of goods. And now and then we run into an upper-classman who calls for a dollar shirt or a two-dollar hat, but it is not his fault. He has been unfortunate enough to stray into the class of stores which

always educate their trade down instead of up, and he has listened to their everlasting tale of how "we are selling goods the cheapest of any store in town"—and with accent on "cheapest." He hears nothing but cheap, cheap, and the question of quality is entirely lost sight of. It sometimes takes a great deal of effort to overcome this, but these cases are very rare. We are constantly talking quality, and that is what the college man wants, and after you have fully convinced him of the fact, he never forgets your place of business. It does not take a salesman to sell cheap goods; the elevator boy can sell a dollar shirt, as the act is purely mechanical, involving no element of brain power; the price alone sells the shirt. To sell a good article at a legitimate profit is a different matter, and is our constant aim, and the college man is intelligent enough to appreciate it. It is no more difficult, nor as much so, to sell a \$3 or \$4 hat than to sell a \$2 one, and there is a great deal more satisfaction in it, both to the customer as well as to yourself.—Geo. B. Goodspeed in Clothier and Furnisher.

Italians Clever in Machinery.

Italian cleverness in machinery is one of the continental trade conditions which, it is pointed out, American enterprise sometimes forgets when rating European manufacturers who have been in the field longer than themselves and have some opportunities superior to those of the Yankee. The Italian ability to copy machinery made in other countries is remarkable. The Italians are keenly alive to the fact that they might supply their own home markets from their own workshops, and that they may enter the export trade as one of the strongest competitors of America. The greatest thing for Italian trade this year has been the success of the pair of Italian machines in a series of motor car races. In Milan and the country round about there are about a dozen factories capable of competing in the manufacture of automobiles, paper bags, wrappings, tools, engravings and engraving machines, electrical and other machines and their parts, and of many other articles. It is these and all of America's strongest European competitors that will exhibit in Milan's exposition next year. The American consul there advises Uncle Sam to send his best goods thither, lest by failing so to do he lose much business and prestige.

Had No Cause to Complain.

The Hon. Benjamin Kimball, one of New Hampshire's well known railroad men, is said to have complained to one of the butchers at Gileford, where Mr. Kimball's summer residence is, about the quality of meat supplied, saying: "That lamb you sold me must have been old enough to vote. It was so tough I could hardly cut it."

"Oh," said the butcher, "that is nothing; Tom Fuller said the last piece of meat he bought of me was so tough he couldn't get his fork into the gravy."

Spring



of 1906

Wear Well Clothes

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

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

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

H. H. Cooper & Co.

Utica, N. Y.

Manufacturers of

Modern Clothing

Desirable Goods, Well Tailored
and Perfect Fitting. There is no
Clothing more Satisfactory in the
Market.

RACKET STORES.

They Can Be Started With Small Capital.

An active man of good common sense, having no mercantile training of any kind, yet with industry, willingness and a cash capital of \$830 as a minimum, perhaps commands more chances in the mercantile field through the medium of the 5 and 10 cent store to-day than are to be rounded up in all the horizon of business.

For ages man has been despising the day of small things. All his civilized life he has been disposed to think a house small that sells nothing for less than a dime. He has had to be coached in recognizing the house which can not charge any more than 10 cents for anything on shelf or counter. Thus the jobber in 5 and 10 cent goods at wholesale is meeting the retailer in these special lines more than halfway to the establishment of a business which the prospective retailer has known nothing whatever about in any period of his life.

Common sense, industry, activity and tactfulness are the necessary forces in the man. The possession of \$800 in addition should establish him in a mercantile line out of which millions a year have been earned by just such novitiates in the world of mercantile business. The up-to-date jobbing house in his lines will assist him in finding the location for his store; it will prepare the outline of a stock suitable to the community in which the venture is to be made; he will be coached in the foundation principles of business, and if the man is all that the credit man of the house desires as a risk the jobber will credit \$200 to \$300 worth of goods to the adventurer into business.

The 5 and 10 cent store is a department store in a nutshell, from which the department store of to-day was evolved. In its experimental stages this prototype of the department store existed when the possibilities of the penny were not to be guessed at. The daily newspaper sold for a nickel, and when three boxes of sulphur matches sold for a dime it was a bargain to be spoken of as the purchaser walked home with them. Then the question was, What are the things that we can sell for 10 cents? Now it might be asked of the small necessities of the household, What can't we sell for a dime?

When the man with the necessary \$800 has fixed upon a location for his business the population of the town or of the city neighborhood will have been considered and canvassed. The 5 and 10 cent store has its population limits. At the least 12,000 population in a town will be necessary to an exclusive business in 5 and 10 cent goods, but in a town of 3,000, for instance, the 5 and 10 cent counters in a variety store, with other goods marked to a 50 cent or \$1 limit, still can be run for all they are worth. As a proposition for the novice, however, the 5 and 10 cent lines are better from all points of view,

and for these reasons the beginner in merchandising should attempt to find the field for a store confining itself to these small lines.

These are the goods of all others which sell themselves largely by attracting first the attention of the purchaser. This purchaser has put down sugar and coffee on a purchasing list; the things she will buy of the 5 and 10 cent store have not been thought of at all—she will need to see them in a window. Therefore the beginner needs to make sure of his window. Even with the window, however, it must be fronting a street where women and children are accustomed to walk freely and without hindrance of any kind. This will mean a rental above the average for a street, but within the bounds of reasonableness rental will not drive a good man from a good location to a poor one. Better pay \$50 a month for a store by which people pass and repass than to pay only half as much for a place to which customers will have to be led.

As a general proposition the 5 and 10 cent stores find the likeliest environment in a town which has a fair share of factories and which is surrounded by a thrifty farming community. Between the farm and the factory the small merchant may count upon the most promising constituency. In the larger cities a location in some provincial sort of neighborhood where the residents as a rule do not get downtown to the department stores suggests the best opportunities. Necessarily the business of the small store is for cash. But in the case of the person who may be slow pay at the grocer's and dry goods man's, he is reassured at the door of the 5 and 10 cent shop by recalling that at the most he will not have to pay more than a dime for the thing he wants. Buying the one thing he wants, it remains with the notion dealer to have his stock so arranged and so inviting that another sale or two will be made before the customer gets away.

The young man venturing into the small 5 and 10 cent lines may have things all his own way if only he is competent in dealing with human nature and resourceful in his business schemes. His stock is simplicity itself. Most of his 10 cent goods will have cost him from 48 to 72 cents a dozen; his 5 cent lines will have cost him from 20 to 36 cents a dozen, delivered at his door. He will have an almost unlimited freedom in the selection of the goods he shall sell. His grocer friend next door will have to carry large lines of sugar, flour, soap, and the like, upon which he has virtually no profit at all; the notion man may throw out a novelty line at any time it is not paying and substitute something else that will pay. The customer who could not buy the profitless sugar from the grocer would be incensed at the grocer's being "out;" the same customer in the 10 cent store probably finds something else for the nickel or the dime.

The advantages to be summed up for the investor in the 5 and 10 cent lines appeal especially strong to the

uninitiated young man who may want to start out for himself in a new business without having had a previous training. The store of this kind is at once an all season store, knowing neither winter nor summer as affecting stocks. If the store site is chosen with reference to its accessibility for women and children, a good plate glass front for the window displays will cover a multitude of shortcomings in the price of interior fixtures and decorations. Tables, counters, shelves and decorations may be had at lowest figures, and yet serve every purpose of display if only good taste, neatness and judgment are exercised by the storekeeper. The stock of the average successful 5 and 10 cent store should be turned from six to twelve times a year, as against the possible twice turning of a hardware stock, and in the turning of these goods the merchant has an eye always for the "sellers"—for the stuff that does not lie long on counters, gathering dust. To prevent dust gathering, too, the plain, cash figures on each individual article are essential.

As an example showing what may be done with a stock of 5 and 10 cent goods in a town of average possibilities the experience of a live young man in such a field under such circumstances may be given: This man had no experience as a merchant, but he had common sense, and his store was equipped and stocked on a common sense basis. His \$1,500 investment was apportioned in stock as follows:

Tinware	\$ 200
Enameled ware	80
Hardware	200
Cutlery	40
Woodenware	40
Brushes	40
Glassware	150
Crockery	60
China	50
Sporting goods	30
Horse goods	30
Staple toys and dolls	100
Cheap jewelry	60
Notions	75
Pictures and mirrors	25
Stationery	50
Books	30
Perfume and soap	50
Smokers' goods	20
Dry goods	100
Dry goods notions	50
Clothing, hats and caps	20

Total\$1,500

Before the opening of the store he had done some effective advertising, and the first day's sales were \$150. For the first week the sales were \$350. Then came a lull in business, until finally the new house struck its gait of \$200 a week, with Saturday's sales representing \$50 to \$75 of this.

In the first year the man did the work himself, opening the store and sweeping, dusting and cleaning windows, with only two girl clerks at \$3 a week each. On Saturdays he hired one or two other girls for the day, and in the holiday season they were engaged for longer time. The man was married and he took \$12 a

week out of the store for his living expenses. Every cent above that was left in the business for reinvestment.

For the first year his books showed sales of \$10,000. Aside from his household, the expenditures in behalf of the business showed:

Rent (\$40 a month)	\$ 480
Clerk hire	468
Advertising of all kinds	200
Heat and light	75
Taxes	25
Insurance	10
Miscellaneous	100

Total\$1,358

This total expense for the house was 13½ per cent. of the \$10,000 sales for that first year's business. The gross profits on the sales were 30 per cent. and when the merchant had drawn his \$12 a week for family expenses he had almost \$1,000 clear profit to turn into the business for the second year. That next year the sales ran \$15,000, with only 12 per cent. expenses subtracted for running expenses, leaving \$2,700 as the owner's profit for the year. From this nucleus this man's business has grown into a full department store and it is a money maker.

How a man with \$400 capital "made a go" of the 5 and 10 cent store in a new town is typical. He had a storeroom 20x50 feet, for which he paid \$25 a month. His stock was of the bulky type, made up of glassware, crockery, hardware, tinware, woodenware and dry goods notions, all so well displayed that visiting drummers would estimate the showing at \$1,000 at least. He was a bachelor, and he partitioned off a room for himself at the back of the store. He knew he had a hard row to hoe and he began by allowing himself just \$5 a week for his personal expenses, and, more than that, he kept within that limitation. His sales were \$10 to \$30 a day, and, working hard, he managed to be his own salesman, janitor and general utility man. An occasional handbill was the extent of his advertising. Under these conditions he sold \$4,000 worth of goods that first year, with expenses as follows:

Rent (\$25 a month)	\$300
Advertising	40
Heat and light	60
Miscellaneous	100

Total expenses\$500

The gross percentage of profit for the year was 32, a showing of \$1,280, from which the store expenses and his own cost of living left \$530, which went back into the business for the second year. With this capital of \$1,000 he laid in a bigger stock, hired a clerk, did more advertising, and finally drove himself from his back room lodging into a good boarding place. He sold \$9,000 worth of goods that second year, clearing \$1,200 over all expenditures. To-day he has a store of many departments, any one of which has a stock several times greater than his first store held.

Jonas Howard.

The driest religion is the gushing kind.



Perpetual

Half Fare

Trade Excursions

To Grand Rapids, Mich.

Good Every Day in the Week

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

Amount of Purchases Required

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

Read Carefully the Names

you are through buying in each place.

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

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

TELL THE TRUTH.

A Lie in an Advertisement Is Still a Lie.

Written for the Tradesman.

"I guess this will bring them in."

The new advertising man stood in the manager's private office with a vain smile on his weak face and a roll of copy in his hand. He always rolled his copy, and the manager did not like that.

In fact, the manager did not like anything he said or did, and for business reasons. The young fellow had come well recommended, and had been given the place because he had a pull with influential members of the firm. Or, to speak correctly, his father had the pull, and the young man profited by it.

The new man placed the roll on the manager's desk.

"What papers do you want it in?" he asked.

The manager unrolled the loose sheets and read the first one.

"This," he said, "will appear in next week's paper mill."

The advertising man showed both chagrin and anger.

"What's the matter with it?" he asked.

"It does not tell the truth," was the reply.

"Is that all?"

"Isn't it enough?"

"I guess if all advertising writers had to tell the cold, hard truth, there wouldn't be much doing in their line," said the new man.

"That's what we expect our man to do," said the manager.

"Well, I suppose I can tinker it up," said the advertising man, "but it will make a botch job of it."

"Then don't try it. Write a new one, leaving these prices as I fixed them."

"Why don't you like this one?"

"I gave you the reason."

"Where is the false statement?"

The manager took up the first sheet of the rejected copy and laid his finger on the leading line.

"You say alteration sale."

"Well, you know, we are going to change some things in the suits department. That is what I referred to."

"And you take \$50 worth of advertising space to talk about \$5 worth of changes?"

"Oh, the idea is to make the people think that we have got to let go of a lot of goods cheap to get them out of the way."

"I see."

"So long as we get them to the store, we don't care how it is done. Then it is up to the clerks to sell them the goods."

The new man was beginning to feel encouraged with this line of reasoning, but the face of the manager did not show that he was convinced.

"When you meet a man on the street and he tells you a story that interests you, and you take pains to look it up, and find it to be a lie prepared for private gain, what do you think of that man?"

"I think he is a cheat."

"And you will never believe him

again, or do business with him, if you can help it?"

"That's right."

The new man colored and stammered, for he saw where the talk was leading him.

"But it is different in advertising," he continued. "People know that these things are put in to draw attention to the prices, and they don't mind."

"They don't believe them, in other words?"

"I don't think so."

"Then where is the use in paying for all this space to tell the people something you know they will not believe?"

"They all do it."

"This firm doesn't," said the manager. "A lie is a lie, whether it is told on the street or at the rate of twenty cents per agate line. A fool advertisement not only does no good. It positively does harm."

"It seems to me that anything that attracts attention to the store is all right," said the young man.

"If you advertise a bear show and exhibit a cat, what will the public do to you?"

The new man laughed.

"I wouldn't care to try that," he said.

"They would probably tear down your tent, and duck you in the river if they caught you. Well, what is the difference? Here you advertise shoes at fifty cents which you say are worth three dollars. Now, the people who buy shoes are not fools. What will they say when they come and see them? Tell the truth. These shoes are worth about a dollar. Put it that way."

"It doesn't look so big a bargain."

"It doesn't make a fool of the store. Now, what do you think people would say to come in here after

reading this advertisement, and find everything going on in the old, calm way? You carry out the idea that everything is torn up, and that there is so great a rush that it will be hard work to get into the store. That is folly. When they get here they will see right at the door that they have been lied to, and will go away, half of them, because the conditions are not as they expected to find them."

"Well, how can we draw them in?"

"Tell the truth. Dig up a lot of this old stock, get the cost prices, and write the advertisement in an attractive way. Then get a lot of the new style goods, describe them and quote prices. Don't lie."

"But I've got to have something to lead with."

"Lead with the truth. Say that we want to sell these goods and are willing to share the profit with the buyer. Don't write an advertisement that will be a give away for the store, and that will brand the firm as a brace of liars. Just one advertisement of that sort will do a lot of

harm, for when you tell the truth people will not believe you. A store must keep faith with the public just as much as a bank or a private individual. Write this over and tell the truth."

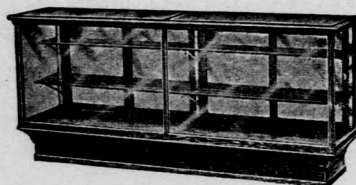
Alfred B. Tozer.

Six million bushels of American wheat will be taken this year by manufacturers of macaroni in Italy and France. Five years ago little or no wheat suitable for the purpose was produced in the United States. The agricultural department took up the matter, with the result that an important new market has been developed. Macaroni wheat grows well in dry areas, requiring little rain, and makes a profitable crop for much land in the West hitherto considered useless.

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, dos-a-dos, two steam runabouts, all in good running order. Prices from \$200 up.

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



High-Grade Show Cases

The Result of Ten Years' Experience in Show Case Making

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

Grand Rapids Fixtures Co.

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

New York Office 724 Broadway

Boston Office 125 Summer Street

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

IT WILL BE YOUR BEST CUSTOMERS,

or some slow dealer's
best ones, that call for

HAND SAPOLIO

Always supply it and you
will keep their good will.

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.

CHOOSING A BUSINESS.

One of the Most Important Steps in Life.

Written for the Tradesman.

No more important question presents itself in life than the choice of an avocation. Unfortunately, it must be decided in youth when the mental strength is not matured and when the young man is without experience.

To society "choosing a business" is of the greatest interest. It affects the general division of labor, and, aside from the individual's fate, the welfare and happiness of the masses are vitally concerned.

Two forces are constantly at work: Liberty demands a free interchange of labor, safety demands state restriction and the qualification of skill and knowledge. Happily, under our progressive Republican forms, there is little conflict. Free interchange of labor exists and license is carried no farther than the requirements of the public good. The days of the town corporation, with its arbitrary powers over trade and labor, and the apprenticeship, with its idleness, misery and abject slavery, are gone. A man can practically do what he pleases, provided he does not interfere with the rights of his neighbor, violate the statute law or endanger the public health.

And this superlative degree of freedom which labor enjoys to-day results in benefit to the man and the masses.

To the man it affords opportunity to correct, in part, the mistakes of youth and secure a more successful career; to the masses it allows the natural play of ambition, ability and physical conditions or environment, which tend to make work for each and greater comfort for all.

School men have an adage which says, "Study what you most affect." Manifold maxims are given to us as to the conduct of life. "The shoemaker should stick to his last," we are told; "Jack of all trades and good at none" is a familiar admonition. "Three removes are equal to a fire" is sometimes offered. "Success lies in knowing one thing better than anybody else" is dinned into our ears. Application, stick-to-it-iveness, everlastingly-keeping-at-it methods are constantly lauded, while the stories of those who have conquered through sheer pluck and perseverance are written even upon the tablets of National memory.

Yet they tell nothing as to how to choose a business, and in the presence of this momentous decision the young man finds all maxims mere empty sound; for, if thoughtful, he knows that avoidance of difficulties is the first requisite of success, and, while he would do that for which he is best fitted, he knows that thousands fail for want of self-knowledge. When Mr. Bellamy's Land of Equality shall come the state will apportion labor, aid in choice. There will be no overcrowding and demand will regulate supply. But until that dreamful day the young man must make his own choice, and then win, if he can, although the world be against

him and there happen to be ten men for one man's work in his business and territory. A sense of this only serves to emphasize the truth that, having found his forte, success is still far distant.

The young man goes to school, of course. Public schools are a National fad. But schools do not help him. They are not very closely related to real life, it is sadly true—indeed, they have ruined thousands of lives. Having little or no conception of the actual commercial struggle for existence, they blow scientific and literary bubbles which fade at the first breath of bread-winning. And not only this but they concern themselves almost wholly with the intellectual man and create in the young mind an impression that the purpose of life is to attain an ideal—the learned man whom they construct—when life itself teaches that citizenship and brotherhood are altruistic, that labor and accomplishment are directly interwoven with environment, that underneath all society, state and manhood is commerce. Nowadays no man chooses a life-work which does not command a living. The peripatetic teacher is dead. The missionary receives wages. The preacher preaches, "The laborer is worthy of his hire," each trade and profession have a commercial and a financial aspect, so that pure intellectuality is false and futile; and every man is a bread-winner, a partner in a great economic and political corporation, interested in his brother's welfare as well as his own, a toiler, a buyer and a seller, a business man. What does the school teach of commercial conduct?

And still we have not learned the secret. Do we not see two great truths—two things needful to know? Know business and know thyself. But how? Capacity must be tested, opportunity must be at hand. What can the young man know?

Ambition is a good spur, a poor guide. Desire is selfish. Taste is proud. Inclination is temperamental. Wisdom is slow, doubt inquisitive, investigation is humble. To resolve, "I will be a lawyer, a doctor, a merchant, a mechanic," is to follow the training of the school. Ideals without reason are the will-o'-the-wisps that lead to the Swamps of Despair; yet, if the young man can regard himself as a factor in the great labor-movement we call progress, and can, albeit dimly, appreciate the social and political economy in which citizenship is suspended and individuality submerged, he can do one thing needful to success—he can gain rational outlook.

Choosing a business! Is not personal reward wrapped up in public advancement? Can a man win honor and wealth doing that for which the New World has no need? Are not all happiness and wholesome living interwoven with the abolition of poverty? Which has the pulsing world the more need of, the art of sophistry or the science of electricity? Is it more respectable to write books than to feed the hungry? "Are you not reducing life to dollars and

cents," do you say? No, through the actual we reach the ideal.

"Ah," you reply, "this does not teach the young man how to know himself." True, and there will be failures to the end of time; but, being confronted by the actual world, in which all effort has its being, one can more accurately estimate the forces necessary to overcome it. Once it is known that each occupation is related to every other, that all make one composite whole, the man's part is faintly seen.

Freedom of choice exists. On the one hand is the world with its energies, its needs, its hopes. On the other there is one being who would follow the bent of his talents, live a life useful to his fellow man and gain thereby honor and competency. What business shall he choose?

If every man could know at the outset of his career what he is best fitted for labor would distribute itself more evenly and the contentment which should attend honest effort would be a more constant quantity. This being so there would be less strife, less failure, less poverty. But he can not know until he tries. Let him, however, find out his aptness as distinct from his wish; let him feel that "Labor, all labor, is noble and holy;" let him know that no individual success can come that is not a part of the world's good—unless it be a miserly gain of money. And then let him love the world in his choosing and half the battle is won.

Charles W. Stevenson.

Pasted Plaster on a Bandbox.

Several years ago a Turner, Me., physician was called to prescribe for a young woman. He ordered the mother to apply a plaster to the patient's chest. The following day he called to see if his advice had been followed, and, finding the patient about the house, was complimenting his good judgment when the old lady informed him that, as there was no chest in the house, she had pasted the plaster on a bandbox.

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

**Walter Baker & Co.'s
Chocolate
& Cocoa**



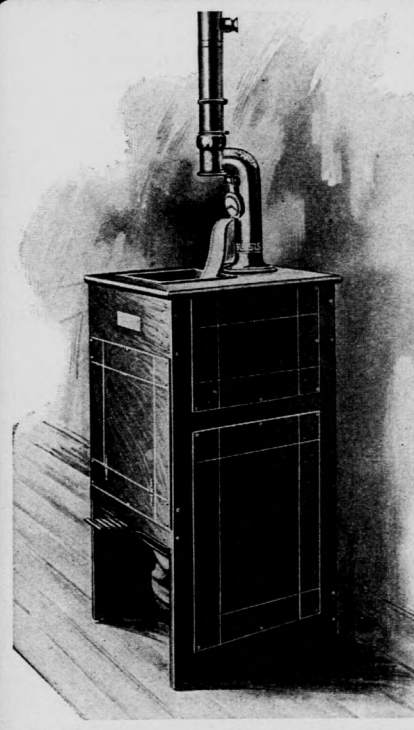
Registered,
U. S. Pat. Off.

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

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

45 Highest Awards in
Europe and America

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



**LAMSON
Foot Power
Pneumatic
Tubes**

For communicating
between floors,
or between
departments and
cashier or credit
department.

Accomplishes much at a small cost for installation and
practically no expense for maintenance.

LAMSON CONSOLIDATED STORE SERVICE CO.

General Offices: Boston, Mass.

Detroit Office: 220 Woodward Ave.

TREE FARMS.

They Mean Riches to Men Who Plant Now.

There are not enough suitable trees left in the United States to supply the 100,000,000 new wooden cross ties needed by our railroads every year.

The demand for posts, poles, ties, woodpulp—even kindling wood—is steadily increasing. These are commodities which have risen in prices in the last few years through the disappearance of our natural forests and a consequent lack of supply for the growing demand. Efforts have been made to substitute metal for these things, without success. Wood only will answer the purpose.

The railroads of the United States require 620,000,000 wooden cross ties. The 100,000,000 new ones that must be supplied every year mean that annually 200,000 acres of thickly wooded ground must be stripped for this purpose. Some of the railroads have started "tie farms" to supply the yearly demand for new ties. These are but drops in the bucket, however. The supply will meet the demand only when every farmer and every land owner in the country will see it to his advantage to raise suitable timber for such purpose.

The need of timber grows with our industrial progress.

The time is past when a farmer will look upon a piece of timberland as a trouble to him, fit only for the stoves, with a grand stump drawing process to be dreaded when all the trees are cut down. Instead of turning his entire farm into grain, for instance, he will hereafter see it to his profit to reserve a part of his land for a tree farm. He will raise trees, in short, for commercial purposes.

The wise young man of to-day who has a small sum of cash to invest, or a piece of seemingly worthless land on his hands, can with little trouble place himself in a position where in a few years he may begin to draw an income as safe as, if not safer than, one derived from United States gold bonds.

Recently a number of Michigan young men organized themselves into a stock company for the purpose of conducting a "post farm." They have bought forty acres of Michigan land hitherto considered worthless and have planted it with locust seedlings. The land was formerly overgrown with a poor quality of pine and other soft woods. These had been cut down and a second growth is springing up. The locust seedlings were planted in among the second growth.

The seedlings cost almost nothing. This land useless for agricultural purposes, was sold to them for \$1.50 an acre. In a few years the cutting may begin, after which a secure income may be depended upon for an indefinite number of years.

There are many wornout farms in the country, many "thin" lands, and spots where the soil is not rich enough to yield agricultural returns. These lands may be had anywhere from \$1.50 to \$5 per acre. Forestry

statisticians agree that a minimum of one cord per acre can be grown on the thinnest of these lands at a minimum net profit of \$1 per acre—even if the wood is good for nothing more than fuel. Farmers and men in touch with forestry investigations are beginning to realize that a "tree farm" is among the best paying and least costly enterprises in the country.

The black locust is recommended for a "post farm." It grows rapidly in most of our temperate latitudes and is quite inexpensive to plant, the seeds and seedlings being decidedly cheap. The trees will grow into good post timber in twelve years. They may be planted eight by eight feet and will occupy the land 1,700 to the acre.

A "post farm" requires little attention and is like "money found" at the end of the first growing period. It would be well to plant new seedlings in new acreage each year, thus working gradually into a large plantation, while the trees that are cut will readily sprout into new growth. Such a farm can be arranged so that a crop of posts can be harvested every year. It will always be a paying investment, for posts are everywhere a needed commodity at prices as staple as wheat.

Railroad ties will continue to command a good price in the market. For a "tie farm" the catalpa is an excellent tree. In the Middle West and South railroad companies are setting out large tracts with catalpa trees. In the East the yellow locust has been found most suitable. White oak is also usable. By the end of the year one railroad company will have 100,000,000 locust trees set in over 2,500 acres. This one road, however, will annually eat up the cuttings from 39,000,000 trees, which leaves plenty of room for the ambitious person who would operate a "tie farm."

A Nebraska farmer has gained much satisfaction from catalpa trees, which he has been cutting young and using for posts. To secure good ties from catalpas will take a growth of eighteen to twenty years. A good road tie is worth 50 cents anywhere, delivered.

The catalpa may be grown eight by eight with phenomenal success, though the land required for catalpas must be of slightly better grade than that used for locusts.

There is an increase of the mammoth demand for wood pulp, although the supply is rapidly diminishing. Cottonwood will grow on thin lands satisfactorily and probably more rapidly than any other timber available for wood pulp purposes. At the pulp mills cottonwood is worth \$8 to \$9 per cord. A crop can be harvested in ten to twelve years. The trees are not destroyed in harvesting these crops but sprout anew after each cutting.

The chestnut is growing in demand as a timber tree, particularly for poles, as the cedar supply is giving out. In Connecticut the chestnut is being used almost entirely for poles.

One may judge of the commercial value of the cheapest of woods—cot-

tonwood—from the following statement made by Gov. Hill of Maine:

"The ordinary cottonwood is, as a rule, the least desirable of wood for commercial purposes; yet it has been found that a small growth, denuded of limbs by the ice storm of 1892, when cut down yielded eleven cords in peeled wood and netted \$138.52 per acre on a thirty year growth, or \$4.62 a year. There are few if any industries or enterprises that will net \$4.62 a year on an investment of \$2 or less."

White willow, considered useless heretofore, has been found to be good for fuel. An Oakland county (Mich.) farmer owns a white willow hedge of sixty rods. This hedge has been supplying his entire fuel by gradual cutting, allowing the sprouts to grow after each cutting.

Many a farm is too large to be worked to advantage by its owner. He might better give his careful attention to a smaller acreage, leaving a part of his land to develop in commercial material for the future. Then he may look forward to a time when failure in crops need not mean despair over the loss of a year's work—perhaps consequent grinding poverty until he has "caught up." The wooded acreage, judiciously handled, will be a source of assured income to him as long as he lives. Moreover, while his trees are growing in value, so also is the soil in which they are planted; so that when another part of his farm grows too "thin" for agriculture he may use that for his trees

Gillett's D. S. Extracts



Conform to the most
stringent Pure Food Laws
and are
guaranteed in every respect.

If you
do not handle them
write for our
special introductory propo-
sition.

Sherer-Gillett Co.
Chicago

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

and the former wooded ground for his crops.

The farmers of Ohio are setting a practical example. By a system of co-operation they are planting 100,000 trees every year—mostly catalpas and locusts, with the intention of obtaining post timber, this meaning the quickest returns for the planter. At the end of twelve years net returns of 10 per cent. per acre are expected.

There is no reason why individual men and women should not make substantial incomes from timber growing. The person starting a tree farm to-day is creating for himself an endowment policy, maturing in from ten to twenty years, which will pay him annually a life income; an endowment policy created at small cost, with no risk attached and entailing no heavy premiums.

I am indebted to Charles W. Garfield, President of the Michigan State Forestry Commission, for some of the information given. For many years Mr. Garfield has stood at the head of this Commission and by his earnest and enthusiastic work has succeeded in convincing a portion of the younger generation that the future prosperity of Michigan will depend largely upon the reforestation of its denuded woodlands.

E. K. Wooley.

Educated Citizenship the Need of Nations.

The Vice-President of the United States made a speech the other day in which he took occasion to remark that the salvation of this country, now as always, depends upon its educated citizenship, whereupon a certain editor hastens to remark that from his point of view the country has had about all it can stand of the "educated" business already. At six the common school has taken the child in hand, with an occasional antedate in the kindergarten and turns him out of the university at twenty-one "educated." Thus educated the graduate of the common school and the university has gone out into the world to fight the battle of life, has fought it and now we are hearing from him all the way from the various presidencies to the United States Senate, where he has made himself notorious as a thief and a swindler, outdoing even the "heathen Chinese" in ways that are dark; and now if that is "educated" citizenship, "excuse us, but we don't want any more of it."

It is pleasant at this point to say and still pleasanter to believe that this is not "educated citizenship" and, if a distorted imagination has so considered it, it is so much the worse for the distorted imagination. The fact is the leading element can not be left out of a compound without changing the compound, and that is exactly what has been done in educational lines for something like half a century. There is no use in asserting here the generally conceded fact that while we are looking sharply after the brain and the brawn, the latter often even unto death, the remaining third, by far the most important, is allowed to shift for itself. The college diploma, embalmed in

New England tradition, is the passport to society anywhere, while the hero of the gridiron is admitted without even that. With the university behind both it is taken for granted that the character is all right and the social world in its best clothes greets both with smiles and extended hands and, picking out the best places for its hopefuls, locates them there to make the most of their opportunities. They have, and with them as examples in his mind and in the minds of his hearers, it is no wonder that the Vice-President declared with emphasis the need the country has to sustain itself is an educated citizenship.

With the appalling need of this educated citizenship before our eyes it is no stretching of facts to declare that this halfway education is worse than none. There is no fault to be found with the healthy muscle and sinew, not in the slightest degree is brain cunning to be lessened or deplored, but the lesson of the hour is that the perfect animal and the brightest brain are dangerous unless they are the submissive servants of a power higher and better than both. For decades we have been making fun of the Puritan and his ways. He was narrow. He was bigoted. He was hypocritical, and his blue laws are so many proofs of his fanatical tyranny. He was as good an instance of absolute power and its abuse as America will ever see; but in doing away with that abuse people and state have gone to the other extreme and have eliminated God from whatever pertains to daily life. So the educated muscle and the educated brain sit alone at the council table of the nations and the result is animalism and graft. The old story of the wilderness is repeated. With the departure of Moses comes the image and the worship of the golden calf, and if the penalty of the Israelites is to be repeated it will be due to the need of that educated citizenship to which the distinguished orator referred.

What was done to right the wrong in the olden time must be repeated now. The broken tables of stone must be replaced. Down from the mountain must the modern Moses come, his face aglow, to take the place again at the head of the people where too long he has been so sadly missed. To the country's sorrow it has found that God is not mocked. It has, indeed, reaped what it has sown and now let that lacking element of education which stands for God again be recognized and so make complete the education which without it can only be what the criticising editor so sharply scores. That done the betterment will at once begin. Character will again come to the front, backed by a sane mind in a sound body. The home will again become a center where the virtues all are taught and whence their shining beams will radiate. The school officer will have something to say about the moral fitness of the teacher candidate and, last of all and best of all, the "educated citizenship" of the republic will at last

be what it has been claimed to be all along, the crowning glory of the best form of government which the earth has ever known. R. M. Streeter.

A Mistake in the Trade.

"In the old days," says a well-known player, "when I was a member of a stock company in Chicago, we used nightly to gather in a bohemian resort near the theatre. One night, just after the show, a number of us were seated at a table near the entrance, when there entered to us a lean and hungry-looking chap, very thinly and shabbily clad. Noticing his anxious gaze, one of the party immediately divined his purpose, and, anticipating the stranger, said:

"'Sorry, old fellow, but as we ourselves are playing in rather hard luck we have not money to give you for a meal and a night's lodging. We're nearly broke ourselves.'

"At this the stranger smiled pleasantly. 'Permit me, gentlemen, to correct a misapprehension,' said he. 'I was not going to ask you for money. I merely wanted to know whether one of you would not lend me a sandbag so that I might go out and make a little.'"

A Pittsburg man casually remarked the other day that he would like a nice kitten. One of his friends inserted an advertisement in a newspaper briefly stating this fact and directing that persons having kittens to dispose of bring them or take them to the man's office. No less than 794 cats were delivered and the man had to give up business for the day.

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STUFFY PETE.

The Result of Eating Two Thanksgiving Dinners.

There is one day that is ours. There is one day when all we Americans who are not self-made go back to the old home to eat saleratus biscuits and marvel how much nearer to the porch the old pump looks than it used to. Bless the day. President Roosevelt gives it to us. We hear some talk of the Puritans, but don't just remember who they were. Bet we can lick 'em, anyhow, if they try to land again. Plymouth Rocks? Well, that sounds more familiar. Lots of us have had to come down to hens since the turkey trust got its work in. Bet somebody in Washington is leaking out advance information to 'em about these Thanksgiving proclamations.

The big city east of the cranberry bogs has made Thanksgiving day an institution. The last Thursday in November is the only day in the year on which it recognizes the part of America lying across the ferries. It is the one day that is purely American. Yes, a day of celebration exclusively American.

Stuffy Pete took his seat on the third bench to the right as you enter Union square from the east, at the walk opposite the fountain. Every Thanksgiving day for nine years he had taken his seat there promptly at 1 o'clock. For, every time he had done so things had happened to him—Charles Dickensy things that swelled his waistcoat above his heart and equally on the other side.

But to-day, Stuffy Pete's appearance at the annual trying place seemed to have been rather the result of habit than of the yearly hunger which, as the philanthropists seem to think, afflicts the poor at such extended intervals.

Certainly Pete was not hungry. He had just come from a feast that had left him of his powers barely those of respiration and locomotion. His eyes were like two pale gooseberries firmly imbedded in a swollen and gray smeared mask of putty. His breath came in short wheezes; a senatorial roll of adipose tissue denied a fashionable set to his upturned coat collar. Buttons that had been sewed upon his clothes by kind Salvation fingers a week before flew like popcorn, strewing the earth around him. Ragged he was, with a split shirt front open to the wishbone; but the November breeze, carrying fine snowflakes, brought him only a grateful coolness. For Stuffy Pete was overcharged with the caloric produced by a superbountiful dinner, beginning with oysters and ending with plum pudding and including (it seemed to him) all the roast turkey and baked potatoes and chicken salad and squash pie and ice cream in the world. Wherefore he sat, gorged, and gazed upon the world with after dinner contempt.

The meal had been an unexpected one. He was passing a red brick mansion near the beginning of Fifth avenue, in which lived two old ladies of ancient family and a reverence for traditions. They even denied the ex-

istence of New York and believed that Thanksgiving day was declared solely for Washington square. One of their traditional habits was to station a servant at the postern gate with orders to admit the first hungry wayfarer that came along after the hour of noon had struck, and banquet him to a finish. Stuffy Pete happened to pass by on his way to the park, and the seneschals gathered him in and upheld the custom of the castle.

After Stuffy Pete had gazed straight before him for ten minutes he was conscious of a desire for a more varied field of vision. With a tremendous effort he moved his head slowly to the left. And then his eyes bulged out fearfully, and his breath ceased, and the rough shod ends of his short legs wriggled and rustled on the gravel.

For the Old Gentleman was coming across Fourth avenue toward his bench.

Every Thanksgiving day for nine years the Old Gentleman had come there and found Stuffy Pete on his bench. That was a thing that the Old Gentleman was trying to make a tradition of. Every Thanksgiving day for nine years he had found Stuffy there, and had led him to a restaurant and watched him eat a big dinner. They do those things in England unconsciously. But this is a young country, and nine years is not so bad. The Old Gentleman was a staunch American patriot and considered himself a pioneer in American tradition. In order to become picturesque we must keep on doing one thing for a long time without ever letting it get away from us. Something like collecting the weekly dimes in industrial insurance. Or cleaning the streets.

The Old Gentleman was thin, and tall, and 60. He was dressed all in black, and wore the old fashioned kind of glasses that won't stay on your nose. His hair was whither and thinner than it had been last year, and he seemed to make more use of his big, knobby cane with the crooked handle.

As his established benefactor came up, Stuffy wheezed and shuddered like some woman's overfat pug when a street dog bristles up at him. He would have flown, but all the skill of Santos-Dumont could not have separated him from his bench. Well had the myrmidons of the two old ladies done their work.

"Good morning," said the Old Gentleman, "I am glad to perceive that the vicissitudes of another year have spared you to move in health about the beautiful world. For that blessing alone this day of Thanksgiving is well proclaimed to each of us. If you will come with me, my man, I will provide you with a dinner that should make your physical being accord with the mental."

That is what the Old Gentleman said every time. Every Thanksgiving day for nine years. The words themselves almost formed an institution. Nothing could be compared with them except the Declaration of Independence. Always before they had been music in Stuffy's ears. But

now he looked up at the Old Gentleman's face with tearful agony in his own. The fine snow almost sizzled when it fell upon his perspiring brow. But the Old Gentleman shivered a little and turned his back to the wind.

Stuffy had always wondered why the Old Gentleman spoke his speech rather sadly. He did not know that it was because he was wishing every time that he had a son to succeed him. A son who would come there after he was gone—a son who would stand, proud and strong, before some subsequent Stuffy, and say: "In memory of my father." Then it would be an institution.

But the old Gentleman had no relatives. He lived in rented rooms in one of the decayed old family brown stone mansions in one of the quiet streets east of the park. In the winter he raised fuchsias in a little conservatory the size of a steamer trunk. In the spring he walked in the Easter parade. In the summer he lived at a farmhouse in the New Jersey hills, and sat in a wicker armchair, speaking of a butterfly, the ornithoptera amphrisius, that he hoped to find some day. In the autumn he fed Stuffy a dinner. These were the Old Gentleman's occupations.

Stuffy Pete looked up at him for a half minute, stewing and helpless in his own self-pity. The Old Gentleman's eyes were bright with the giving pleasure. His face was getting more lined each year, but his little black necktie was in as jaunty a bow as ever, and his linen was beautiful and white, and his gray mustache was

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curled carefully at the ends. And then Stuffy made a noise that sounded like peas bubbling in a pot. Speech was intended; and as the Old Gentleman had heard the sounds nine times before, he rightly construed them into Stuffy's old formula of acceptance:

"Thankee, sir. I'll go with ye and much obliged. I'm hungry, sir."

The coma of repletion had not prevented from entering Stuffy's mind the conviction that he was the basis of an institution. His Thanksgiving appetite was not his own; it belonged by all the sacred rights of established custom, if not by the actual statute of limitations, to this kind Old Gentleman who had preempted it. True, America is free; but in order to establish tradition some one must be a repetend—a repeating decimal. The heroes are not all heroes of steel and gold. See one here that wielded only weapons of iron, badly silvered, and tin.

The Old Gentleman led his annual protegee southward to the restaurant and to the table where the feast had always occurred. They were recognized.

"Here comes de old guy," said a waiter, "dat blows dat same bum to a meal every Thanksgiving."

The Old Gentleman sat across the table glowing like a smoked pearl at his cornerstone of future ancient tradition. The waiters heaped the table with holiday food—and Stuffy, with a sigh that was mistaken for hunger's expression, raised knife and fork and carved for himself a crown of imperishable bay.

No more valiant hero ever fought his way through the ranks of an enemy. Turkey, chops, soups, vegetables, pies disappeared before him as fast as they could be served. Gorged to the uttermost when he entered the restaurant, the smell of food had almost caused him to lose his honor as a gentleman, but he rallied like a true knight. He saw the look of beneficent happiness on the Old Gentleman's face—a happier look than the fuchsias and the ornithoptera amphirisius had ever brought to it—and he had not the heart to see it wane.

In an hour Stuffy leaned back with a battle won.

"Thankee kindly, sir," he puffed like a leaky steam pipe; "thankee kindly for a hearty meal."

Then he arose heavily with glazed eyes and started toward the kitchen. A waiter turned him about like a top, and pointed him toward the door. The Old Gentleman carefully counted out \$1.30 in silver change, leaving three nickels for the waiter.

They parted as they did each year at the door, the Old Gentleman going south, Stuffy north.

Around the first corner Stuffy turned, and stood for one minute. Then he seemed to puff out his rags as an owl puffs out his feathers, and fell to the sidewalk like a sunstricken horse.

When the ambulance came the young surgeon and the driver cursed softly at his weight. There was no smell of whisky to justify a transfer to the patrol wagon, so Stuffy and his two dinners went to the hospital.

There they stretched him on a bed and began to test him for strange diseases, with the hope of getting a chance at some problem with the bare steel.

And lo! an hour later another ambulance brought the Old Gentleman. And they laid him on another bed and spoke of appendicitis, for he looked good for the bill.

But soon one of the young doctors met one of the young nurses whose eyes he liked, and stopped to chat with her about the cases.

"That nice old gentleman over there, now," he said, "you wouldn't think that was a case of almost starvation. Proud old family, I guess. He told me he hadn't eaten a thing for three days."

O. Henry.

Mistakes Should Be Shown Up.

Mistakes will sometimes occur in all well regulated factories, but one can go into some factories and find the same mistakes occurring day after day, and apparently nothing being done to correct them. This is wrong and bound to be disastrous in the long run. These mistakes should be checked. The superintendent should look after the foremen, and they in turn should watch the operators all along the line and compel them to stop their work long enough to show up a mistake when they find one on a shoe or case of shoes.

The writer has been in factories where an operator would be shown a mistake and, asked why he passed it without showing it to his foreman, would say that he didn't have time to show it up. Now the idea of an operator not having time to show up something that isn't right about a shoe! Why, that is just simply telling the foreman that he has not time to do his work right, and when an operator has not time to do his work right, his services had best be dispensed with at the earliest possible moment. It is not right for just one operator along the whole line to be expected to show up all his mistakes, because this certainly would be imposing upon his time. Each operator throughout the factory should carefully watch the shoes as they perform the different operations on them. Then if the foreman takes the necessary steps to correct the mistakes it will not be long before the mistakes will begin to disappear, and each operator will see, as the mistakes lessen, that the work will be easier and the general appearance of the finished shoe will be much improved.

There are some operators who are continually making mistakes. If you have one of this kind in your employ, and speaking to him and showing him his mistakes does not make any change in him, it would be best to replace him with a more careful workman. Some of the mistakes usually seen on shoes going through the factory are crooked or ill-shaped seats, counter squashed out around seat by heeling or seat-nailing while the counter is still "green," points of seat-nails sticking out through seats, sole-layers' tacks sticking out between the edge of the sole and upper, crooked

heels, sole gaping at toe, showing McKay stitches, irregular trimming of edges and many other such little things that are sometimes overlooked by the one who happens to do them. If each one has his eye trained to watch for these things and they are shown up as soon as noticed, a great deal of trouble and annoyance will be avoided.

Prof. Goldwin Smith, the Canadian publicist, believes that as an encouragement to matrimony two votes should be given to every married man. He is very fond of children, who, in turn, lavish their affection on him. The professor delights in listening to their odd ways of expressing themselves. Not long ago, while visiting at the house of a friend, he took a little girl on his knees and asked about a fine wax doll with which he had seen her playing. "Oh, I don't have anything to do with dolls any more," said the child. "We have a truly meat baby now, and that keeps me busy."

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The Measure of One's Happiness in Marriage.

In marriage the measure of one's happiness usually is in proportion to one's deserts. For, after all, marriage is a partnership; the closest, the most intimate known to humanity, but still a partnership, and its weal or woe, its success or failure, depends upon the manner in which the partners, singly and together, perform their parts; the contract must be executed in good faith and love.

In matrimony, as in other undertakings, a good beginning is half the battle. In the first place too little wisdom often is exercised in choosing a partner for life. Women fall victims to designing men, from whom a little prudence might have saved them, while as for the men, whatever wits they may have frequently desert them altogether just when they need them most. There seems to be an actual fatality about the way in which men, shrewd enough in everything else, are blind to the virtues of the sweet, modest, womanly girls who would make ideal wives and mothers; and surrender on sight to the over-dressed, forward and frivolous, not to say loud, women who do not possess a single quality which makes for domestic happiness.

The secret of true marriage lies in similarity of taste, agreement of character, sympathy of spirit and harmony in disposition. To these must be added strong personal attraction, when there results the sincere and permanent love which blends heart and soul so that "they twain shall be one flesh" to the end of life.

In marriage, truly, "love is the fulfilling of the law." A man should not only love his wife dearly, but he should tell her that he loves her, and that often. The once for all plan is not one which appeals to women in general. It is a feminine quirk to love to be made love to, the more the better; to object to taking affection for granted. A man is too apt to think that the mere fact of his marrying a woman ought to convince her of his love for her thenceforth and forever. On the contrary, she likes to have his continual assurance that he thinks it the best thing that ever happened, to be told over and over again that there was and never could be any other woman in the world who can compare with her in his eyes.

Sacrifices are absolutely essential to the happiness of married life. There must be a continual giving up of one's own will to that of another, thought for another rather than for one's self. The greatest happiness possible to man is that found in making happy another who is dearer than self. The man labors gladly to provide a home for the woman whom he loves; the woman joys in making that home a haven of rest and peace

for the man whom she loves. "There is no service," says Sir Philip Sidney, "like his that serves because he loves."

In every relation of life, in marriage more than in most, the art of making the best of things is worth infinitely much. There always is a best if one takes pains to find it; never was truer word spoken than that "there is nothing so bad that it might not be worse." When the wife or husband is quick tempered the blaze is usually over quickly. Wisdom remembers that "where no fuel is the fire goeth out," and replies with the soft answer which turneth away wrath. If stupid, he or she usually is placid and good tempered. People with the bovine temperament may not be entertaining, but they are generally reliable. A post by the wayside is rarely a thing of beauty; it bears neither flowers nor fruit, but such as it is it is always there, steady to rest against, safe to tie to.

Be not quick to take offense, neither in haste to tell unpleasant truths. Silence is not necessarily untruth, and a sharp tongue is sure to stir up strife. It is the part of discretion to be "more than kind" to the virtues of those with whom one is associated in one's daily life; it is also wise to be "a little blind" to their faults when it is possible not to notice them. Mrs. Wiggs used "compliments instead of switches" upon her children and found it paid. Praise is, in most cases, a more potent influence than reproof, indeed, reproof, like pepper, should be used sparingly, and also like pepper should be pungent. Then a little of it is apt to be effective. It happens sometimes that an outburst of temper, if it is merely an outburst, acts like a thunderstorm does in nature, and clears the mental atmosphere. It is the "continual dropping of contention" which wears away faith, hope and patience, and does to death the love which was upheld by these foundation stones.

What a man most desires in a home is comfort. Many a one has married his housekeeper, induced thereto solely by the fact that she understood how to make him thoroughly comfortable, and did so. The woman who is always careful of a man's creature comforts becomes in time necessary to him. Kind words, thoughtful silence, a cheery smile, a heartfelt clasp of the hand, all have their place in keeping the wheels of the domestic coach running smoothly. Incurable disorder, hopeless unpunctuality, lack of sense of responsibility, careless forgetfulness, and such defects do not alter the love or destroy the sterling good qualities of a person, but they go far to provoke discord and dissatisfaction in a home.

It often is claimed that the first year of married life is less happy than the second, since it is necessary to get into the habit of being married, to become used to each other. With some this may be the case. The relations of too many husbands and wives seem to confirm the theory that possession is soon fraught with satiety, and that it is only the unattain-

able which continues to attract. This is all wrong; a woman should be able to keep her husband as well as to catch him, and all the romance ought not to be left at the church door. She should be loyal as well as loving, tender as well as brave. Above all, it is her business to be cheerful, and if it costs her an effort to be so, not to let her husband see it. The unfortunate man who leaves home with the memory of a tearful wife in his mind, and who returns to hear petulant complaints of everything and everybody, when he is tired, perhaps worried over serious matters, and is in need of rest, and wants his dinner, is not without excuse if he loses his temper. A plaintive note in a woman's voice may be attractive when it is a semi-occasional novelty, but when it is a perpetual whine it soon loses all charm, and one feels that the wildest outburst of passion would be preferable to the fretful tones which greet one's ear day in and day out. Some people are born cheerful, others achieve cheerfulness, and it is surely an achievement well worth while.

While the first year of wedlock usually determines the question whether or no marriage has been a failure, it is in the second or third year that the romantic element finally disappears.

The husband and wife have grown quite used to one another; they know each other's failings, their mutual weaknesses. There are no more illusions to keep up, and there is, perhaps, a tyrant in the nursery who occupies most of the young mother's time and is the center of her thoughts. The husband feels that he is playing second fiddle and keeps out of the way. He means well, maybe, but he makes a mistake. Children should draw the parents more closely together, and not raise the slightest barrier between them. For this cause the wife should be careful to let her husband understand that the baby is doubly dear to her because it is his, and never sacrifice him to it, excepting with his full and free consent and co-operation. In short, the conclusion of the whole matter is that oneness in marriage consists largely in putting one's self in the place of another, and in sharing that other's point of view.

Dorothy Dix.

"The Simple Alone Is Best."

Written for the Tradesman.

It may have been the general influence of the Indian summer which the two men had known first in boyhood among the New England hills, it may have been the memories which cling to us all when "the days that are no more" come back to us to show how far we have drifted from all that is good and true, but the atmosphere of the Nation's feast day was near at hand, the dinner had been generous and generously partaken of and while they were enjoying to the uttermost the vintage which prosperity alone can afford, there was a touch of sadness in the voice as the host, putting down his glass, remarked, "It is good, John, there is no doubt about that; but after all wouldn't you give it and all the rest

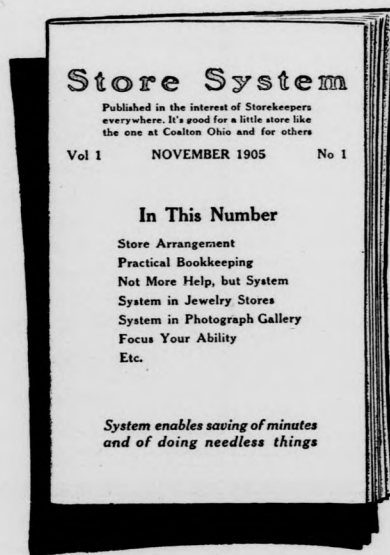
of the dinner to go now over to Joel Paine's old cider mill and have a swig of sweet cider through a straw? In those days of rags and patches this and what belongs necessarily to it would have been a bit of heaven upon earth could we have had it then; but now that the best has come I find myself again turning away from it and longing for the old days and the old times when it was the simple in everything that gladdened us most.

"I know that the dinner I have eaten is better than the dinners used to be, cooked though they were by my mother and eaten though they were by ravenous boyhood; but through it all and behind it all I am tired of the choicest meats and the choicest cooking and the dainty menus and I would give—what wouldn't I give?—for a breakfast of fried meat and johnny cake washed down—how the old vernacular comes back to me!—with a royal cup of bean coffee! Elizabeth says sometimes when I turn away dissatisfied, that if I insist upon it she can give me a dinner of boiled codfish and 'rye'n Injun' bread, such as I used to have, hoping in that way to make me ashamed of myself and to bring me to a realizing sense of the blessings I enjoy; but the new dinners are not like the old ones and, like the old cow in the clover, I stand at the bars and bellow for the thin, scant pasturage of the olden time."

"I was thinking of the same thing the other day, Jim," remarked the guest, "when the folks went to the play and made me go. It was all very nice and I'm glad I went. The papers had a good deal to say about the splendid way it was put on. I never thought anything about that, but I had my money's worth. What I did think of after it started was that night in the old red school house where we played the same thing, you as Brutus and I Cassius and Joe Taft as Mark Antony; and I'll be dumbed if I don't believe, when you come right down to business, there wasn't one of us that couldn't give these fellows pointers. It's with this as it is with everything else. There is too much of a muchness with it all and that's what spoils it. Cost? I'm ashamed to tell what I paid for my tickets, but I'm mighty certain, when you come right down to real enjoyment, that Julius Caesar in the red school house discounts this about a hundred to one."

So they sat and talked of the old times, comparing them with the new and always to the disparagement of the good times now. Under the spell of the past it is easy to understand and explain the glamour of "the golden, olden glory," but aside from that there were a constant longing for and a reaching out after the simple, for which their hungering souls were hankering and for which the good and the true in us are hankering now. May their longing after these be satisfied; and may the good and the true seek and find and thoroughly enjoy in the abundance that comes to us on the morrow the real simple which can only bring the greatest joy.

Richard Malcolm Strong.



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Out of the black mire rises the white water lily, and out of a city's refuse its light.

Electric illuminations for Greater New York form the rubbish at its back doors is the wonder wrought by twentieth century engineering. Waste, the penalty of life, long has been a problem of those that live, particularly those that live in large cities. With the ideal of "a place for everything and everything in its place," municipal housekeepers long have pondered over the proper place for "matter in the wrong place," Lord Palmerston's name for dirt. Where and how shall a city's scrap baskets be emptied?

Slowly and surely there has deepened upon the public mind the impression that there is a better way of getting rid of worthless and dangerous matter than by heaping it upon the nearest unoccupied ground or into adjacent water, reckless of results.

For the last fourteen years nearly 100 American towns and cities have battled with the problem by experiments, and a hundred or more others are watching expectantly for the results which hitherto have fallen into two leading methods of more or less success. The system of reduction dealt with the cook's scraps, about 12 per cent. of a city's total waste, and manufactures these, by a steam or naphtha treatment, into grease and a basis for fertilization, and proving neither commercially nor sanitarily altogether satisfactory.

The method of cremating transforms into ashes all garbage that is worthless, offensive or dangerous, leaving about seven-eighths of the city's waste to find other exits. The great bulk of combustible refuse which might be used as fuel usually has been dumped on low ground. This is an expensive way of filling, takes a long time to settle, and creates a nuisance by the rats which it gives shelter. Or, the rubbish has been cast asea only to float to neighboring beaches, where it must again be collected.

At this unsatisfactory stage of waste disposal were affairs when America learned of Great Britain and became wise. The necessities of thickly populated cities had provided a large purse for the English sanitary engineer and after years of seeking had found twin handmaids of service in her refuse fires; power production with waste disposal; and in over sixty towns had united sewage works, electricity works, or water works with the purifying flames of the waste destructors.

These combination works comprise a total of 370 destructor cells and 140 high pressure steam boilers, the total destroying capacity being over 3,200 tons a day, or more than a million tons a year, London's scrap baskets alone contributing 800 tons a day, or nearly 300,000 a year. The resultant power is used to generate electricity

at the rate of from 25 to 62 units per ton.

In a perfectly designed plant the thorough destruction of refuse was found inevitably to mean the production of power; power was but a natural consequence. Just as refuse can be destroyed perfectly only at a high temperature of combustion, so high temperature gases are essential for the production of power. If material is only imperfectly burned at a low heat then no power worth mentioning is generated. The perfection of the furnace becomes an index of the power it can create and the power generated reflects the perfections or the imperfections of the furnace.

American cities, emulating England's profitable examples, may metamorphose into splendidly useful force the immense masses of matter which they now are considered to pay extravagant prices for just to throw away. The same conditions given, similar methods and equally good apparatus. Uncle Sam's towns may vie with John Bull's and have their dark places lighted, their street railways operated, and many other important municipal chores performed by the city off-scourings, which apparently are but good servants in disguise.

Of this momentous fact New York has been the first to give proof, and is now displaying to her proud citizens a combined rubbish incinerator and electric lighting plant tucked under the new East River bridge, and consisting of two parts, an incinerator proper, belonging to the department of street cleaning, and an electric lighting station, belonging to the department of bridges, the incinerator costing \$31,000 and the electric lighting station \$50,000.

Operated simultaneously, the capacity of the plant is about 50,000 tons, or just one-half the yearly leavings of Manhattan and the Bronx. The heat generated by the burning of the rubbish is to be utilized by boilers to create steam for the operation of dynamos furnishing light for the new East River or Williamsburg bridge, and probably nearby school houses and parks, dynamo capacity aggregating 250 kilowatts being installed for this purpose.

The incinerator has a capacity of 350 cartloads of 7 cubic yards every twenty-four hours, each load weighing about 1,000 pounds; and the heat derived from this mountain of waste operates the 400 horse power installation of steam boilers.

The incinerator is housed in a one story building 70x150 feet, with a front room where the rubbish carts disburden themselves to a metallic conveyor. This carries forward the rubbish between sorting boxes, where the material is trimmed or sorted by hand as it passes. The unmarketable rubbish remaining on the conveyor is carried over the cross wall and dismissed from the conveyor upon a fireproof platform above the cells of the furnaces.

The street sweeping carts drive up an incline on the outside of the

building at the rear on to the fireproof platform and there deposit their loads. The material deposited on the platform by the conveyors and the street sweeping carts is pushed into hoppers and down into the cells of the furnaces. The hot gases of combustion pass through a horizontal flue into the base of the stack which furnishes natural draft for combustion, the rubbish burning without the need of any other combustible. When steam is to be generated the gases are sent through the boilers and thence to the stack.

Steam from the boilers is carried through an eight inch main steam line to the electric lighting station, twenty feet away, another little building with outside dimensions of 50x60 feet, and installed with three engines, each engine with a generator operating at 240 volts. There is one feeder for station building lighting, one for incinerator building lighting, and five feeders for bridge service, with the probability of other feeders being added, all the feeders carrying light to some part of Greater New York.

So much for the chemistry of light out of darkness. To an understanding of the role the new incinerator lighting plant plays in Greater New York, it is needful to know the practice of the Department of Street Cleaning. Each New York householder, as S. S. Edmonds, the New York engineer, explains, "is required to prepare his refuse for the collecting carts according to a plan known as primary separation, in accordance

ALABASTINE

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

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

ALABASTINE COMPANY

Grand Rapids, Mich

New York City

Duck and Corduroy Coats

With Blanket
or
Sheepskin Lining

Our Stock is Very
Complete

Prices Right

Brown & Sehler Co.

Grand Rapids, Mich.

Wholesale Only

NEW YORK CHICAGO ST. LOUIS DENVER SAN FRANCISCO
CABLE ADDRESS—GOLD
LOCAL & LONG DISTANCE TELEPHONES

**NEW YORK & ST. LOUIS
CONSOLIDATED
SALVAGE CO.**

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

ORIGINAL SPECIAL SALES SYSTEM

ADAM GOLDMAN, President & Genl. Manager
HOME OFFICE: GENERAL CONTRACTING AND
ADVERTISING DEPARTMENT,
Century Building,
ST. LOUIS, U.S.A.

SALES UNDER OUR MAKE OF
SALES UNDER OUR MAKE OF
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SALES UNDER OUR MAKE OF
SALES UNDER OUR MAKE OF

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.

with which refuse is divided into three classes—ashes, garbage and rubbish. This rule is rigidly enforced and mixed refuse is not accepted. The refuse of the third class is that with which this new plant has to deal, and consists of waste paper, cardboard, matting, rags, wooden boxes, discarded articles of furniture, old bedding and other rubbish, which, as a whole, is readily combustible. M. L. Wanzer.

Story of a Conductor Who Quit.

"No," said the ex-passenger conductor, "I really 'knocked down' but once, and that was to get even with a spotter."

Carefully relighting his cigar and thoughtfully throwing away the match stump he resumed: "I had gone up from the ranks in the employ of the Grand Trunk and had been running passenger from Grand Haven to Detroit for several years. I had been square with the company, maybe through honesty, maybe through caution and maybe because I was paid pretty well, saved my wages and thus side-stepped most of the things that lead to that form of color-blindness that makes it impossible for an employee to tell his own money from the company's."

"So I was pretty sore and a bit inclined to doubt when a fellow ticket stabber who was a good friend of mine came to me one day just as I was leaving Grand Haven and said: 'Say, old man, they're spottin' you.' 'Run along,' I said, laughing. 'You're tired from your run and need sleep.'"

"'But this is no josh,' he protested, and I saw he was in earnest. 'I brought the spotter to Grand Haven on my run yesterday and I got a straight tip you're the boy he's after. And I'll give you a pointer if it'll do you any good,' he concluded. 'He rode down on pass No. 1421. He's a big colored man who would strip to about 190.'"

"Sore as the mischief, I thanked my friend for his tip-off and began to figure how I'd get even. I would leave the road—that was a cinch. I wouldn't work for any people who thought I was a thief. But I wouldn't quit until I had made some trouble for that spotter."

"Next day when I was pulling out of that beautiful scrapheap politely called the Grand Haven station a

large black man tallying with Bill's description burst through the gates and grabbed the last step of the rear car. Falling into a back seat he blew like a porpoise. When I went through collecting tickets Mr. Race Problem declared his sincere regret at having been too late to buy a ticket without missing the train. Instead he jingled his five dollars and sixty-seven cents. This money I chucked into my pocket and gave him no receipt. Afterward as I glanced at him I detected a look of deep satisfaction on his patent-leather visage.

"Well, they had me, of course. When I turned in my report to the ticket receiver next morning the Auditor carelessly strolled in.

"'No cash fares this trip, Jim?'"

"'No,' I answered, unconcernedly.

"'None at all? That's a little unusual.'"

"'None at all,' I replied, innocently.

"Stepping to the door of his private office, the Auditor beckoned within, and out came the spotter.

"'Did you ride with this conductor from Grand Haven last night?'"

"'Yes, sah, Ah did, boss.'"

"'Did you give him a ticket?'"

"'Deed Ah didn't, boss. Ah paid mah fare.'"

"'How much?'—this triumphantly from the Auditor as he looked at me.

"'Five dollahs an' sixty-seven cents, sah.'"

"'What you got to say to that, Jim?' asked the Auditor.

"'Nothing,' I said, 'except that this man is an infernal liar. He was riding on the company's pass, 1421. I give receipts for cash fares. Where's his?'"

"That was a facer for the spotter. I had played a bold bad game, I'll admit. It was a crooked game against a dirty one. It was the word of a man long in the company's employ against the statement of a hired sneak.

"For about three minutes we all held our breath, the Auditor with disgust at the spotter's faithlessness, I with suspense and the negro with surprise at my audacity.

"At last the Auditor found strength to kick his sleuth downstairs and I, after telling him what I thought of him and his methods, resigned."

Strickland W. Gillilan.

Diamonds Produced Artificially.

Diamonds are not born but made with unprecedented success by Dr. Burton of Cambridge, England, who has proved that the inestimable gem is a denser form of carbon crystal than graphite and that a lesser pressure than hitherto has been supposed suffices for producing artificial diamonds. He uses a molten alloy of lead and some metallic calcium, which can also hold a small quantity of carbon in solution. If the calcium is separated from the molten mass some of the carbon crystallizes. The separation of calcium can be accomplished through steam. If the introduction of steam is made during full red heat small graphite crystals are formed in the resulting crust of lime; if the steam is introduced during low red heat no graphite is formed, but a number of microscopic crystals are formed, the properties of which are entirely identical with those of natural diamonds. These diamonds possess a high refractive power and therefore strengthen the belief that some day the chemist may produce gems of sufficient size and perfection to compete with the natural stone.

Her Message.

A woman living in a town not far from Saginaw commissioned her husband while in the city to purchase a motto for the Sunday school. After he had left it suddenly occurred to her that she had neglected to tell him the desired inscription or the proper size of the card. Going to a

near-by telegraph office she wrote out a message to her husband containing the necessary information, and handed it to the operator. It read as follows:

"John Johnson, Saginaw. Unto Us a Child is Born; 8 feet long and 5 feet wide."

A German statistician has been calculating what part of a woman's life is spent before her mirror. He begins with six years and ends with sixty, and makes the time consumed in the intervening period 7,000 hours, or about ten months of life. Of course this is only the average. Many women literally spend years before their mirrors.

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.

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



Desirability of Pushing Christmas Goods Early.

It is now considered good business to make an early showing of Christmas goods, especially for shoe retailers. People begin to look about for pretty gifts many weeks before Christmas, and a dainty pair of shoes is likely to impress itself on their memory so strongly that they will buy them when they get ready to surrender their money. Department stores in large cities began to show advanced samples of Christmas gifts in September. The shoe retailer has a special reason for showing up his Christmas goods early, for in the Christmas season people are apt to think boots and shoes too commonplace for gifts, and rush by the shoe store for the jewelry, the art, the picture or other store.

In the present season shoe retailers have unusual opportunities for getting a good share of the Christmas trade, and never before were so many high art shoes on the market, and never before was there such a demand for fine footwear. The shoe man who can show up in his windows goods such as have been turned out in a few shops of the country need not be ashamed to march in the front ranks of Santa Claus' band.

For instance, a pair of gold slippers would make a gift that any woman would consider "perfectly lovely." A pair of these were turned out in a Lynn shop the other day. The leather in them cost \$1.50 a foot. The finished shoes shone like fine gold, and suggested the sandals of pure gold which the princesses of ancient Egypt used to wear.

The Alice slipper is another novelty of the season that would ornament any Christmas tree. It is of Alice blue imported leather, bench made, and perfect in the detail of its finish. It has a short forepart, and a dainty stub toe, and it would look charming on any foot. Its sole ornament is a flat, broad bow of Alice blue leather. This slipper gets its name from the fact that Miss Alice Roosevelt wore slippers its original at the inauguration ball.

Then there are the international slippers, intended for dress and party wear. They indicate the sentiments of the wearer, as did the shoe strings and bows of the warring houses in the war of Roses. The Jap slipper is unique. Although American in style and manufacture, yet it is made of Japanese leather, skillfully carved by the wonderful artists of Japan, who conceive and execute designs the like of which no white men have ever dreamed. Japanese leather for footwear costs the manufacturers from \$5 to \$10 per skin. Imitation Japanese leather may be bought at a lower price. A genuine Japanese skin may be had at the price of \$45, and a bargain at that figure, too, but

there is not a shoe man in the country who has the courage to put his knife into such leather.

Russian slippers are also American in style, but they are of the new Russian green leather. This new shade, it is said, was obtained from the uniforms of the Russian guardsmen. Slippers of this color are certainly stunning creations.

Then there are the peace slippers of pure white, of buckskin, or calf, for the high grades, and sheepskin for the cheap lines. These high grade slippers, retailing at \$5 and upward per pair, would make an ideal dove of peace to crown any Christmas tree.

In more simple line, but still far above the ordinary footwear, are slippers, pumps and ties of reseda green, or plum color, or of the new lavender hues, of vale blue, golden brown, morocco red, raspberry red, pink and other tints drawn from the rainbow.

In still more elaborate footwear are carriage and automobile boots. Consider a carriage or automobile boot of seal leather, trimmed with ermine, lined with quilted red satin, and tied with red ribbons. Or another pattern of this same boot, of morocco red leather, likewise trimmed with fur, lined with quilted satin and tied with ribbons. These boots are worn in carriages and automobiles, over party slippers, to the dance or the reception. They retail at from \$10 to \$25 per pair.

Another elaborate line of footwear, suitable for Christmas gifts, includes a number of patterns of embroidered slippers. They retail at from \$5 to \$15 per pair, by the way. They are entirely hand-made. White is a leading color for these goods, and the white silk vamps are embroidered with petite bouquets of roses, sprays of pinks, single rosebuds or other patterns. One pattern has a green shamrock, embroidered upon its white vamp, another has a butterfly, and still another a dove.

These are but a few of the gems of footwear for the Christmas trade that the enterprising retailer may obtain from the manufacturer. Many retailers will say that they can not afford to carry such patterns in stock. But there is an opportunity to develop a custom order trade on these fine goods. Hence, the suggestion of an early showing of fine Christmas footwear, suitable for Christmas gifts, early in the season. Women can not help looking with envy at beautiful footwear. "They look good enough to eat," exclaimed one enthusiastic young woman as she looked over a line of novelties in a New England shop the other day, the line, by the way, which afforded the writer most of his information for the above suggestions as to Christmas footwear.

The card or certificate system offers to the shoe retailers a promising field for the development of his Christmas trade. This system has been tried by specialty firms and a few retailers, and they have met with good results. It consists, as many retailers are aware, of issuing a card or certificate which entitles the bearer to a pair of shoes at a certain store.

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.

When it Comes Right Down to Business

It's profitable results you are looking for. You want shoes that have the right material in them, made right and that will sell at a profit. That's exactly our proposition.



Hard-Pan Shoes

"For Men, Boys and Youths"

wear like iron. They are made over foot-easy lasts—one pair sold will sell another. A good dealer wanted in every town to sell Hard-Pans.

Shoes will be shipped same day order is received.

Samples for inspection by prepaid express. See that **our name** is on the strap.

Hard-Pan shoes are made only by the

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

This card or certificate is given as a Christmas present, and it allows its bearer to come around and get fitted to whatever size or style he or she prefers. It saves awkward situations which might be created by one person buying shoes for another.

In addition to footwear, there are a number of novelties which retailers are now handling at Christmas time. Shoe slides and button hooks of silver and other fancy models are among the ordinary Christmas gifts. A novelty that retailers who specialize foot powders might handle is an ornamental powder box. Little silver manicure knives, scissors and files and other toilet articles are within the list of Christmas articles possible to the shoe man. A shoe shining cabinet, with its set of brushes, and its trees, makes a good gift for the family man who prefers to shine his own shoes. Fancy shoe buckles and bows and ribbon laces in fancy boxes have their place in the list of Christmas goods. At Christmas time money is spent freely, and people buy many things that they feel that they do not actually need, so that the retailer has a chance to sell them articles which they appreciate, and will feel that they can not get along without in the future.

A simple and successful form of advertising of last season that a certain dealer will repeat this season is the publication of suggestions in footwear for Christmas gifts. He lined up the family, from grandfather down to the baby, and for each one of them he suggested some timely gift from his stock. And many of his customers accepted his suggestions.—Fred. A. Gannon in Boot and Shoe Recorder.

Shoemaker's Wife Poor Index of Husband's Trade.

Written for the Tradesman.

The case of the shoemaker's wife is eternally bobbing up. And she is not wholly on imaginary personage, either.

There is one lady whom I personally know who fully keeps up the reputation of the proverbial woman in the first line. Her husband is well off, even as men are rated in the present luxurious day. If he were to die she would have so much money and other valuables that she wouldn't know what to do with them; she would be burdened with their care. And yet—and yet this woman never has a decent pair of shoes to her name. In the first place, when she has some brought home from the store, they rarely ever are a good fit. They bulge here or there; they are miles too long—well, one mile, anyway. They are lace when she wants button ones, and button when she prefers lace. They are everything she doesn't like in the way of footwear. Is it rubbers she has to have? The same difficulty presents itself. Every one else can have what they wish, but she—she must confine her selections to stock that is unpopular, stock that won't move, shelf-worn goods, old "stickers." Sometimes she actually yearns for the concern to go up in smoke, and stay in smoke, so that for once she might

have just a pair of slippers that suited her taste. The poor-rich lady, as I said, is a living exponent of the oft-quoted one in the old adage.

Another lady and all her family never have a good sheet of writing paper in the house, although the husband and father not only buys paper by the ton but by the carload at a time, being in the wholesale stationery business.

You seldom see a milliner with a nobby hat perched on her locks. The dressmaker is a poor representative of her art. The glove man either wears "handschuen" out at the fingers or he cuts the dilemma in two by going without. The haberdasher wears not always the spicspanist of linen and his necktie is not invariably above reproach, while the tailor may not, as a general proposition, be pointed to as the "glass of fashion," and rarely ever may his figure be referred to as the "mould of form." Of course, he is not responsible for the latter fact, although his unshapeliness may be greatly improved by a thorough course in physical culture, but he is reprehensible if he fails fittingly to advertise his business by a personal presentment of its best points.

Then "there are others:"

The coal man's house may be dreary from an insufficiency of heat, and you could not copy the landscape gardener's premises and be sure that your own grounds were artistically laid out. The sweet goods manufacturer is not by any manner of means a "candy fiend," and the choicest of fruits and vegetables do not constantly find their way to the table of the grocer, while the hotel-keeper prefers "Mother's cooking" to the most intricate concoction of his famous chef.

And so it goes. One can call up instance after instance of "illustrations that do not illustrate" the business or condition he would expect to find them illustrate, and he must go to those outside the particular craft for its best exhibitors.

Jo Thurber.

The Diplomatic Druggist.

A certain druggist who does not like to answer night calls, especially as he has found by experience that he offends people who call him up at night by his displeased, abrupt manner, has devised a scheme by which he does not have to get up, and at the same time does not lose customers. In his own words he works it this way:

"I disconnect my bell so that it can not ring. After waiting some time the person who wants to get in gives it up as a bad job and goes down the street to the next store. This man opens for him, but is naturally very much displeased and, as I usually do, he shows that he is disgruntled and offends the customer. Early the next morning the customer calls at my store to inform me that my bell is out of order and tells me what a low opinion he has of the other druggist whom he considers a very impolite man."

The ideal tree may count for more than the real timber.

Our "Custom Made" Line

Of

Men's, Boys' and Youths' Shoes

Is Attracting the Very Best Dealers in Michigan.

WALDRON, ALDERTON & MELZE

Wholesale Shoes and Rubbers

State Agents for Lycoming Rubber Co.

SAGINAW, MICH

Buck Sheep

with wool on



6 in. Lace	- - -	\$6.75 per dozen.
8 in. Lace	- - -	8.75 per dozen.
15 in. Boot	- - -	15.00 per dozen.

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

Hirth, Krause & Co.

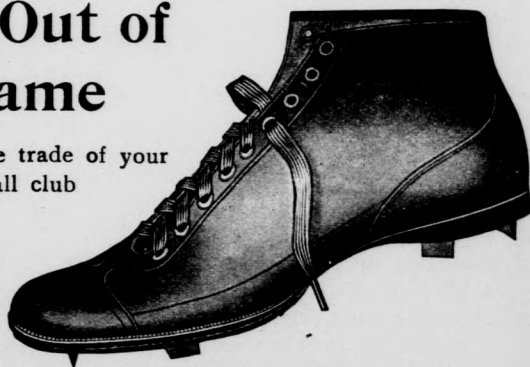
Grand Rapids, Mich.

You Are Out of The Game

Unless you solicit the trade of your local base ball club

They Have to Wear Shoes

Order Sample Dozen



And Be in the Game

SHOLTO WITCHELL
Everything in Shoes

Sizes in Stock

Majestic Bld., Detroit

Protection to the dealer my "motto"

No goods sold at retail.

Local and Long Distance Phone M 2226

When the Junior Partner Fell in Love.

There were four of us girls in the office—Miss Cary, who is the other stenographer; Miss Thomas, who attends to the out-of-town mail orders; Miss Jenner, who's the assistant book-keeper, and I. We none of us had a good word for Mr. Skurburn. Mr. Skurburn is the junior partner—the firm is Wragway, Tinper & Skurburn—but, my! he's "junior in name only," as Miss Jenner said. She's awfully fond of Rosa Nouchette Cary and says some awfully cute things. Anyway, he must be close on to 50 and he's nearly bald all over—not just a spot—and he's fat—about as broad as he is long.

Most fat little men are good-natured, but Mr. Skurburn isn't—or wasn't. Why, he was just as mean as he could be; awfully mean. Snappy—you'd think he was going to bite your head off and chew it up, hairpins and all. If you made the least little mistake when he was dictating to you or asked him what he said, he'd roar right out at you.

Another thing—he smoked the most awfully strong cigars, and he'd do it all the time. He'd walk up to your desk and bark out, "Get your book and take this"—just like that, and then sit down and puff out great clouds of horrible smelling smoke all around you until you nearly choked and your waists would smell of it for hours afterward.

Yes, Mr. Skurburn was about the limit. He didn't take any care of himself, anyway. Half the time he wasn't shaved and his collars and cuffs were soiled and his finger nails weren't—weren't attractive and that, with his smoking and his barking at us and his ugliness generally, made us just hate him.

It was along last May that the change began to come over him. One day, Miss Jenner said to me, "Have you noticed how Billy is sprucing up lately—just the last few days? And he hasn't called me down for nearly a week."

It's funny how sometimes you do not take notice. Come to think of it, he had got him a new suit and he hadn't given me any of his jaw—well, that's all you can call it—for a day or two. But you can bet I took notice from that on, and, say, you never saw anything like it.

It didn't come all of a rush, as you might say, but gradual. Once in a while he'd break out, but he'd stop short and then change his tone altogether. Bit by bit his clothes got more swell and he seemed to remember to change his linen and get a shave. He'd come into the office with a smile on his face sometimes and sometimes he looked sick, but he got better to us girls right along—and everybody, for the matter of that. When he first came up to me and said, "Good morning, Miss Perkins, may I trouble you to take a letter or two for me?" you might have thrown a postage stamp at me and knocked me down.

We all wondered and then Miss Jenner put us wise—she guessed it. "Girls," she said, "Billy's in love."

That's all there is to it. It's the refining and ennobling influence of a first great passion that's doing it. I'll bet a two-pound box of the best chocolates to be got to a stick of pepsin gum that I'm right."

One day he came into the office looking as if he was so happy he didn't know how to hold himself and made more breaks in talking than you can think of, and that very same afternoon we read in the papers a notice: "The engagement is announced of Miss Nerissa May Stodgens to Mr. William Brown Skurburn" and all the rest of it. Oh, maybe we didn't have fun! And we all congratulated him, one after another, and he was so lovely and jolly and happy and rattled.

And soon after that he steppedl And soon after that he stopped smoking. Shut right off, but it didn't make him grouchy. Quite the reverse. He loosened up more and more and finally he got to be quite a jollier. Then they got married and we all clubbed together and got them a silver chafing dish for a wedding present. If anybody'd ever told me that!

Well, it was too good to last. Nothing that's good lasts long. They got back from the wedding trip and Mr. Skurburn was better than ever. When we jollied him he jollied right back and seemed to enjoy it. Didn't ever get gay, of course, just jolly.

It was about two weeks after the return that he came to me to dictate and as usual he got off some joke and I laughed and then he spoke about the flowers on my desk and I asked him if he didn't want one. I knew my best beau wouldn't mind. Of course he wanted it—sure—and I got up and began pinning it in his coat and he said something that made me giggle as I was doing it and—just then the door opened and in walks a dame with a face that looked as if it hurt her and a hat with more plumes on than I ever saw. Billy—Mr. Skurburn—jumped up and turned red and—I knew it was the bride.

That was the finish. No, she didn't say anything, but she looked some. And the next day I had a week's wages in my pocket that I didn't work for and a chance to look for another job. And the other girls got the same, but, bless them, they didn't hold it up against me.

Well, a girl has a hard time of it whichever way you put it.

New Russian Building Material.

The latest building material is "kremite," which is made at a factory near St. Petersburg and consists of powdered clay, sand and fluorspar melted together at a high temperature. The molten mass may be used like iron for molded castings for architectural and artistic purposes, yielding hollow bricks for buildings and stoves, fancy marblelike bricks, tiles for floors and sidewalks and even thin, corrugated plates for roofs.

Soil brought up from a depth of 326 feet in one of the Belgian coal mines is said to have grown weeds unknown to botanists.



Don't Forget This

When you want to increase your shoe business and at the same time add wonderfully to your profits, don't forget that the

Skreemer Shoes

are the most popular medium priced shoes manufactured. Thousands of dealers all over the country will testify to this fact. We have a money-making proposition to make to one dealer in each town. Write us.

MICHIGAN SHOE CO., Distributors
DETROIT, MICHIGAN

This Is the trade mark of Rindge, Kalmbach, Logie & Co., of Grand Rapids, Mich.



This trade mark stands for the good, painstaking shoemaking that means foot comfort; leather of the most durable kind that means good hard wear and lots of it.

This line has brought and held for our old customers the best trade in their locality. Why not yours?

Job of Demonstrator Open Only To Beauties.

"Want to get a job as a demonstrator?" the manager of the publicity department of the big jewelry house turned to the applicant before him. The applicant was tall and shapely. She was gowned to within a second of the fashions, her complexion was a work of art, and her hair naturally was the brown that shines and glistens, and which the hope of acquiring prompts the less fortunate girl to spend her bonbon money in writing to the beauty experts for hair dyes. Her hat had come out of the morning's creations at some exclusive millinery establishment, and taken from toe to the last plume, the entire effect was almost too good to be true in real life.

The manager looked her over as she told him that it was for the purpose of securing a position as demonstrator that she had called upon him. They were advertising for demonstrators, were they not? Well, then, she would be pleased to be considered as an applicant. The manager humbly gave her a chair.

He had fifty female stenographers under him, but this young woman was different. A queen would have acknowledged that she had met her mistress in the gentle art of putting on the haughty attitude if she had come face to face with the applicant. Turned into marble as she stood, she might well have been a modern incarnation of imperturbability and assurance. So it is not to be wondered that the manager got her a chair.

"Ever had any experience as a demonstrator?" he began, weakly. The applicant opened her snakeskin catelaine. She drew forth a bundle of letters and handed them to the manager, one by one, reading the headings of them as she did so. "Letter from a firm in New York that I once showed jewelry for, another from a St. Louis firm in the same line. Held down a booth at the last World's Fair for them. Buffalo firm wrote this one—showed a new skirt holder for them; Philadelphia pure food company, booth at a pure food show; Minneapolis flour mills, the best in the world. Letter from Raisin Growers' Association in California; and the last one from a soap company, whose stuff I demonstrated at the Portland Exposition this summer. I've got a lot more at home; didn't bring them with me to-day." The manager held up his hand.

"These are enough," he said. "We will pay you \$25 a week, if you want the job." And the imperious applicant allowed that she did.

The style of the demonstrator is as varied as are her or his occupation and pay. There are demonstrators who earn no more than the salary of an ordinary saleswoman in a department store; there are others who command \$100 a week when there is a need for their services. There are those who are only saleswomen promoted for a short period, and then there are specialists who make demonstrating a profession and who do nothing else. Of a necessity the latter class is in the minority, yet there

are several hundreds of them scattered around the country.

Since the sole object of the demonstrator is to attract attention to the goods being demonstrated it follows that attractiveness is the chief stock in trade of the average demonstrator. In the ranks of female demonstrators this is more true than in any line save the isolated exception of the stage. A pretty girl will attract the attention of most men in a store, exposition, or on the street. If she is well dressed, if her hair is done up in stylish fashion, she will attract the attention of most of the women. This, without mattering what kind of goods she is demonstrating. The firms who make use of demonstrators know this, and act accordingly. The would-be demonstrator whose physical appearance is not what may be termed attractive is persona non grata with the men who engage demonstrators. Hence, the professional demonstrator is apt to be a well dressed person when applying for a position. She is apt to resemble a chorus girl on parade—although it does not follow that she is thus arrayed when acting as demonstrator. Then she may be attired in the simple black and white of a house maid, but it is essential that she have that mysterious thing known as "style," and hence the glad array when applying for work.

Thus the first requisite of the demonstrator is attractiveness. The second, and not greatly less, is the ability to sell goods. While the introduction is the thing sought after by firms using the demonstrator to introduce goods, it has been discovered that there is no time when it is so easy to sell goods as when their merits are being expounded and demonstrated by an expert. The demonstrator usually is a saleswoman or salesman, and in the combination of these duties they can earn almost any amount of salary—if they can sell goods. It is customary with many firms to pay their demonstrators a commission on goods sold, besides the salary. There are a few who work exclusively on commission.

The high salaried specialist in this line, the one who does nothing but work as a demonstrator, and who, in doing this, travels across the length and width of the land, is the one who sells goods, or, in some cases, is a "prize beauty." The successful ones have little trouble in keeping steadily employed. Often it happens that two or three firms, with the same line to put out, will be found bidding for one demonstrator's services, her or his ability in this line being worth probably thousands of dollars for a firm. During the world's expositions or other large attractions demonstrators of all kinds are in demand, and the best salaries are paid in these circumstances. But for the average demonstrator the work is not as steady nor as remunerative, taken the year around, as that of a first class stenographer. And as to which is the more pleasant work there can be no question. David Clare.

Changing the clock does not change the sun.

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.

Prepay.

PUTNAM CANDY FACTORY,

GRAND RAPIDS, MICH.



"Western Lady" Shoes

embody the latest and most approved styles for women. They are so perfectly designed that they fit every curve of the foot gracefully and with ease and comfort. Nothing better made no matter what you pay. Ask your dealer for Mayer

Western Lady

Shoes next time you need shoes and get the best wearing, dressiest and most comfortable shoes you ever wore.

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

We also make the "Martha Washington" Comfort shoes.

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 HUNTING MANIA.

Love of Slaughter Strong in the Human Breast.

Written for the Tradesman.

"Been out in the woods yet?"

The druggist looked up from his book and motioned the shoe man to a chair by the radiator.

"No," he said, "I haven't been out this fall."

"Fine hunting up North, the boys say."

"I don't care about the shooting. I just want to get out in the wilderness."

"Oh, you miss all the fun if you don't bag a lot of game."

"Why should I want to kill the deer? I would rather see them in the woods than hanging in a meat market."

"But the excitement of the thing is something fine."

"For the hunter, yes; for the deer, no. I guess men are still cave dwellers at heart. They want to kill just for the fun of the thing. It's the instinct that established the arena where men were eaten by wild beasts while others looked on, enjoying the fun."

"I guess you've a grouch this morning," said the shoe man.

"Perhaps," was the reply, "but I never did like this notion of going to kill just for the fun of the thing. It is as bad as the old inquisition notion, only they tortured men and women then, and now they torture the inhabitants of the woods."

"I guess there isn't much torture about shooting a deer."

"Not where you kill it, but how many are left to die of hunger in the thickets because of wounds?"

"Pshaw! The deer would eat the farmers out of house and home if it wasn't for the hunters. And the squirrels and birds would eat up the crops so you might have to go hungry. You must have been seeing things last night."

"Well," said the druggist, "the deer, the squirrels and the birds were here first, anyway. You might have been a deer yourself a few centuries ago."

"No," said the shoe man, "I think I must have been a bird."

"Then I wish you might be able to remember the terror of being pursued by a stronger bird, the agony of being devoured alive. I don't like the cruelty of the strong, but it would do some of you hunters good to lose a leg or a hand by a large, fierce bear."

The shoe man laughed.

"You certainly have a good grouch on," he said.

"And I don't like the display of force we see about us every day," continued the druggist. "An army officer must carry a sword at a reception to show that his business is to kill. In the civil war not a hundred men were actually killed by the sword, but the warriors carry them just as the yearry their buttons in rows down in front—to show their authority."

"I think you need a rest," laughed the shoe man.

"A policeman on a fine residence beat must needs carry his club in his hand just to show his authority.

He has no earthly use for the club, but he goes swinging it along as a menace to the people who pay his salary. It is a relic of barbarism—this show of force."

"All necessary, my boy."

"Even the children are taught to boss by violence," said the druggist.

"What is the principal plaything in a game of horse and wagon? Why, the whip! Kids can play horse and wagon without a horse and without a wagon, but they will not play it without a whip. And your dear old deacon! He will get up into his rickety old vehicle and drive off to town with a steed thirty years old, which would fall down if it tripped over a match in the road, but he must have his whip in his hand just because he has a right to beat the horse if he wants to."

"That is a matter of habit," said the shoe man.

"It is a matter of pre-natal influence," said the druggist, "and it is a matter of education. Down in Wall Street there is the same spirit shown. The sword is a bluff, and the game down there is often a bluff, but when it is not it is a matter of strength—financial ability. The broker who crushes a rival with the weight of his wealth is just like the brutal teamster who pounds his horse over the head with the loaded handle of his whip until he ruins him for life. The broker who wins will tell you about the excitement of the game, just as you hunters talk about the pleasures of the chase. The love of slaughter is too strong in the human breast."

"Now you are making the kick general."

"What I claim," said the druggist, "is that there is too much of the Old Nick in mankind, and that this spirit of slaughter should not be encouraged. We shot at the Indians as long as there were enough left to make a respectable mark, and then we began shooting at each other until we are paying more pensions and buying more wooden legs than all the rest of the world. For amusement we go to see two burly brutes pound each other about a prize ring, and the theory that every one else wants to beat every one else is so strong throughout the country that all the boys are taking physical culture and boxing lessons so they will stand a show of beating up the fellows they don't like. It's rotten, that's what it is."

The shoe man leaned back in his chair and laughed until the tears ran down his cheeks.

"And you think the hunters are to blame for it all?" he asked.

"The hunters are the product of the education of slaughter and force which the human race was taught when mothers carried their babes over mountains on their backs, and swam streams with them tied to the top of their heads. It is about time the classes in murder, international or otherwise, were dismissed, and I see no better way to do it than by keeping deadly weapons out of the hands of people who claim to be civilized."

The shoe man got up and went to the window to think it over. He had a notion that there might be some sense in what the druggist had been saying.

Alfred B. Tozer.

The Winter Season Now In Full Swing.

The cooler weather that has prevailed this month has been materially helpful in bringing retail business up to the normal, that is, the normal trade of November of last year, with now and then a day so big with business that the records of the same dates a year ago were passed. As the sales of heavyweight overcoats increased in number there was a corresponding falling off in the sales of suits. The month, however, is better for overcoats. Next month demand again reverts to suits, when snappy, cold weather should create an outlet for heavy wool suits, which, up to the present, have been slow of movement.

Thus far demand has been confined almost wholly to worsteds, "mosquito screen worsteds," as some dealers call the winter weights. Severe weather may switch the call to heavy woolens, at least dealers and manufacturers hope so, for the goods are encumbering the market.

Buyers report woolen suits as plentiful, and that they may be had at anywhere from 40 to 50 per cent. off regular prices. Commenting upon the heavy stocks of woolen suits in the hands of the makers, one large buyer told the writer he had refused an offer of 2,000 wool suits at a reduction of from \$12 to \$6.50 a suit, because he did not see how he could get rid of his own wool stock.

Another head of a large retail outlet is making big profits and sales on lots of wool suits bought at a price. This operator showed his faith in the early statements that "goods would be hard to get" by placing only small advance orders for stock, sufficient to cover October sales, then with the close of that month went into the market and made choice pickings of the woolen goods offered at a price. Now his stores offer this stock at 40 per cent. below the prices asked by dealers who placed advance orders, and are doing a good business, and selling woolens because they are good qualities and cheap. Naturally this man's stores are making friends, too, by the exceptional values given in woolens.

This appears to be the situation regarding woolen goods. The store that can use the stock now can get it at low figures and sell low at good profit and forces an outlet by reason of the price. Popular grades, however, offered at full prices are not much of an inducement to the consumer with a worsted mind. In the better grades, however, woolens command some attention from fine trade. A spell of good, cold weather should improve their position, considering that the winter worsteds are certain to be less satisfactory as protection from the weather. It would be eminently to the satisfaction of dealers if things would turn out this way. They have thus far had a good season for worsted suits. Now, if

woolens get a run stocks will be about evenly balanced and reduced to a pretty even level in the final clean up.

The double-breasted sack fashion is subsiding, and while it may not go so far back as the old normal proportion to single breasteds, the former has lost ground since the long single-buttoning model has had a greater vogue. It would, therefore, be the height of wisdom for the buyer to regulate his spring purchases of these two garments so as to throw a little larger proportion to the single breasted than he has been doing of late. It would be safest to do so. The straight front single-buttoning garment, and the fact that other styles of this model are cut straighter in front than formerly may react against the double breasted, just as this garment did against the short, dinky single breasted several seasons ago.

There is not much stock in wholesalers' possession in the way of prime pickings for present needs, and fine houses are making up only what they have sold. When it comes to the popular priced goods, however, there are a plenty, excepting, of course, black and blue unfinished worsteds, tibets and serges.

It does seem from the very nature of the retail business already done, that if the dealers had planned the season beforehand it could have been better regulated. October was a good suit month following upon a fair amount of September activity. Three quarter length lightweight coats have sold as in no previous season. Raincoats, because of the mildness the weather, have gone at a rate that exhausted both wholesale and retail stocks, notwithstanding that for a brief spell awhile back manufacturers were afraid of their stocks.

Now a buyer enters one market only to find no raincoat stocks and goes to another city to find that conditions there as to stocks are little, if any, better, although manufacturers are now cutting up staples for immediate delivery and on order. The short topper has been the single disappointment of the season.

Now that demand is more largely centered upon heavyweight overcoats there may prove to be a better outlet for the long fancy garments in single and double breasted styles. It is rather strange that in the business done to date the long overcoat—50-52 inches—should lead in grades retailing up to \$25, while in qualities above this price the 46-inch coat is the favorite. This signifies that the long coat has dropped to second place. The very fancy fabric styles are wholesaled at a material reduction.

The skirted models are about even in popularity with last season. Some dealers are most successful with the double breasted, others with the single breasted.

Buyers declare they will not buy belted-backs another season on advance order.

Doubt hinges about the long, boxy overcoat. Double breasteds have been satisfactory. The coat does not hang well when unbuttoned, the button-

holes being exposed wear badly around the buttons, and made in the prevailing style with long low rolling lapels, it drags on the back of the neck. For general use this style of garment has not met with much approval; as a coaching ulster it fills a practical purpose.

Some objection is also raised against the double breasted surtout, a garment which should be always worn buttoned, as unbuttoned it is ungraceful. The trouble with both garments arises because of the common use given them, when the models are really intended for uses for which they are especially designed. Dealers who have given the initiative to the paletot have had much better results and more satisfied customers. Only the best results will obtain when the salesman uses discriminating judgment with his customer.—Apparel Gazette.

Postal Service Booms.

Mercury the messenger in his myriad personality of the United States postal service has swelled to a giganatically prosperous race. The postal revenues for 1904-'05 were greater by \$10,000,000 than those for 1903-'04, and outside the rural branch of the service, which has been vastly extended in free deliveries, receipts now balance expenditures. The money order business reached \$1,000,000,000, a gain of more than 20 per cent., and 6,000,000,000 more postal cards, stamps, and stamped wrappers were used last year than the year previous. Were it not for the deficit entailed by the rural free delivery the department could at the present more than pay its way and within the next five or ten years might be in a position to recommend to Congress some material reduction in postal rates. As a means of education and of national development the rural free delivery has already proved its worth, and as the system grows it will become more and more self-supporting. It benefits trade by bringing the country into easy communication with the city and increases enlightenment, contentment, and comfort in rural districts.

Getting at the Facts.

The census taker rapped at the door of the little farm house, and opened his long book. A plump girl of about 18 came to the door and blinked at him stupidly.

"How many people live here?" he began.

"Nobody lives here. We are only staying through the hop season."

"How many of you are there here?"

"I'm here. Father's in the woodshed, and Bill is—"

"See here, my girl, I want to know how many inmates there are in this house? How many people slept here last night?"

"Nobody slept here, sir. I had a toothache, dreadful, and my little brother had the stomachache, and the new hand that's helping us got sunburned so on the back that he has blisters the size of eggs; and we all took on so that nobody slept a wink the whole night long."

The only time love sighs is when it has to quit work.

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 Gauge	Per 100
120	4	1 1/2	10	\$2 90
129	4	1 1/2	9	2 90
128	4	1 1/2	8	2 90
126	4	1 1/2	6	2 90
135	4 1/4	1 1/2	5	2 95
154	4 1/2	1 1/2	4	3 00
200	3	1	10	2 50
208	3	1	8	2 50
236	3 1/4	1 1/2	6	2 65
265	3 1/2	1 1/2	5	2 70
264	3 1/2	1 1/2	4	2 70
Discount, one-third and five per cent.				
Paper Shells—Not Loaded				
No. 10, pasteboard boxes 100, per 100.	72			
No. 12, pasteboard boxes 100, per 100.	64			
Gunpowder				
Kegs, 25 lbs., per keg.	4 90			
1/2 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			
Flow	50			
Buckets				
Well, plain	4 50			
Butts, Cast				
Cast Loose Pin, figured	70			
Wrought, narrow	60			
Chain				
Common	7 00			
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	12			
List	12			
Discount, 70.	15			
Gauges				
Stanley Rule and Level Co.'s	60 & 10			
Glass				
Single Strength, by box	90			
Double Strength, by box	90			
By the light	90			
Hammers				
Maydole & Co.'s new list	32 1/2			
Yerkes & Plumb's	40 & 10			
Mason's Solid Cast Steel	30c list			
Hinges				
Gate, Clark's 1, 2, 3	60 & 10			
Hollow Ware				
Pots	50 & 10			
Kettles	50 & 10			
Spiders	50 & 10			
Horse Nails				
Au Sable	40 & 10			
House Furnishing Goods				
Stamped Tinware, new list	75			
Japanese Tinware	100 & 10			

Iron	
Bar Iron	2 25 rate
Light Band	3 00 rate
Knobs—New List	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
Levels	
Stanley Rule and Level Co.'s	dis.
Metals—Zinc	
600 pound casks	8
Per pound	8 1/2
Miscellaneous	
Bird Cages	40
Pumps, 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 80
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
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	30
4 advance	45
3 advance	50
2 advance	60
1 advance	70
Casing 3 advance	15
Casing 4 advance	25
Casing 5 advance	35
Casing 6 advance	45
Casing 7 advance	55
Casing 8 advance	65
Casing 9 advance	75
Casing 10 advance	85
Casing 11 advance	95
Casing 12 advance	105
Casing 13 advance	115
Casing 14 advance	125
Casing 15 advance	135
Casing 16 advance	145
Casing 17 advance	155
Casing 18 advance	165
Casing 19 advance	175
Casing 20 advance	185
Casing 21 advance	195
Casing 22 advance	205
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Casing 82 advance	805
Casing 83 advance	815
Casing 84 advance	825
Casing 85 advance	835
Casing 86 advance	845
Casing 87 advance	855
Casing 88 advance	865
Casing 89 advance	875
Casing 90 advance	885
Casing 91 advance	895
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Casing 94 advance	925
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Casing 97 advance	955
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Casing 99 advance	975
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Casing 101 advance	995
Casing 102 advance	1005
Casing 103 advance	1015
Casing 104 advance	1025
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Casing 109 advance	1075
Casing 110 advance	1085
Casing 111 advance	1095
Casing 112 advance	1105
Casing 113 advance	1115
Casing 114 advance	1125
Casing 115 advance	1135
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Casing 117 advance	1155
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Casing 189 advance	1875
Casing 190 advance	1885
Casing 191 advance	1895
Casing 192 advance	1905
Casing 193 advance	1915
Casing 194 advance	1925
Casing 195 advance	1935
Casing 196 advance	1945
Casing 197 advance	1955
Casing 198 advance	1965
Casing 199 advance	1975
Casing 200 advance	1985
Casing 201 advance	1995
Casing 202 advance	200

DRY GOODS

Weekly Market Review of the Principal Staples.

Ginghams—For the buyer who has neglected to place his orders for fancy dress ginghams for the spring, the market holds very few opportunities to cover, except at round advances. The recent rise in cotton and the corresponding stiffening of the yarn market have made the manufacturer of fancy ginghams thoroughly independent, and the selling agents are being instructed to get more money for the balance of the season's production. Where ticketed goods are concerned the agents have their lines taken care of and buyers are protected by the fact that they got their orders in early and will receive goods in ample time for the spring openings. For the majority of lines 1906 is said to represent a more than average season and the prices secured are higher than those of last season. Standard staple lines are called for in duplicates by Western and Southern jobbers to an extent that makes sellers confident of clearing their stocks at the present range of prices, irrespective of the fluctuation of cotton. Some of the largest cutters are in the market for shirtings, and this class of goods is firmly held in all hands. The retailers are turning their attention to the spring showings of cotton dress goods, and are filling in their assortments with some of the novelty lines that are to be had in both domestic and imported goods.

Carpets—In almost every quarter of the trade the same expression of opinion is heard, and there seems to be little doubt that the spring season is proving to be an exceptionally good one. In fact, mills are rapidly getting into a position where they will be able to demand higher prices, and, if these are not forthcoming, will withdraw their lines. Retail merchants in all parts of the country have not hesitated to place good orders, and, from the manner in which these have been placed, it is inferred that stocks on hand are light. Retailers are also apparently under the impression that higher prices are not at all an impossibility, and are covering their wants accordingly. Taken from any standpoint, the outlook appears to be in favor of higher prices. The sharpest advances already recorded have been on axminster and tapestry rugs. Even since these advances were named there has not been any decline in the number and volume of orders coming to hand. Orders already on hand for many of the principal lines of rugs manufactured in this country are such as to make it evident that the entire production will shortly be sold up. Ingains are still the one weak spot in the market. Manufacturers, as already reported, advanced spring lines a yard. The lack of demand, however, since the new season opened makes it doubtful whether this can be maintained; this, too, in spite of

the fact that manufacturers claim that they are unable to make a profit, even at the advance named.

Rugs—Rugs are proving to be the most salable thing in the floor covering market to-day. Spring orders have been exceptionally large, and no decline has occurred, so far, in the number of orders still being booked for early delivery. Jobbers as well as retailers are taking both domestic and Oriental rugs; and from the way that first hands report that they are receiving repeat orders, the goods must be going into immediate consumption to quite an extent. Reports from the primary wool markets of the world are not at all encouraging to the carpet manufacturer. As far as can be ascertained, China wools are in very short supply, and the relief that was expected to result from Russian sources can not now be counted upon with any certainty for some months to come.

Prosperous Career of a Butter Factory.

Monroe, Dec. 5—Among the enterprises of this place which has achieved a remarkable success by the excellence of its products alone may be ranked the Monroe butter and cheese factory. The institution, although contemplating the manufacture of cheese, has never yet been able to supply one-half of the orders for its butter alone.

The enterprise was founded in 1893 by Joseph C. Sterling with \$5,000 capital. Two years after incorporation the capital stock was increased 20 per cent. In 1900 a skimming station was built at Stony Creek, and in February, 1905, another station in LaSalle. At each of these stations the milk from the surrounding territory is brought in and separated by steam power, and only the cream is brought to the city for further operation.

Last year 4,316,111 pounds of milk were handled and 200,000 pounds of butter produced. The cash paid for milk last year and distributed among the farming community was \$33,743.

The company has recently purchased a piece of land lying immediately east of the factory on Front street, and in the spring will build an addition which will almost double the capacity.

The company's entire product is practically sold before it is made. Among its customers are cabinet officers and the Secretary to the President at Washington.

Carriage Factory Resumes.

Owosso, Dec. 5—The Ann Arbor Railroad Co., at the shops in this city, is building twenty-five freight cars for its own use.

The Owosso Carriage Co., which has been shut down practically all the time since the failure of the Stewart Bank in April, being an asset of that bank, has resumed business and is running a good force of men.

The Owosso Sugar Co. is doing the best business in its history. So much work demands the attention of every one of the 400 employees that visitors have been forbidden in the factory during the balance of the season, which will close about the first of the year.

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', ladies' 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.

Our Window Glass Quotations

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.

Bent Glass Factory,

Kent and Newberry.

Office and Warehouse,

187-189 Canal St.

THE FRAZER

Always Uniform

Often Imitated

Never Equaled

Known Everywhere

No Talk Required to Sell It

Good Grease

Makes Trade

Cheap Grease

Kills Trade



FRAZER Axle Grease

FRAZER Axle Oil

FRAZER Harness Soap

FRAZER Harness Oil

FRAZER Hoof Oil

FRAZER Stock Food

Tender Tributes to Mother by Men of Note.

In memory she stands apart from all others, wiser, purer, doing more and living better than any other woman.—Alice Cary.

If I had all the mothers I ever saw to choose from, I would have chosen you.—Carlyle in letter to his mother.

How much I owe to my mother for having so exercised me in the Scriptures, and, above all, having taught me to reverence them as transcending all thought and ordinary conduct.—Ruskin.

You have been the best mother—I believe the best woman in the world. I thank you for your indulgence to me, and beg forgiveness for all I have done ill, and for all I omitted to do well.—Dr. Johnson.

What would I not give to call my dear mother back to earth for a single day to ask her pardon on my knees for all those acts by which I grieved her gentle spirit.—Charles Lamb.

My mother was an angel on earth. She has been a spirit from above watching over me for good. Without her the world feels to me like a solitude.—John Quincy Adams.

I should have become an atheist but for one recollection, and that was the memory of the time when my departed mother used to take my little hand in hers and cause me on my knees to say, "Our Father who art in Heaven."—John Randolph.

All I am, all that I hope to be, I owe to my angel mother—blessings on her memory! I remember my mother's prayers. They have always followed me. They have clung to me all my life.—Lincoln.

It is to my mother that I owe everything. If I am Thy child, O my God, it is because Thou gavest me such a mother. If I prefer the truth to all things it is the fruit of my mother's teachings. If I did not perish long ago in sin and misery, it is because of the long and faithful years which she pleaded for me. What comparison is there between the honor I paid her and her slavery for me?—St. Augustine.

In after life you may have friends, but never will you have again the inexpressible love and gentleness lavished upon you which a mother bestows. Often do I sigh, in my struggles with a hard, uncaring world, for the sweet, deep security I felt when, of an evening, nestling in her bosom, I listened to some quiet tale, suitable to my age, read in an untiring voice. Never can I forget her sweet glances cast upon me when I appeared asleep; never her kiss of peace at night. Years have passed since we laid her beside my father in the old churchyard, yet still her voice whispers from the grave, and her eyes watch over me as I visit spots long since hallowed to the memory of my mother.—Macaulay.

Orders Booked Ahead for Vehicle Plants.

Pontiac, Dec. 5—Pontiac bankers state that there has been an unusually heavy demand for money this fall, especially among local manufacturers. In explanation of the unusual de-

mand for money it is pointed out that all of the local vehicle plants are carrying much heavier stocks than they carried last year. The increase of the stock is warranted by the number of orders and contracts the factories have already booked. This all points to a considerable increase in the total output of vehicles from this city this year.

R. D. Scott & Co., one of the oldest carriage building firms of the city, is just closing up the season's cutter and sleigh work, and from now on will devote its time to wheeled vehicles. James E. Clark, one of the officers of the company, has just returned from a Western trip, during which he secured a number of heavy contracts. His observation of trade conditions among the jobbers is that they are better than a year ago and that business this year will be correspondingly heavier.

The new building of the Rapid Motor Vehicle Company is now enclosed and the interior finishing is going on. The firm will move into it at the earliest possible moment to make room for a business that has constantly increased from the time it was located here.

The local Board of Trade is pulling wires to land three more factories in this city.

Marine Engine of Wonderful Speed.

Lansing, Dec. 5—The Hildreth Pump & Motor Co. is preparing to place on the market a number of new types of gasoline engines. An engine for motor boats having wonderful speed is being developed.

Thanksgiving over, Lansing merchants are beginning to realize the approach of the holiday season. All admonitions to buyers to come early and avoid the rush have so far been unheeded and very little holiday shopping has been done. There is every indication, however, of a lively season and a good trade. The general prosperity enjoyed by the city and the good crops harvested by farmers should make the holiday season the liveliest for many years.

The construction of three new brick stores by William O'Connor is progressing in spite of the severe weather and will be completed about January 1. The buildings have been rented and there is a good demand in the city for business locations.

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.

Holiday Trade Items

Dolls.....90c gross, \$1.25 and \$2.00 per doz.
Dominoes.....40c and 75c per doz.
Paints.....35c and 60c per doz.
Books.....40c and 80c per doz.
Mouth Organs....30c, 40c, 75c, \$1.25, \$2.00 and \$2.25 per doz.
Pocket Knives....\$2.00, \$2.25, \$4.00, \$4.25 and \$4.50 per doz.
Side Combs.....85c, \$1.25 and \$2.00 per doz.
Back Combs.....75c, 85c, 90c, \$1.25 and \$2.00 per doz.
Hand Bags.....\$2.00, \$2.25, \$4.00, \$4.50, \$9.00 and \$16.50 per doz.
Pocket Books.....\$1.50, \$2.00 and \$4.50 per doz.
Purses.....40c, 75c, \$1.25, \$1.50, \$2.00 and \$2.25 per doz.
Belts.....\$2.00, \$2.25 and \$4.50 per doz.
Suspenders, fancy one pair boxes.\$2.25, \$4.25, and \$4.50 per doz.

PERFUMERY

Carded.....45c, 80c and \$1.25 per doz.
Baskets.....85c and \$1.25 per doz.
Boxed.....45c per doz.

MUFFLERS

Ways Mufflets.....\$2.00, \$4.00 and \$4.25 per doz.
Shaped and Quilted.....\$4.50 per doz.
Square Silks....\$4.50, \$7.50, \$9.00, \$12.00 and \$15.00 per doz.
Square Worsted.....\$2.25 and \$4.50 per doz.

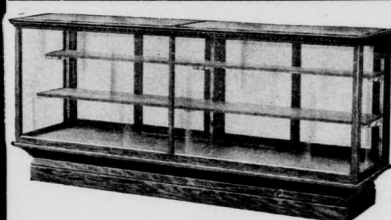
JEWELRY

Brooches.....\$1.25, \$2.00, and \$2.25 per doz.
Beauty Pins.....75c gross, 25c, 40c and 45c per doz.
Cuff Buttons.....\$2.25 and \$4.50 per doz.
Stick Pins.....\$1.25 per doz.

Give us an idea of what you want and order will be given prompt attention.

Grand Rapids Dry Goods Co.

Exclusively Wholesale
Grand Rapids, Michigan



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

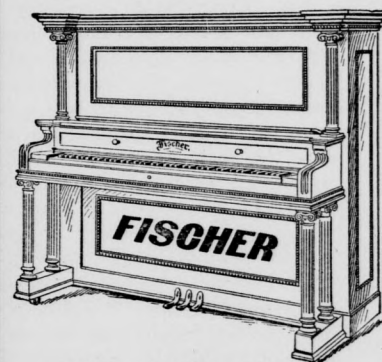
Weber A. B. Chase
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H. M. Cable
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Pianos

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



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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.

Review of Human Life in Retro- spect.*

What a strange moment that is when we realize for the first time that our youth is fled forever, that we have climbed the hill of life and are now going down on the other side. To the man it may come when in the company of youth, whose exuberance of spirits he used to enjoy; but one day, perhaps to his own surprise, he finds it has lost its charm and that he is wearied and seeks for quietude. The woman, perhaps, discovers it one day while walking in the city. She stops to look in a store window and, accidentally catching sight of herself in a mirror, thinks it to be someone else coming along, and says: "What a haggard, old-looking woman! Who is it?" What a shock when she discovers it is she herself.

We do not heed the signs at first, but slowly and persistently they force themselves upon our attention. We used to be so proud of our eyesight. We thought nothing could ever dim it—we wear glasses now! The day was—oh, how short a time ago—when we gloried in our physical strength. We did not need the preacher to say to us:

"Rejoice, O young man, in thy youth,
And let thy heart cheer thee in the
days of thy youth,
And walk in the ways of thine
heart,
And in the sight of thine eyes."

We did all these things, and fled from his admonition, as was natural. Why should youth borrow sorrow from the coming years? We loved Nature in her wildest moods. It used to be said of the gay young party to which we belonged: "They're fearful for the hills." We loved the freedom of her rolling moors. Stone walls and fences were no barriers to us then. Nothing daunted we sought no gates but went straight ahead and over them, making over the stones, that came rolling down after us. But now we find ourselves making excuses for the easier paths and, instead of hill and moor, we ask for the green pastures and the still waters. Nothing could tell some of us more truly than this that we are growing old. Ah, me! we have learned, reluctantly enough, what it feels to be "afraid of that which is high;" what it means when the "grasshopper becomes a burden." In the life of the spirit, too, there is food for reflection, and for asking the question, To what is life's discipline tending? Does death,

*Discourse delivered by Wm. Connor at Church of the Good Shepherd Sunday evening, Nov. 19.

indeed, end all? It seems to us, in reviewing the days of our youth, that the half of our life has been spent in learning how to live, how to do our work; and when we think, "Now I have found the secret," the warning comes that the day is declining. Well might we sing:

"Show pity, Lord,
For we are frail and faint;
We fade away.
Oh, list to our complaint;
We fade away.
Like flowers in the sun,
We just begin
And then our work is done."

Is it so? Would it be reasonable to believe that all the discipline and wisdom achieved should end futilely, in nothingness? Is it thus we work? Do we labor at some creation of our own and when complete throw it away? As a potter once said of some misshapen vessels lying useless, "We do not make them to be thrown aside." So can we, using our reason, think that the Power who shapes our lives is less wise, less benignant than ourselves? Surely not. The discipline of life, is it not a prophecy of another, where we shall use the lessons learned here? Are there not some compensations in growing old?

"A little child lay on its mother's lap
In shade of summer boughs; and
that fond mother
Waved in one hand the flower of
a wild tree
And a fair branch of fruitage in the
other.
Longing he lay, and, glancing his
blue eyes
From one to other—for his will was
loth
To fix its choice—he sighed his
first-born sighs,
Stretched out both arms and would
have clutched them both."

But, my friends, we can not have at the same time both blossoms and fruit. What, then, are some of the fruits of our autumnal years? We have learned to cultivate the little joys of life. We are much more readily contented than we used to be. Once we thought life, to be worth while, must be full of tingling joys. We wanted to be deliriously happy. We recklessly said, "Let me to-day drink the cup of delight to its dregs—I will risk to-morrow, with its gloom and depression." But we have learned to take life more serenely. Great emotions wasted us, body and soul. We grew thankful for the common joys of life—for the love of husband, of wife, of child. We found it true with Ruskin:

"Nature, indeed, provides without stint the main requisites of human happiness: To watch the corn grow, or the blossoms set; to draw hard breath over ploughshare or spade; to read, to think, to love, to pray."

We had our Garden of Eden. Some called it a "Fools' Paradise." We never believed that, and do not believe it now. It was the only time of our life when each saw the ideal in the other. But its ecstasies have passed and, instead, has come a calm river of peace which, unseen and untalked-of, flows through our lives fructifying and blessing wherever it glides. The youth thought his Eve an angel, "a phantom of delight." His manhood proved her

"A traveler between life and death.
A perfect woman, nobly planned."

Another fruit of advancing years is a juster estimate of the world's judgment upon us. How sensitive we used to be to its criticism; now we have learned how insincere much of it is. "They say!" What do they say? Let them say! Our great concern should be not, "What do people say about me?" but "Before God and my inner self what am I? What is my motive in my work? If simply to do His will then let the world say what it will. Why should I worry? It can not harm me if God is for me. The secret laws of His universe will befriend me. But if they should not? The inner voice of God sustains me and the years have witnessed to the truth of His testimony who said:

"Commit thy way unto the Lord;
trust also in Him, and He shall bring
it to pass. He shall bring forth thy
righteousness as the light and thy
judgment as the noonday."

Toleration? How intolerant we used to be in youth—and it is just about the same with the youth of to-day. If our friends failed in perfection we cried out, "Our friendship is ended." How much we have learned of ourselves and the world since then. We are glad now to overlook and even smile tenderly at the foibles of one another, knowing that human nature is made that way, and remembering, too, how full of weakness we are ourselves and how much there is in us to forgive. How harsh in our maturer years we used to be towards youth. If they offended our moral standards we cast them off from our regard without pity, forgetting that truthfulness and honesty and honorable conduct have to be learned. I personally remember one of these instances being told to me of one—now grown to be a man—the memory of which still makes my heart bleed for the sorrows of childhood:

A little boy was sent to a boarding school. He was fond of pennies, as what boy is not? To see them lying about was a temptation. How could a child feel about taking a penny as we do? He was suspected, coins were marked and placed within his reach—a trap set for the poor thing. He took them, was searched and made out a little thief. Was it not cruel to brand a child thus—helpless, without mother or friend to speak for it? The teacher of the school, and it was a woman—are women in some cases less pitiful than men?—lacked imagination and knowledge of the very duty she had assumed, to train and not to condemn.

We, also, have often erred. Severity has too often marked our judgments; but now we remember the defects in the blood, the transmitted bias and the lack of training, and we pity where before we blamed. With Tennyson's dead, "we look with other larger eyes" than those of our youth.

Hope! There is a passage in Romans I never understood until Life herself taught me its meaning: "Tribulation worketh patience (or endurance), and patience, experience, and experience, hope." How could any-

thing so youthful and buoyant as hope come out of suffering? When sorrow or disappointment comes to the young what is their first thought? "It is all over with me now." Life will never be the same. The Heavens have fallen and smothered the singing birds. Let me die!" Do not the young suffer more than the mature and the old? We know—experience hath taught us—that the Heavens do not fall, that the sun does shine again, that joy ever cometh in the morning. So with David we recall the deliverances "of Jordan and of the Hermonites and of the hill Mizar," and sing with Newman, "So long Thy power hath blessed me, sure it still will lead me on."

Our last fruit of autumn is wisdom. In our earlier days we felt it presumption to say authoritatively even what we felt was true. Years have taken from us our youth; but it has also taken our inexperience, and now we feel there are some certainties at which we have arrived, and which we can lovingly pass on to a younger generation, saying, not in halting phrase but as having tested and proved: "This course of conduct is wisest; these principles make for peace."

And so I will repeat: "Remember now thy Creator in the days of youth, while the evil days come not, nor the years draw nigh, when thou shalt say, I have no pleasure in them."

"Ye wheels of Nature, speed your course!

Ye mortal powers, decay!
Fast as ye bring the night of death
Ye bring eternal day."

Harbaugh says:

"The grain that seems lost in the earth below
Will return manifold in the ear;
By death comes life, by loss comes gain;
Heaven's joy for a tear, Heaven's peace for the pain."

Self-control is greater than self-denial.

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

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

The Railroads Will Have To Try Again.

The railroads have labored again and brought forth a mouse. At a meeting of the Central Passenger Association, held at Chicago last Saturday, which was attended by representatives of practically all the Michigan roads, it was decided to issue a mileage book on Jan. 1 containing 1,000 miles, good on all the roads and on all trains, to be sold for \$30, with a rebate of \$9.75. In other words, the railroads propose to tax the users of the proposed new mileage book 25 cents on each book to cover the cost of the book and the expense of maintaining the rebate feature. When the announcement was brought to the attention of shippers and traveling men, it was met with shouts of derision, everyone interested regarding the proposition to withhold 25 cents on the cost of each book as a mighty small thing for the Michigan railroads to do, especially after having forced on the traveling public a book which has cost the traveling men and shippers of Michigan thousands of dollars in wasted time and caused mountains of profanity on the part of conductors, ticket agents and travelers. The Tradesman made an energetic canvass of the situation Monday and Tuesday and in every case was met with the statement that the railroads had better hold another meeting and recede from a position which smacks of smallness and meanness, and place themselves on a broad plane before the traveling public, instead of masquerading as penny pinchers and twenty-five centers. It is understood that Governor Warner takes the same view of the case and that he will refuse to accept the \$9.75 book and insist on the re-establishment of the essential features of the Northern mileage book. When this is done, as it undoubtedly will be, the traveling public can then breathe freely again and the poor dupes in Ohio and Indiana who are compelled to put up with the inconvenience and annoyances of the C. P. A. book will have the commiseration of their Michigan fraters. The advice of the Tradesman is that the shippers and traveling men stand firm on this point and insist on the complete and absolute restoration of the essential features of the Northern mileage book. As a matter of fact, the railroads ought to offer a better book than ever before on account of the loss they have inflicted on the traveling public during the past three months and the stubborn, unreasonable and uncompromising attitude they have assumed all through the controversy.

The Tradesman is assured that the subject of a new excess baggage book will be taken up by the Michigan Passenger Association and that definite announcement in connection therewith will be made in the course of a week. It is expected that this book will be put on sale on Jan. 1 and that for \$12.50 the traveling man can obtain \$15 worth of excess baggage coupons.

Every statement made by the railroads in substantiation of their posi-

tion in replacing the Northern mileage book with the C. P. A. book has proven untrue and fallen flat. In the first place, it has been demonstrated—and is now conceded by the railroads—that the C. P. A. book affords no more protection against dishonest conductors than the Northern mileage book did. Not only does the C. P. A. book actually encourage dishonesty, because of the stupid and unreasonable regulations the railroads undertake to enforce in connection therewith, but the records of the roads show that cash fares have actually increased under the C. P. A. book, on account of many traveling men refusing to purchase the book and suffer the annoyance and inconvenience incident thereto.

Gripsack Brigade.

A Maple Rapids correspondent writes as follows: J. P. Roberts has taken a position as traveling salesman for the Saginaw Beef Co. His territory will be in Clinton, Gratiot and Montcalm counties.

A. E. Curtis, who traveled seven years for the Grand Rapids branch of the National Biscuit Co., previous to which time he was connected with the Milwaukee branch, died recently at his home in Ludington as the result of Bright's disease. Mr. Curtis was a faithful worker and up to a year ago his health was rugged. His illness was sudden and unexpected. Mr. Curtis established an excellent reputation as a traveling salesman and his untimely death will be mourned by a large circle of friends.

E. M. Richardson, for twelve years with Buhl Sons' Co., selling hardware, ranks among the pioneer travelers of Michigan. He made his first trip in 1883 and was at it continually until about a year ago, when he was rewarded for his dozen years' excellent service with the Buhl Co. by being made sales manager. But the outside work is still interesting and the office not even now claims all of Mr. Richardson's time. He gets away from his desk once in a while for the sake of a return to old habits and takes a trip over his old territory in the Northern part of the State. Mr. Richardson's home is at 122 Westminster avenue, Detroit.

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

Buffalo, Dec. 6.—Creamery, 21@24½c; dairy, fresh, 18@21c; poor, 16@17c; roll, 18@20c.

Eggs — Fresh, candled, 30@31c; storage, 21½@22c.

Live Poultry — Fowls, 11@12c; chickens, 11½@12½c; ducks, 13@13½c; geese, 12½@13c.

Dressed Poultry — Chickens, 13@14c; fowls, 12½@13c.

Beans — Hand picked marrows, new, \$3@3.15; mediums, \$2.15; pea, \$1.80@1.85; red kidney, \$2.50@2.65; white kidney, \$2.90@3.

Potatoes—60@70c per bushel.

Rea & Witzig.

Marquette—Louis Grabower has purchased a new stock of crockery and china, which he will consolidate with his dry goods stock.

Preserving Ties by a New Process.

Escanaba, Dec. 5.—The timber preserving plant of the Chicago & Northwestern Railway at this place is attracting attention. The plant is used for treating ties and other classes of timber and occupies twenty acres. Ties are brought in during the winter months and cross piled sufficiently open to permit circulation of air. To treat green or unseasoned ties requires prolonged steaming and well seasoned ties can be treated more successfully than green and at a much lower cost. The fuel used and time required to get unseasoned ties in condition to absorb the preservative add materially to the cost. The yard capacity is 500,000 ties.

Among the principal features of the plant are three retorts 112 feet long and six feet in diameter, and made of ¾-inch steel, with a heavy door at one end; two 100,000-gallon solution tubs, and a suitable system of piping and valves for handling the solution to and from the retorts. The machinery employed consists of a vacuum pump, air compressor and a pressure pump for each retort. The plant is operated under what is known as the Wellhouse process. The ingredients used are chloride of zinc, glue and tannin, the chloride being the preservative. The ties are drawn into the retort by means of a system of cables. With the retort doors closed the ties are steamed two and a half hours, with twenty pounds pressure, 260 degrees F., to open the pores, after which a vacuum of twenty-two inches is drawn for one hour to free the pores of sap. The 4 per cent. solution of chloride of zinc is allowed to flow from the solution tub into the retort, covering the ties, and a pressure of 120 pounds is maintained for two and one-half hours, filling the open pores with the chloride solution. Absorption having taken place, the solution is forced back into the tub and careful readings are taken from the tub indicator, before and after the operation, to determine the results.

The tannin solution is let into the retort and the same pressure applied as before, the glue and tannin being used as a plug for the pores to prevent the chloride from leaching out. This completes the treatment.

The plant has a capacity of from 800,000 to 1,000,000 ties a year. The average cost of treatment per tie, including labor, chemicals, fuel and everything necessary for the operations, is about 15 cents. A force of seventy men is required to operate the plant.

The Grain Market.

There has been very little change in the wheat situation the past week. Prices have been firm, gaining from ½@¾c per bushel. Receipts of wheat at country points have been fair, but the railroads have been unable to take care of the grain as fast as offered, so that stocks have been accumulating with grain men and country shippers. In the Northwest, more particularly the Canadian Northwest, the transportation facilities have been about half large enough to take care of the movement of wheat. Accord-

ing to Bradstreet reports the world's visible supply showed a decrease of 703,000 bushels, as compared with an increase the previous week in the stocks of 5,000,000 bushels. This, together with the very good demand for grain in American markets where prompt shipments could be had, brought about a stronger tone to the market. The news from Argentine was rather mixed, indicating practically no change in the growing crop conditions there, the crop now being only four or five weeks to harvest. The reports from Russia gave no positive information one way or the other. The flour market is rather quiet and shows evidence of the approaching holidays. Many of the merchant mills report trade as getting slow and orders scarce.

The corn market has shown more strength the past week, cash corn advancing about 1c, with good demand for immediate shipments, both for domestic and export. The weather is now more favorable and it is maturing rapidly and getting in fair milling condition.

Oats have been in better demand and prices have firmed up considerably, options showing an advance of 1c per bushel, while cash have advanced about ½c for the week.

L. Fred Peabody.

BANKRUPT SALE

Of the Gordon & Galinsky Stock at Petoskey.

In the matter of Gordon & Galinsky, Alleged bankrupts.

Notice is hereby given that the Gordon & Galinsky stock of general merchandise, consisting of dry goods, boots, shoes and rubbers, notions, clothing, gents' furnishing goods, and other articles usually kept in a general store, will be offered by me for sale at public auction, according to the order of the U. S. District Court, on Tuesday, the 12th day of December, at 10 o'clock in the forenoon, at the front door of the store kept by said Gordon & Galinsky, more particularly known as The Peoples Bargain Store, 307 Mitchell Street in the city of Petoskey, Emmet County, Mich. There is about \$2,500 worth of stock, and a copy of the inventory may be seen by calling at my office in Grand Rapids or upon Mr. J. M. Fell, at Petoskey, Mich.

George H. Reeder,
Receiver.
Peter Doran,
Attorney for Receiver.
Dated Grand Rapids, Mich.,
December 4, 1905.

Charles S. Fredericks, a traveling salesman of Chicago, is to be recognized as the champion amateur weather prophet of the United States. He has been awarded the \$100 competitive prize offered by F. R. Fast, a lawyer of New York, for the highest percentage of correct predictions for one month. Frederick says that he takes a record of the thermometer and the moon. He claims a faculty for forecasting the weather almost intuitively. There were in all, 1,081 competitors for the \$100, nearly every trade and profession.



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.
 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.

A True Story of Much Stickiness.

"Give me a sheet of poison fly-paper," said a gray-eyed man to the clerk in the drug store.

"Did you ever try the sticky kind?" asked the clerk.

"Try it!" snapped the man, "I should say I had, and I would not have a sheet of that fly-paper in the house if the flies were as thick as grasshoppers in Kansas!"

"What's the matter with it?" asked the clerk. "We sell a hundred sheets of it to one of you other, because it is not poisonous and there are no dead flies dropping around."

"Well," answered the man, "it's just this way: Last September, when the weather was hot, and flies thick, I conceived the idea one Saturday night of taking a bath. The house in which I live has no bathroom, and if any member of the family desires to indulge in the luxury he or she must bring a washtub into the kitchen after the rest of the family have retired."

"On the night in question, after scrubbing to my heart's content, I proceeded to rub and dry myself thoroughly, and still clad in nature's own garb, stepped into the dining-room, which was dark, and sat down in a chair near the open window to rub my feet and ankles. When I arose from the chair I found that I had sat down on a sheet of sticky fly-paper."

"I started to pull it off. I took hold of one corner and pulled as long as I could stand it, then let go to pull from another corner, and found the first resumed its original position and that I was as bad off as ever. If I could have stood behind myself I might have ripped it off as you would a plaster, but unfortunately I wasn't built that way. I thought once that I would call my wife, but I knew if I did she would sit down and laugh until the tears came, and I did not feel like being laughed at, so I hit upon a scheme. Pulling off one corner, I backed up to the kitchen door and shut the corner in, gave a jerk and was free from the pesky thing, the perspiration oozing from every pore."

"Next I took my Turkish towel

and proceeded to rub off what failed to come with the paper, and then found myself finally attached to the towel, and once more submitted myself to the kitchen door for delivery. I scratched my head in vain to think of some way to get it off; I tried sand soap only to get in a worse mess.

"What should I do? The only thing that presented itself to my mind was to take a flying trip across the field to the sawmill, and ask my friend Ed to turn on the emery wheel or the planer and shave it off. Then a bright thought came to me: I would try some kerosene. If that failed I would apply a piece of paper over the place and go to bed. I found the kerosene can and a rag, and began the process of removal. It worked like a charm and in a few moments the pesky stuff was off, and after washing my hands I retired and was soon in a deep sleep."

"How long I slept I can not tell, but I dreamed I was in the place of lost souls, and as a big flame shot out against my leg I awoke. Great Scott! That kerosene was getting in its deadly work. I had gone to sleep on my back and as the bed warmed up so did the kerosene, until I was hotter than the proverbial pepper plaster. I turned my burning anatomy out of bed, thinking the cool night air would relieve me, but alas, it grew hotter every minute, and I was obliged to waken my wife, and explain the situation."

"She arose, and between sweet cream, talcum powder, soda, etc., finally succeeded in rendering me more comfortable, and then sat down and laughed. No, siree! None of that in our house."

Wounded in Battle and Elsewhere.

A much-scarred veteran occupied a seat in a tramcar, and opposite to him sat a benevolent-looking old gentleman who gazed with seeming interest on the ragged face, and at length said:

"I think, my friend, you are the possessor of some exciting experiences."

"I should just think so, sir," replied the warrior. "This gash across my brow, this seam down my cheek, and this cloven chin each cost more than one life in a hand-to-hand fight."

"Dear me," said the old gentleman; "I can quite believe it. And how did you come by that deep indentation on your nose?"

The warrior hung his head and seemed unwilling to reply.

"Come, now, Joseph," said his better-half, who was seated beside him, "tell the gentleman how you got that one."

"You keep quiet, Maria," snarled the warrior.

"I won't," snapped Maria; "it fairly riles me to hear you bragging of the marks you got from the nasty, dirty Arabs, while you ignore the most noticeable of 'em all—the one I gave you when I hit you with the fire-shovel."

The warrior looked very uncomfortable, and the old gentleman looked as if he deeply sympathized with him.

The Drug Market.

Opium—Is dull at unchanged price. Morphine—Is steady.

Quinine—There will be a bark sale at Amsterdam on Thursday, but it is not thought there will be any change in the price of quinine.

Carbolic Acid—Is quite firm. Higher prices are looked for.

Castor Oil—Is firm at the late advance.

Cocaine—Markets abroad are higher, and an advance is expected here soon.

Haarlem Oil—There is none to be had in New York except a small stock of corked vials.

Wahoo Bark of the Root—Has again advanced, and there is very little on the market.

Sassafras Bark—Is scarce and higher.

Juniper Berries—Continue to advance and the crop failure has been confirmed.

American Saffron—Stocks are concentrated and the price is steadily advancing.

Gum Camphor—Is very firm and a 5c advance is looked for this week.

Pink Root—Is about out of the market. What little there is for sale is very high.

Making a Quince-Seed Cream.

C. H. Reynolds, writing in the Druggists Circular, remarks that the great difficulty most pharmacists experience in the preparation of toilet creams is to obtain a clear or a white preparation. Where quince seed (which makes the least objectionable mucilage) is used the greatest mistake is the use of dirty seed or the failure to filter the mixture properly. Only clean selected quince seed should be used. The seed can be cleaned by rubbing in flannel or soft cloth. By filtering the cream through a felt filter a perfectly clear preparation may be obtained. If a filter of this kind is not procurable, one can easily be made in the following manner: Take an old or unused felt hat and boil for a few minutes in water, care being taken to subsequently rinse it in clear, cold water. Then punch holes in the rim of the hat, in which strings may be tied for the purpose of suspending the completed filter.

Wild vs. Cultivated Ginseng.

The United States Consul at Amoy, China, says that the Chinese value ginseng not only for whatever actual qualities it may possess, but also for qualities they may believe it possesses, remarks the Pharmaceutical Era. Ginseng roots which are knotted and gnarled, which have a grotesque or abnormal appearance, which are of a peculiar color or have an unusual quality of any sort, are generally more highly esteemed than those which are smooth, regular and normal. Wild ginseng is preferred to the cultivated, and a root which resembles some animal, especially some fabulous animal, will bring a very high price. Cultivation naturally tends to produce regular, normal roots. The Consul also states that if American growers can make their product appear wilder, more gro-

tesque, more like the kind supposed to have supernatural qualities, they will realize more for it.

Cleaning Oily Bottles.

E. H. Elvidge, of Van Kleeck Hill, Ontario, writing to the Western Druggist, gives a pointer for cleaning bottles that have contained such oils as wintergreen, cedar, sassafras, peppermint, etc. Drain the bottle and put into it some linseed meal—about one-half ounce for an eight-ounce bottle. Allow the meal to absorb as much of the oil as possible, then add a little water, shaking well. Fill the bottle with water, shake well, empty, rinse with clean water, and the bottle will be clean and free from odor. He has tried it and knows, he says. The same method will clean out any other oils that are not oxidized on the inside of the bottle.



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Grand Rapids Stationery Co.
 29 N. Ionia St., Grand Rapids, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Aceticum 60 2	Copalba 1 150 21 25	Scilla Co 50 50	Liquor Arsen et Hydrarg Iod 25 25	Rubia Tinctorum 12 14	Vanilla 9 00 0
Benzocum, Ger. 70 2	Cubebae 1 20 21 30	Tolutan 50 50	Liq Potass Arsinit 10 12	Saccharum La's. 22 25	Zinci Sulph 7 0 8
Boracic 26 23	Evechthitos 1 00 21 10	Prunus virg 50 50	Magnesia, Sulph bbl 1 15	Salacin 4 50 4 75	Oils
Carbolicum 26 23	Erigeron 1 00 21 10	Tinctures	Mannia, S F 45 50	Sanguis Drac's. 40 50	Whale, winter bbl. gal.
Citricum 42 45	Gaultheria 2 25 22 35	Anconitum Nap'sR 50 50	Menthol 3 30 23 40	Sapo, W 12 14	Lard, extra 70 70
Hydrochlor 3 5	Gossypil Sem gal 50 60	Anconitum Nap'sF 50 50	Morphia, S P & W2 35 2 60	Sapo, M 10 12	Lard, No. 1 60 65
Nitrocum 8 10	Hedeoma 1 60 21 70	Aloes 50 50	Morphia, S N Y Q2 35 2 60	Sapo, G 10 12	Linseed, pure raw 37 42
Oxalicum 10 12	Junipera 90 21 75	Arnica 50 50	Moschus Canton. 40 40	Seidlitz Mixture 20 22	Linseed, boiled 33 43
Phosphorium, dil. 15 15	Lavandula 90 21 75	Aloes & Myrrh 50 50	Myristica, No. 1 25 30	Sinapis 18 18	Neat's-foot, w str 65 70
Sallylicum 42 45	Limonis 90 21 75	Asafoetida 50 50	Nux Vomica po 15 25 28	Sinapis, opt 30 30	Spts. Turpentine ..Market
Sulphuricum 1 1/2 5	Mentha Piper 3 00 23 25	Atrope Belladonna 50 50	Os Sepia 25 28	Snuff, Maccaboy. 51 51	Paints
Tannicum 75 80	Mentha Verid 5 00 25 50	Aurant Cortex. 50 50	Pepsin Saac, H & P D Co 1 00 00	DeVos 51 51	Red Venetian 1 1/2 2 3
Tartaricum 38 40	Morruhuac gal 1 25 21 50	Benzoin Co 50 50	Picls Liq N N 1/2 2 00 00	Snuff, S'h DeVos 51 51	Ochre, yel Mars 1 1/2 2 4
Ammonia	Myrica 3 00 23 50	Benzoin Co 50 50	Picls Liq qts 1 00 00	Soda, Boras 9 11	Ochre, yel Ber 1 1/2 2 4
Aqua, 18 deg. 4 6	Olive 75 23 00	Barosma 50 50	Pil Hydrarg po 80 50 50	Soda et Pot's Tart 25 28	Putty, commer'l 2 1/2 2 1/2
Aqua, 20 deg. 6 8	Picls Liquida 10 12	Cantharides 50 50	Piper Nigra po 22 18 18	Soda, Carb 1 1/2 2	Putty, strictly pr 2 1/2 2 1/2
Carbonas 13 15	Picls Liquida gal 94 98	Cardamom 50 50	Piper Alba po 35 30 30	Soda, Bi-Carb 3 5	Vermillion, Prime
Chloridum 12 14	Ricina 94 98	Cardamon Co 50 50	Pix Burgum 8 8	Soda, Ash 3 1/2 4	American 13 15
Black 2 00 2 25	Rosmarin 1 00 00	Castor 1 00 00	Plumbi Acet 12 15	Soda, Sulphas 2 2	Vermillion, Eng. 75 80
Brown 80 1 00	Rosae oz 5 00 6 00	Catechu 50 50	Pulvis Ip'e et Opil 1 30 1 50	Spts, Cologne 50 50	Green, Peninsular 13 16
Red 45 50	Succini 40 45	Cinchona 50 50	Pyrethrum, bxs H & P D Co. doz 75 75	Spts, Ether Co. 50 55	Lead, red 6 1/2 7
Yellow 2 50 3 00	Sabina 90 1 00	Cinchona Co 50 50	Pyrethrum, pv 20 25	Spts, Myrcia Dom 2 00 00	Whiting, white S'n 90 90
Baccaes	Santal 2 25 4 50	Columbia 50 50	Quassia 8 10	Spts, Vini Rect bbl 1 00 00	Whiting, white S'n 90 90
Cubebae po. 20 15 18	Sassafras 75 80	Cubebae 50 50	Quassia, S P & W. 21 31	Spts, Vini Rect 1/2 b 1 00 00	Whiting, Paris Am'r 95 95
Juniperus 7 8	Sinapis, eas, oz. 1 10 21 20	Cassia Acutifol 50 50	Quina, S Ger. 21 31	Spts, Vini R't 10 gal 1 00 00	Whit'g Paris Eng 1 40 40
Xanthoxylum 30 35	Tigil 1 10 21 20	Cassia Acutifol Co 50 50	Quina, N. Y. 21 31	Spts, Vini R't 5 gal 1 00 00	Universal Prep'd 1 10 1 20
Balsamum	Thyme 40 50	Digitalis 50 50		Strychnia, Cryst'l 1 05 1 25	Varnishes
Copalba 45 50	Thyme, opt 1 10 21 20	Ferri Chloridum. 35 35		Sulphur Subl 2 3/4 4	No. 1 Turp Coachl 10 1 20
Peru 60 65	Theobromas 15 20	Gentian 50 50		Sulphur, Roll 2 1/2 3 1/2	Extra Turp 1 60 1 70
Terabin, Canada 60 65	Potassium	Gentian Co 50 50		Tamarinds 8 10	
Tolutan 35 40	Bi-Carb 15 18	Gulaca 50 50		Terebenth Venice 28 30	
Abies, Canadian. 13 13	Bichromate 13 15	Gulaca ammon 50 50		Theobromas 45 50	
Cassiae 20 20	Bromide 25 30	Hyoeyamus 50 50			
Cinchona Flava. 13 13	Carb 12 14	Iodine 75 75			
Buonymus atro. 20 20	Chlorate po. 12 14	Iodine, colorless 75 75			
Myrica Virgini. 15 15	Cyanide 34 38	Kino 50 50			
Prunus Virginl. 12 12	Iodide 60 63	Lobelia 50 50			
Quillaia, gr'd 12 12	Potassa, Bitart pr 30 32	Myrrh 50 50			
Sassafras po. 25 24	Potass Nitras opt 7 10	Nux Vomica 50 50			
Ulmus 40 40	Potass Nitras 6 8	Opil 75 75			
Extractum	Prussiate 23 26	Opil, camphorated 50 50			
Glycyrrhiza Gla. 24 30	Sulphate po 15 18	Opil, deodorized. 1 50 50			
Glycyrrhiza, po. 23 30	Radix	Opil, deodorized. 1 50 50			
Haematox, 1s 11 12	Aconitum 20 25	Rhatany 50 50			
Haematox, 1s 13 14	Althaea 80 85	Rhei 50 50			
Haematox, 1/4s 14 15	Anchusa 10 12	Sanguinaria 50 50			
Haematox, 1/4s 14 15	Arum po 20 25	Serpentaria 50 50			
Haematox, 1/4s 16 17	Calamus 20 24	Stromonium 50 50			
Ferru	Gentiana po 15 12 15	Tolutan 60 60			
Carbonate Precip. 15 15	Glycyrrhiza pv 15 16 18	Valerian 50 50			
Citrate and Quina 2 00 00	Hydrastis, Canada 1 90 90	Veratrum Veride. 50 50			
Citrate Soluble 55 55	Hydrastis, Can. po 2 00 00	Zingiber 20 20			
Ferrocyanidum S 40 40	Hellebore, Alba. 12 15				
Solut. Chloride 15 15	Inula, po 18 22				
Sulphate, com'l 2 2	Ipecac, po 2 25 2 35				
Sulphate, com'l, by bbl. per cwt. 70 70	Iris plox 35 40				
Sulphate, pure 7 7	Jalapa, pr 25 30				
Flora	Maranta, 1/4s 35 40				
Arnica 15 18	Podophyllum po. 15 18				
Anthemis 22 25	Rhei 75 100				
Matricaria 30 35	Rhei, cut 1 00 21 25				
Folia	Rhei, pv 75 100				
Barosma 25 30	Spigella 30 35				
Cassia Acutifol. 15 20	Sanuginari, po 18 15 15				
Tinnevely 15 20	Serpentaria 50 55				
Cassia, Acutifol. 25 30	Senega 85 90				
Salvia officinalis. 1/4s and 1/4s 18 20	Smilax, off's H. 40 40				
Uva Ursi 8 10	Smilax, M 10 12				
Gummi	Scilla po 35 10 12				
Acacia, 1st pld. 65 65	Symplocarpus 25 25				
Acacia, 2nd pld. 45 45	Valeriana Eng 15 20				
Acacia, 3rd pld. 35 35	Valeriana, Ger. 15 20				
Acacia, sifted sts. 23 23	Zingiber a 12 14				
Acacia, po. 45 65	Zingiber j 16 20				
Aloe Barb 22 25	Semen				
Aloe, Cape 25 25	Anisum po 20 16 16				
Aloe, Socotri 45 45	Apium (gravel's) 13 15				
Ammoniac 55 60	Bird, 1s 4 6				
Asafoetida 35 40	Carul po 15 10 11				
Benzolium 50 55	Cardamom 70 90				
Catechu, 1s 13 13	Corlandrum 12 14				
Catechu, 1/4s 14 14	Cannabis Sativa 7 10				
Catechu, 1/4s 16 16	Cydonium 75 100				
Comphorae 93 99	Chenopodium 25 30				
Euphorbium 40 40	Dipterix Odorate. 80 100				
Galbanum 1 00 00	Foeniculum 18 18				
Gamboge po. 1 25 21 35	Foenugreek, po. 7 9				
Guaiaacum po. 35 35	Lini 4 6				
Kino po. 45 45	Lini, gr'd. bbl. 2 1/2 3 6				
Mastic 60 60	Lobelia 75 80				
Myrrh po. 50 50	Pharlaris Cana'n 9 10				
Oil 40 40	Rapa 5 6				
Shellac 50 60	Sinapis Alba 7 9				
Shellac, bleached 50 60	Sinapis Nigra 9 10				
Tragacanth 70 1 00	Spiritus				
Herba	Frumentum W D. 2 00 2 50				
Absinthium 4 50 4 60	Frumentum 1 25 1 50				
Eupatorium oz pk 20 20	Juniperis Co O T 1 65 2 00				
Lobelia oz pk 25 25	Juniperis Co 1 75 3 50				
Majorum oz pk 23 23	Saccharum N E 1 90 2 10				
Mentra Per. oz pk 23 23	Spt Vini Galli 1 75 6 50				
Mentra Vp. oz pk 23 23	Vini Oporto 1 25 2 00				
Rue oz pk 35 35	Vina Alba 1 25 2 00				
Tanacetum V. 22 22	Sponges				
Thymus V. oz pk 25 25	Florida Sheeps' wool 3 00 3 50				
Magnesia	Nassau sheeps' wool 3 50 3 75				
Calcined, Pat 55 60	Velvet extra sheeps' wool, carriage. 2 00 00				
Carbonate, Pat. 18 20	Extra yellow sheeps' wool, carriage. 1 25 25				
Carbonate, K-M. 18 20	Grass sheeps' wool, carriage. 1 25 25				
Carbonate 18 20	Hard, slate use. 1 00 00				
Oleum	Yellow Reef, for slate use 1 40 40				
Absinthium 4 90 5 00	Syrups				
Amygdalae, Dulc. 50 60	Acacia 50 50				
Amygdalae, Ama 3 00 3 25	Aurant Cortex 50 50				
Anisi 1 75 1 80	Zingiber 50 50				
Auranti Cortex. 2 40 2 50	Ipecac 50 50				
Bergamili 2 50 2 60	Ferri Iod 50 50				
Cajuputi 85 90	Rhei Arom 50 50				
Caryophilli 1 15 1 25	Smilax Off's 50 60				
Cedar 50 90	Senega 50 60				
Chenopadi 3 75 4 00	Scilla 50 50				
Cinnamoni 1 15 1 25					
Citronella 60 65					
Conium Mac 80 80					

Drugs

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We are dealers in Paints, Oils and
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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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Y	
Yeast Cake	10

1		2	
AXLE GREASE		Plums	
Frazer's		Pineapple	
1lb. wood boxes, 4 dz.	3 00	Grated	1 25 @ 2 75
1lb. tin boxes, 3 doz	2 35	Sliced	1 35 @ 2 55
3 1/2 lb. tin boxes, 2 dz.	4 25	Pumpkin	
10lb. pails, per doz.	6 00	Fair	70
15lb. pails, per doz.	7 20	Good	80
25lb. pails, per doz.	12 00	Fancy	1 00
BAKED BEANS		Gallon	@ 2 00
Columbia Brand		Raspberries	
1lb. can, per doz.	90	Standard	@
2lb. can, per doz.	1 40	Russian Caviar	
3lb. can, per doz.	1 80	1/4 lb. cans	3 75
BATH BRICK		1/2 lb. cans	7 00
American	75	1lb. cans	12 00
English	85	Salmon	
BROOMS		Col'a River, tall	@ 1 80
No. 1 Carpet	2 75	Col'a River, flats	1 85 @ 1 90
No. 2 Carpet	2 35	Red Alaska	1 35 @ 1 45
No. 3 Carpet	2 15	Pink Alaska	@ 95
No. 4 Carpet	1 75	Sardines	
Common Whisk	2 40	Domestic, 1/4 s.	@ 3 1/2
Fancy Whisk	85	Domestic, 1/2 s.	@ 5 1/2
Warehouse	3 00	California, 1/4 s.	@ 9
BRUSHES		California, 1/2 s.	@ 14
Scrub		California, 3/4 s.	@ 24
Solid Back 8 in.	75	French, 1/4 s.	@ 14
Solid back, 11 in.	95	French, 1/2 s.	@ 18
Pointed ends	85	Shrimps	
Stove		Standard	1 20 @ 1 40
No. 3	75	Succotash	
No. 2	1 10	Fair	85
No. 1	1 75	Good	1 00
Shoe		Fancy	1 25 @ 1 40
No. 8	1 00	Strawberries	
No. 7	1 30	Standard	1 10
No. 4	1 70	Fancy	1 40
No. 3	1 90	Tomatoes	
BUTTER COLOR		Fair	@ 1 10
W. R. & Co.'s, 15c size	1 25	Good	@ 1 20
W. R. & Co.'s, 25c size	2 00	Fancy	1 40 @ 1 45
CANDLES		Gallon	@ 3 50
Electric Light, 8s.	9 1/2	CARBON OILS	
Electric Light, 16s.	10	Barrels	
Paraffine, 6s.	9	Perfection	@ 10 1/2
Paraffine, 12s.	9 1/2	Water White	@ 9 1/2
Wicking	20	D. S. Gasoline	@ 12
CANNED GOODS		Deodor'd Nap'a	@ 12
Apples		Cylinder	@ 23
3lb. Standards	1 00	Engine	@ 16
Gals. Standards	2 90	Black, winter	@ 9
Blackberries		CEREALS	
Standards		Breakfast Foods	
Beans		Bordeau Flakes, 36 1 lb	2 50
Baked	80 @ 1 30	Cream of Wheat, 36 2 lb	4 50
Red Kidney	85 @ 95	Crescent Flakes, 36 1 lb	2 50
String	70 @ 1 15	Egg-O-See, 36 pkgs	2 85
Wax	75 @ 1 25	Excella Flakes, 36 1 lb	2 75
Blueberries		Excella, large pkgs	4 50
Standard	@ 1 40	Force, 36 2 lb	4 50
Brook Trout		Grape Nuts, 2 doz	2 70
Gallon	@ 5 75	Malta Ceres, 24 1 lb	2 40
2lb. cans, spiced	1 90	Malta Vita, 36 1 lb	2 75
Clams		Mapl-Flake, 36 1 lb	4 05
Little Neck, 1lb.	1 00 @ 1 25	Pillsbury's Vitos, 3 doz	4 25
Little Neck, 2lb.	@ 1 50	Ralston, 36 2 lb	4 50
Clam Bouillon		Sunlight Flakes, 36 1 lb	2 85
Burnham's 1/2 pt.	1 90	Sunlight Flakes, 20 lge	4 00
Burnham's pts.	3 60	Vigor, 36 pkgs	2 75
Burnham's qts.	7 20	Zest, 20 2 lb	4 10
Cherries		Zest, 36 small pkgs	4 50
Red Standards	1 30 @ 1 50	Original Holland Rusk	
White	1 50	Cases, 5 doz.	4 75
Corn		Rolled Oats	
Fair	65 @ 75	Rolled Avena, bbl.	5 35
Good	85 @ 90	Steel Cut, 100 lb. sacks	2 75
Fancy	1 25	Monarch, bbl.	5 10
French Peas		Monarch, 100 lb sack	2 45
Sur Extra Fine	22	Quaker, cases	3 10
Extra Fine	19	Cracked Wheat	
Fine	15	Columbia, 25 pts.	4 50
Moyen	11	Columbia, 25 1/2 pts.	5 00
Gooseberries		Snider's quarts	3 25
Standard	90	Snider's pints	2 25
Hominy		Snider's 1/2 pints	1 80
Standard	85	CHEESE	
Lobster		Acme	@ 13 1/2
Star, 1/2 lb.	2 15	Carson City	@ 14
Star, 1 lb.	3 90	Peerless	@ 14
Picnic Tails	2 60	Elsie	@ 13
Mackerel		Emblem	@ 14
Mustard, 1lb.	1 80	Jersey	@ 15
Mustard, 2lb.	2 80	Gem	@ 14 1/2
Soused, 1 1/2 lb	1 80	Ideal	@ 13 1/2
Soused, 2lb.	2 80	Riverside	@ 14 1/2
Tomato, 1lb.	1 80	Warner's	@ 14
Tomato, 2lb.	2 80	Brick	@ 15
Mushrooms		Edam	@ 90
Hotels	15 @ 20	Leiden	@ 15
Buttons	22 @ 25	Limburger	1 1/2
Oysters		Pineapple	@ 40
Cove, 1lb.	@ 80	Sw Sago	@ 19
Cove, 2lb.	@ 1 55	Swiss, domestic	@ 1 1/2
Cove, 1lb. Oval	@ 95	Swiss, imported	@ 20
Peaches		CHEWING GUM	
Pie	1 00 @ 1 15	American Flag Spruce	55
Yellow	1 45 @ 2 25	Beemam's Pepsin	60
Pears		Standard	
Standard	1 00 @ 1 35	Fancy	
Fancy	@ 2 00	Peas	
Marrowfat		Marlowfat	90 @ 1 00
Early June		Early June	90 @ 1 60
Early June Sifted		Early June Sifted	1 65

3		4		5	
Black Jack	55	Kream Klips	20	Hominy	
Largest Gum Made	50	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	10	Pearl, 100lb sack	1 85
Sugar Loaf	55	Lemon Gems	8	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	
Eagle	7	Malaga	11	Common	2 15
Eagle	7	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	26	Mixed Picnic	11 1/2	Sago	
Vanilla	41	Mich. Frosted Honey	12	East India	4 1/4
Caracas	41	Mich. Coconut Fstd.	12	German, sacks	1 1/4
Eagle	26	Honey	12	German, broken pkg	5
COCOA		Newton	12	Tapoca	
Baker's	35	Nu Sugar	8	Flake, 110 lb. sacks	45
Cleveland	41	Nic Nacs	8 1/2	Pearl, 130 lb. sacks	41 1/2
Colonial, 1/4 s	35	Oatmeal Crackers	8	Pearl, 24 lb. pkgs.	61 1/2
Colonial, 1/2 s	35	Orange Slices	16	FLAVORING EXTRACTS	
Epps	42	Orange Gems	8	Foot & Jenks	
Huyler	46	Penny Cakes, Asst.	8	Coleman's Van. Lem.	
Van Houten, 1/4 s	19	Pineapple Honey	15	2 oz. Panel	1 20
Van Houten, 1/2 s	40	Pretzels, Hade Md.	8 1/2	3 oz. Taper	2 00
Van Houten, 1/2 s	40	Pretzellettes, Hand Md.	8 1/2	No. 4 Rich. Blake 2 00	1 50
Van Houten, 1s	72	Pretzellettes, Mac Md.	7 1/2	Jennings	
Webb	28	Raisin Cookies	8	Terpeness Ext. Lemon	
Wilbur, 1/4 s	41	Revere, Assorted	14	No. 2 Panel D. C.	75
Wilbur, 1/4 s	42	Richwood	8 1/2	No. 4 Panel D. C.	1 50
COCOANUT		Richmond	11	No. 6 Panel D. C.	2 00
Dunham's 1/4 s	26	Rube	8	Taper Panel D. C.	1 50
Dunham's 1/2 s & 1/4 s	26 1/2	Scotch Cookies	10	1 oz. Full Meas. D. C.	65
Dunham's 1/4 s	27	Snowdrop	16	2 oz. Full Meas. D. C.	1 20
Dunham's 1/2 s	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		Superba	8	1 oz. Full Meas. D. C.	85
Common	13	Sponge Lady Fingers	25	2 oz. Full Meas. D. C.	1 60
Fair	14	Urbans	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		Wheat	
Choice	16 1/2	& Co.)	16	No. 1 White	79
Fancy	19	Zanzibar	9	No. 2 Red	81
Peaberry		In-er Seal Goods.		Winter Wheat Flour	
Maracaibo		Almond Bon Bon	Doz.	Local Brands	
Fair	15	Albert Biscuit	1 00	Patents	4 75
Choice	18	Animals	1 00	Second Patents	4 50
Mexican		Brenner's But. Wafers	1 00	Straight	4 30
Choice	16 1/2	Butter Thin Biscuit	1 00	Second Straight	4 10
Fancy	19	Cheese Sandwich	1 50	Clear	3 50
Guatemala		Cocoa nut Macaroons	2 50	Graham	3 90
Choice	15	Cracker Meal	75	Buckwheat	4 75
Java		Faust Oyster	1 00	Rye	3 75
African	12	Five O'clock Tea	1 00	Subject to usual cash discount.	
Fancy African	17	Frosted Coffee Cake	1 00	Flour in barrels, 25c per barrel additional.	
O. G.	25	Frotana	1 00	Worden Grocer Co.'s Brand	
P. G.	31	Ginger Snaps, N. B. C.	1 00	Quaker, paper	4 40
Mocha		Graham Crackers	1 00	Quaker, cloth	4 60
Package	21	Lemon Snaps	50	Wykes-Schroeder Co.	
New York Basis		Marshmallow Dainties	1 00	Eclipse	4 10
Arbuckle	14 50	Oatmeal Crackers	1 00	Spring Wheat Flour	
Dilworth	14 00	Oysterettes	50	Roy Baker's Brand	
Jersey	14 50	Pretzellettes, H. M.	1 00	Golden Horn, family	5 00
Lion	14 50	Royal Toast	1 00	Golden Horn, bakers	4 90
McLaughlin's XXXX		Saltine	1 00	Calumet	4 90
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.		Saratoga Flakes	1 50	Dearborn	4 80
Extract		Seymour Butter	1 00	Pure Rye, dark	4 05
Holland, 1/2 gro boxes.	95	Social Tea	1 00	Clark-Jewell-Wells Co.'s	
Felix, 1/2 gross	1 15	Soda, N. B. C.	1 00	Delivered.	
Hummel's foil, 1/2 gro.	85	Soda, Seligman	1 00	Gold Mine, 1/4 s cloth	5 50
Hummel's tin, 1/2 gro.	1 43	Sponge Lady Fingers	1 00	Gold Mine, 1/4 s cloth	5 40
CRACKERS		Sultana Fruit Biscuit	1 50	Gold Mine, 1/4 s cloth	5 30
National Biscuit Company		Unedea Biscuit	1 00	Gold Mine, 1/4 s paper	5 30
Brand		Unedea Jinjer Wayfer	1 00	Judson Grocer Co.'s Brand	
Butter		Unedea Milk Biscuit	50	Ceresota, 1/4 s	5 25
Seymour, Round	6	Vanilla Wafers	1 00	Ceresota, 1/4 s	5 15
New York, Square	6	Water Thin	1 00	Lemon & Wheeler's Brand	
Family	6	Zu Zu Ginger Snaps	50	Wingold, 1/4 s	5 20
Salted, Hexagon	6	Zwieback	1 00	Wingold, 1/2 s	5 10
Soda		CREAM TARTER		Wingold, 1/2 s	5 00
N. B. C. Soda	6	Barrels or drums	29	Pillsbury's Brand	
Select Soda	8	Boxes	30	Best, 1/4 s cloth	6 45
Saratoga Flakes	13	Square cans	32	Best, 1/4 s cloth	6 35
Sephrettes	13	Fancy caddies	35	Best, 1/4 s cloth	6 25
Oyster		DRIED FRUITS		Best, 1/4 s paper	6 30
N. B. C. Round	6	Sundried Apples		Best, 1/4 s paper	6 30
N. B. C. Square, Salted	6	California Prunes		Best wood	6 45
Faust, Shell	7 1/2	100-125 25lb boxes		Worden Grocer Co.'s Brand	
Sweet Goods		90-100 25lb boxes	@ 4 1/2	Laurel, 1/4 s cloth	5 40
Animals	10	80-90 25lb boxes	@ 5	Laurel, 1/4 s cloth	5 30
Atlantic, Assorted	10	70-80 25lb boxes	@ 5 1/2	Laurel, 1/2 s & 1/4 s paper	5 20
Bagley Gems	9	60-60 25lb boxes	@ 6	Laurel, 1/2 s	5 20
Bella Isle Picnic	11	50-60 25lb boxes	@ 6 1/2		
Brittle	8	40-40 25lb boxes	@ 7 1/2		
Cartwheels, S & M.	8	30-40 25lb boxes	@ 8 1/2		
Currant Fruit	10	1/4 c less in 50lb cases.			
Cracknels	16	Citron	@ 14 1/2		
Coffee Cake, N. B. C.		Currants			
plain or iced	10	Imp'd 1 lb. pkg.	@ 7 1/2		
Cocoa Bar	12	Imported bulk	@ 7 1/2		
Chocolate Drops	17	Peel			
Cocoa Drops	12	Lemon American	13		
Cocoa nut Macaroons	18	Orange American	13		
Cixie Cookie	9	Raisins			
Fruit Honey Squares	12 1/2	London Layers, 3 cr			
Frosted Cream	8	London Layers, 4 cr			
Futed Cocoonut	11	Cluster, 5 crown			
Fig Sticks	12	Loose Muscatels, 2 cr			
Finger Gems	8	Loose Muscatels, 3 cr	7 1/2		
Graham Crackers	8	Loose Muscatels, 4 cr	7 1/2		
Ginger Snaps, N. B. C.	7 1/2	L. M. Seeded, 1 lb. 9 lb.	@ 10		
Lazelnut	11	L. M. Seeded, 3/4 lb.			
oney Cake, N. B. C.	12	Sultanas, bulk			
oney Fingers As. Ice.	12	Sultanas, package	7 1/2 @ 8		
oney Jumbles	12	FARINACEOUS GOODS			
ousehold Cookies, As.	8	Beans			
oney Crumpets	10	Dried Lima	5 1/2		
pperial	8	Med. Hd Pk'd.	1 75 @ 1 85		
ersey Lunch	8	Brown Holland	2 25		
amaica Gingers	10	Farina			
		24 lb. packages	1 75		
		Bulk, per 100 lbs.	3 00		

6	7	8	9	10	11
HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 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. 4 45 Armour's, 4 oz. 8 20 Liebig's, Chicago, 2 oz. 2 75 Liebig's, Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 55 Liebig's Imported, 4 oz. 5 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 26 Good 22 Half barrels 2c extra. MINCE MEAT Columbia, per case. 2 75 MUSTARD Horse Radish, 1 dz 1 75 Horse Radish, 2 dz 3 50 OLIVES Bulk, 1 gal. kegs. 1 25 Bulk, 2 gal. kegs. 1 15 Bulk, 5 gal. kegs. 1 10 Manzanilla, 8 oz. 90 Queen, pints 2 35 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 8 oz. 1 45 Stuffed, 10 oz. 2 30 PIPES Clay, No. 216 1 70 Clay, T. D., full count 85 Cob, No. 3 85 PICKLES Medium Barrels, 1,200 count. 4 75 Half bbls., 600 count. 2 88 Small Barrels, 2,400 count. 7 00 Half bbls., 1,200 count. 4 00 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted. 1 20 No. 20, Rover enameled. 1 60 No. 572, Special. 1 75 No. 98 Golf, satin finish. 2 06 No. 808 Bicycle. 2 00 No. 632 Tour'n't whist. 2 25 POTASH 48 cans in case Babbitt's 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess Fat Black 15 00 Short Cut 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 12 California Hams 7 1/2 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 80 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 1/2 3 lb. pails. advance 1/2 Sausages Bologna 5 Liver 6 1/2 Frankfort 7 Pork 6 1/2 Veal 8 Tongue 9 1/2 Headcheese 6 1/2 Beef Extra Mess 9 50 Boneless 10 50 Rump, new 10 50 Pig's Feet 1/4 bbls. 1 10 1/2 bbls., 40 lbs. 1 85 3/4 bbls. 3 75 1 bbl. 7 75 Tripe Kits, 15 lbs. 70 1/4 bbls., 40 lbs. 1 50 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 28 Beef rounds, set 16 Beef middles, set 45 Sheep, per bundle 70 Uncolored Butterine Solid dairy 10 Rolls, dairy 10 1/2 11 1/2	Canned Meats Corned beef, 2 2 50 Corned beef, 14 17 50 Roast beef 2 00 2 50 Potted ham, 1/4s 45 Potted ham, 1/2s 85 Deviled ham, 1/4s 45 Deviled ham, 1/2s 85 Potted tongue, 1/4s 45 Potted tongue, 1/2s 85 RICE Screenings 3 1/2 Fair Japan 4 1/2 Choice Japan 4 5 Imported Japan 4 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 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 2 10 Wyandotte 100 1/2s 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100lb cases. 1 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 Halibut 13 Herring 13 1/2 Holland White Hoop, bbls. 11 50 White Hoop, 1/2 bbls. 6 00 White Hoop, keg. 7 75 White Hoop mchs. 80 Norwegian 80 Round, 100lbs 3 75 Round, 40lbs 1 75 Scaled 14 Trout No. 1, 100lbs 7 50 No. 1, 40lbs 3 25 No. 1, 10lbs 90 No. 1, 5lbs 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 1/2 Whitefish No. 1 No. 2 Fam 100lb. 9 50 3 50 50lb. 5 00 1 95 10lb. 1 10 52 8lb. 90 44 SEEDS Anise 15 Canary, Smyrna. 6 Caraway 8 Cardamom, Malabar. 1 00 Celery 15 Hemp, Russian 5 Mixed Bird 4 Mustard, white. 8 Poppy 8 Rape 4 1/2 Cattle 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 Macaboy, in jars. 35 French Rappie in jars. 43 SOAP Central City Soap Co. Jaxon 2 85 Boro Naphtha 3 85 J. S. Kirk & Co. American Family. 4 05 Dusky Diamond, 50 8oz 2 80 Dusky D'nd, 100 6oz. 3 80 Jap Rose, 50 bars. 3 10 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 Naptha, 100 cakes. 4 00 Big Master, 100 bars. 4 00 Marseilles White soap. 4 00 Snow Boy Wash P'r. 4 00	Proctor & Gamble Co. Lenox 2 85 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 star 10 A. B. Wrisley Good Cheer 4 00 Old Country 3 40 Soap Powders Central City Soap Co. Jaxon, 16 oz. 2 40 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Kirkline, 24 4lb. 3 80 Pearline 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 75 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gross lots 5 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 Scouring Manufacturing Co Scourine, 50 cakes 1 80 Scourine, 10 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 COLUMBIA Red Letter 3 00 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 12 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 55 Cassia, Saigon, in rolls. 55 Cloves, Amboyina. 22 Cloves, Zanzibar 18 Mace 55 Nutmegs, 75-80 45 Nutmegs, 105-10 35 Nutmegs, 115-20 30 Pepper, Singapore, blk. 25 Pepper, Singp. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 48 Cloves, Zanzibar 18 Ginger, African 15 Ginger, Cochlin 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singp. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 1lb packages 4 05 3lb packages 4 1/2 5lb 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 2 dz in case 1 75 2 1/2lb 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 40 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 Long 84 Hiawatha, 5lb pails. 55 Hiawatha, 10lb pails. 55	Telegram 75 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kylo 37 Battle Ax 37 American Eagle 37 Standard Navy 37 Spear Head 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Piper Heidsick 66 Boot Jack 40 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 1 X L, 5lb 27 1 X L, 16 oz. pails 31 Honey Dew 40 Flagman 40 Chips 40 Kilm 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 35 Corn Cake, 2 1/2 oz. 28 Corn Cake, 1lb. 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 Good Indian 25 Self 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 Bushels, wide band 1 60 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 45 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. 85 Mop Sticks Trojan spring 90 Eclipse patent spring. 75 No. 1 common 85 No. 2 pat. brush holder 85 12 lb. cotton mop heads 1 Ideal No. 7 94 Pails 2-heop Standard 1 60 3-heop Standard 1 75 2-wire, Cable 1 70 3-wire, Cable 1 90 Cedar, all red, brass 1 25 Paper, Blue Red 2 25 Wire 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 3 00 Double Duplex 2 75 Good Luck 2 75 Universal 2 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 13 in. Butter 1 15 15 in. Butter 2 00 17 in. Butter 3 25 19 in. Butter 4 75 Assorted, 13-15-17 2 25 Assorted 15-17-19 3 25 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white 2 1/2 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 3 1/2 Wax Butter, short cut. 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz 1 15 Yeast Cream, 3 doz 1 00 Yeast Foam, 1 1/2 doz 58 FRESH FISH Per lb. Jumbo Whitefish 12 1/2 No. 1 Whitefish 10 1/2 Trout 9 1/2 Halibut 10 Cliscoes or Herring. 5 Bluefish 10 1/2 Live Lobster 25 Boiled Lobster. 25 Cod 10 Haddock 10 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 12 1/2 Cured No. 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 40 Lambs 60 @ 1 40 Shearings 40 @ 1 25 Tallow No. 1 4 1/2 No. 2 3 1/2 Wool Unwashed, med. 26 @ 28 Unwashed, fine 21 @ 23 CONFECTIONS Stick Candy Pails Standard 7 1/2 Standard H H 7 1/2 Standard Twist 8 Cases Jumbo, 32 lb. 7 1/2 Wet H. H. 9 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 9 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 11 Sugared Peanuts 11 Salted Peanuts 11 Starlight Kisses 11 San Blas Goodies 12 Lozenges, plain 10 Lozenges, printed 11 Champion Chocolate 11 Eclipse Chocolates 12 Eureka Chocolates 13 Quintette Chocolates 12 Champion Gum Drops 8 1/2 Moss Drops 10 Lemon Sours 10 Imperial 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 12 30lb pails 13 Molasses Chews, 15lb. cases 13 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 35 H. M. Choc. L. and 35 Dark No. 12 1 04 Bitter Sweets, ass'd 1 25 Brilliant Gums, Cryso. 30 A. A. Licorice Drops 30 Lozenges, plain 55 Lozenges, printed 55 Imperial 56 Mottos 56 Cream Bar 55 G. M. Peanut Bar 55 Hand Made Cr'sms 80 9 1/2 Cream Buttons, Pep. and Wintergreen. 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted, 25 lb. case 2 75 Buster Brown Goodies 30lb. case 3 50 Up-to-Date Asstmt, 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 Malze 18 Gold Medal Chocolate Almonds 18 Chocolate Nuggetes 18 F. H. Counts 15 Quaduple Chocolate 15 Violet Cream Cakes, bx 90 Gold Medal Creams, pails 13 1/2 Pop Corn Dandy Smack, 24s 65 Dandy Smack, 100s 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 3 00 Pop Corn Balls, 200s 1 20 Cicero Corn Cakes 5 2 per box 60 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS-Whole Almonds, Tarragona 16 Almonds, Avica 16 Almonds, California sft shell 15 @ 16 Brazil 12 @ 13 Filberts 12 @ 17 Cal. No. 1 16 @ 17 Walnuts, soft shelled. 13 1/2 Walnuts, French 13 1/2 Table Nuts, fancy 13 Pecans, Med. 11 Pecans, ex. large. 12 Pecans, Jumbos 13 Hickory Nuts pr bu 13 Ohio new 13 Cocoanuts Chestnuts, New York State, per bu 13 Shelled Spanish Peanuts, 8 @ 8 1/2 Pecan Halves 50 Walnut Halves 28 @ 32 Filbert Meats 25 Alicante Almonds 23 Jordan Almonds 47 Peanuts Fancy, H. P. Suns. 5 1/2 Roasted 6 1/2 Choice, H. P. Jbo. 7 1/2 Choice, H. P. Jumb- bo, Roasted 8 1/2

Special Price Current

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon .55 6 00

BAKING POWDER

JAXON
1/4 lb. cans, 4 doz. case.. 45
1/4 lb. cans, 4 doz. case.. 85
1 lb. cans, 2 doz. case 1 60

Royal

10c size 90
1/4 lb cans 1 35
6oz. cans 1 90
1/2 lb cans 2 50
1/4 lb cans 3 75
1 lb cans 4 80
3 lb cans 13 00
5 lb cans 21 50

BLUING

Arctic, 4oz ovals, p gro 4 00
Arctic, 8oz ovals, p gro 6 00
Arctic, 16oz ro'd, p gro 9 00

BREAKFAST FOOD

Walsh-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 b'd
Less than 500. 33
500 or more 32
1,000 or more 31

Worden Grocer Co. brand
Ben Hur 35
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
38 1/4 lb pkg. per case 2 60
16 1/4 lb pkg. per case 2 60

FRESH MEATS

Beef

Carcass 4 @ 7 1/2
Forequarters 4 1/2 @ 5
Hindquarters 5 1/4 @ 9
Loins 7 @ 16
Ribs 7 @ 14
Rounds 4 1/2 @ 6
Chucks 4 @ 5
Plates @ 3

Pork

Loins 9
Dressed @ 5 1/4
Boston Butts @ 7 1/4
Shoulders @ 7
Leaf Lard @ 8 1/2
Mutton
Carcass @ 7 1/2
Lambs @ 11 1/2

Veal

Carcass 7 @ 9

CLOTHES LINES

Sisal

60ft. 3 thread, extra.. 1 00
72ft. 3 thread, extra.. 1 40
90ft. 3 thread, extra.. 1 70
60ft. 6 thread, extra.. 1 29
12ft. 6 thread, extra..

Jute

40ft. 75
72ft. 90
90ft. 1 05
120ft. 1 50

Cotton Victor

40ft. 1 10
60ft. 1 60

Cotton Windsor

40ft. 1 30
60ft. 1 44
70ft. 1 80
80ft. 2 00

Cotton Braided

40ft. 95
50ft. 1 35
60ft. 1 65

Galvanized Wire

No. 20, each 100ft. long 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1lb
White House, 2lb
Excelsior, M & J, 1lb
Excelsior, M & J, 2lb
Tip Top, M & J, 1lb
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination

Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sagin-
aw; Meisel & Goeschel,
Bay City; Godsmark, Du-
rand & Co., Battle Creek;
Fielbach 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

1/4 to 1 in 6
1 1/4 to 2 in 7
1 1/4 to 3 in 9
1 1/4 to 4 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.

BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only
New York Chicago St. Louis

Electric Signs of all Designs and general electrical work.

Armature winding a specialty.

J. B. WITTKOSKI ELECT. MFG. CO.,
19 Market Street, Grand Rapids, Mich.
Citizens Phone 3437.

AUTOMOBILES

We have the largest line in Western Michigan and if you are thinking of buying you will serve your best interests by consulting us.

Michigan Automobile Co.
Grand Rapids, Mich.

Send Us Your Orders for

Wall Paper

and for

John W. Masury
& Son's

Paints, Varnishes
and Colors.

Brushes and Painters'
Supplies of All Kinds

Harvey & Seymour Co.
Grand Rapids, Michigan

Jobbers of Paint, Varnish and
Wall Paper

Leading the World, as Usual

LIPTON'S CEYLON TEAS.

St. Louis Exposition, 1904, Awards

GRAND PRIZE and Gold Medal for Package Teas.

Gold Medal for Coffees.

All Highest Awards Obtainable. Beware of Imitation Brands.

Chicago Office, 49 Wabash Ave.

1-lb., 1/2-lb., 1/4-lb. air-tight cans.



A Bakery Business in Connection

with your grocery will prove a paying investment.

Read what Mr. Stanley H. Oke, of Chicago, has to say of it:

Middleby Oven Mfg. Co., 60-62 W. Van Buren St., Chicago, Ill., July 26th, 1905.

Dear Sirs:—
The Bakery business is a paying one and the Middleby Oven a success beyond competition. Our goods are fine, to the point of perfection. They draw trade to our grocery and market which otherwise we would not get, and, still further, in the fruit season it saves many a loss which if it were not for our bakery would be inevitable.

Respectfully yours,
STANLEY H. OKE,

414-416 East 63d St., Chicago, Illinois.

A Middleby Oven Will Guarantee Success

Send for catalogue and full particulars

Middleby Oven Manufacturing Company
60-62 W. Van Buren St., Chicago, Ill.

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

If you want to sell your entire stock of merchandise for cash, address The United Purchase Co., 76 Euclid Ave., Cleveland, Ohio. 151

For Sale—Drug stock, a first-class stock in a good location, doing a good business. Will bear investigation. Address O. K., care Michigan Tradesman. 208

For Sale—A wall paper and paint, book and stationery, bazaar and millinery store. Address H. W. Mann, Agt., Owosso, Mich. 207

For Sale—Up-to-date, clean and most desirable stock of general and builders' hardware, stoves, tinware, paints, oils, buggies, small farm tools, harness, robes, etc. Complete stock with tinshop, invoicing about \$9,000 (easily reduced smaller.) Sales about \$40,000 per annum, large and fine farming country, double stores with two elevators which I will rent reasonably. Reason for selling, lots of other business. Opportunity seldom offered. If interested write, or better, come at once. Fred J. Cook, Fowlerville, Livingston Co., Mich. 206

For Sale—Grocery business in town of 1900; good location; good trade. Stock invoices about \$1,800. Investigate. Address E. J. Darling, Fremont, Mich. 204

For Sale—New and second-hand store fixtures. F. E. Holt, 519-521 North Ottawa St., Grand Rapids. 203

Mining Stock Without Risk—After thoroughly investigating the properties, we have made special arrangements to guarantee and sell a limited amount of stock for two mining companies, by which we and the purchasers are fully protected, and we will refund price paid with 6 per cent after two years if investment is unsatisfactory. A splendid chance for large profits without risk. Also bonds, stocks, realty, timber and loans. Information and references furnished. The National Financing Co., Portland, Oregon. Capitalization \$50,000. 201

For Sale—At 65c on the dollar after January 1, good clean stock of dry goods, invoicing about \$3,500. Town 1,200 southern Michigan. Address No. 199, care Michigan Tradesman. 199

Meat Market For Sale—Best paying meat market in the county, nearly new Stevens fixtures. Gasoline Engine Silent meat cutter, Slaughter house, three horses and rigs. Last year's business \$24,000 cash. Full particulars on request and reason for selling. Address "Market" care Michigan Tradesman. 198

Wanted—Stock general merchandise for farming lands. Jno. W. Curtis, Whittemore, Mich. 193

To Exchange—Good mill and elevator in good wheat country for real estate or merchandise. Iowa Mill Brokers, Independence, Iowa. 195

To Exchange—Have good improved Iowa or western Illinois farm to exchange for stock of merchandise. Address No. 196, care Michigan Tradesman. 196

If you can't sell your business or store building. I have an exceedingly large list of very desirable and well located farms, dwellings and other property which I can offer you in exchange for them, no matter where located or what size, if running stocks. If you will write me today, I may have just what you are wanting. No exchange, no pay. All business confidential. Chas. Richards, The Real Estate Man, Hillsboro, Ohio. 200

Wanted—A partner to take half interest in general merchandise business. Stock, buildings and lots invoice at twenty-two thousand dollars. Will put in a bank and run in connection with store. Good location, good country. No bank within 15 miles. All enquiry answered at once. Address John Kincaid, Colony Center, Cal. 202

Stores Bought And Sold—We sell stores for cash. We exchange stores for land. Write to-day. Jeter & Jeter, Champaign, Ill. 205

Wanted—To buy for cash, stock shoes, clothing, dry goods, at once. Address Lock Box 182, Merrill, Wis. 104

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

Best price paid for pieces of burlap from bales, coffee bags, sugar bags, etc. William Ross & Co., 59 So. Water St., Chicago, Ill. 117

For Sale—Confectionery, tobacco, cigars, canned goods stock, etc., also fixtures in good manufacturing town of 4,000 inhabitants. Address Box 538, Greenville, Mich. 133

For Sale—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

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

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 convex ends, French boot pattern, good condition, photograph sent, references given. Victor Hawkins, or Wm. M. Ransom, Jonesville, Mich. 179

For Sale—Bazaar business in town of 4,600. Address J., care Tradesman. 182

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

For sale or exchange, general store; stock, fixtures, house, barn 1½ acres land. Established 19 years. H. T. Whitmore, Minard, Mich. Address Rives Junction, R. F. D. No. 1. 173

For a Christmas present for you wife—children or friends, nothing better than 1,000 shares of Terre Haute Gold and Silver Mining Company stock. Costs you \$10.00—guaranteed to cost \$20.00 in three months. Write quick. Jos. B. Papenbrock, Secretary, Bradford Block, Cincinnati, Ohio. 174

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—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

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—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

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 4½ 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

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. 158

For Sale—Liquid Carbonic Co.'s 10-syrup Montana fountain, with 9-ft. refrigerator base, bar stools, glasses, etc. Used two seasons; good as new. Cost \$800; will sell for \$400. Address Dement Town Pharmacy, Dixon, Ill. 157

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

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

POSITIONS WANTED

Wanted—Position as book-keeper, time-keeper or clerk by young man of experience. G. B., 612 Lake Ave., Grand Rapids, Mich. 192

Wanted—Position as bookkeeper or salesman in a general store. Best of references. Address No. 129, care Tradesman. 129

HELP WANTED.

Wanted—Plumbers; good, sober, industrious, first-class married mechanics can get steady work; \$4.50 per day; 8 hours. Address Geo. A. Brush, Austin, Texas. 194

Wanted—Salesmen covering limited territories can secure permanent and profitable sideline. No investment, no selling, no samples. This is worth investigating. Rational Remedy Co., 550 East Prospect, Cleveland, Ohio. 209

Side Line—Salesman wanted, on commission, to carry the greatest 25-cent necktie special ever put on the market; pocket outfit; easy money. Jesse M. Weissman & Co., 450 Broadway, New York. 197

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

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Want Ads. continued on next page.



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AIMLESS APPLICATION.

Young Man, After Much Vacillating,
Wins Out.

Written for the Tradesman.

It took Jim Howard a long time to find himself, but when he did he was such a brilliant success that his friends felt amply repaid for the long time he had spent in arriving at this point. When Jim entered the high school in his native town he was three years younger than the rest of his classmates. This proves that he was bright. In the high school he began the process of finding himself, which did not end until after he had left college. Although he was fond of good reading and could handle his English with a good deal of success, he had no longing for a literary course and went in for the commercial course taught at the school. A year of typewriting, shorthand and book-keeping satisfied him that he did not yearn for the commercial life, and with no settled idea he fixed on the Latin course as being the one suited to his needs. At the end of four years he was graduated. In his bright mind was stored a hybrid collection of high school learning which was exceeded only in volume by variety.

He was still unsettled and for a time did not know what he wanted to do for a living. His father was an electrical contractor doing a prosperous business and, although Howard, Sr., wanted Jim to go to college, that fickle young man rebelled and finally decided that he wanted to go to work in his father's business. Thinking that the boy would soon tire of the fancy his father offered him a comparatively unimportant position in the office. This Jim scorned. He wanted to begin at the bottom and learn the business from the ground up. He was given a place with one of the gangs working on a contract. For two months he toiled—climbing poles, stringing wires and working with the rest of the gang. One day when at the top of the pole he stopped for a moment and rested on his climbers and thought.

That night he announced to his long-suffering family that he was ready to go to college. He went. His college was but a repetition of his high school days. With vim he entered on a law course. For a while he managed to stick manfully to his work and assimilated law at a gratifying rate. But it soon lost its charm. He ended his freshman year with a waning taste for law and a burning one for football, which was the means of his going back the next year. During vacation he got a position on a local newspaper as a proof-reader, but when vacation was over he had tired of the work and was ready again for school and football. He took a course of elective work which was sufficient to qualify him for athletics, and worked on in an easy way. Finally he was graduated and was turned on the world with a degree and no trade—nothing that he could turn a hand to to earn a living.

Then the best thing in the world happened to Jim: His father took

him into his private office one day and calmly told him that he would support him no longer and that he simply must make his own living.

Jim was proud when once awakened and needed no second invitation to shift for himself. With what money he had he left town. He bought a ticket on the railroad for the first town that happened to come into his head as he stood in the long line waiting his turn at the ticket window. That town happened to be a small one in Western Michigan not many miles from Grand Rapids. Jim's brain was in a tumult. He was completely lost and could not find himself. He knew of nothing that he wanted to do. There were plenty of things he could do. When he thought of them he was filled with a loathing for them that was unbearable. He would tramp first, he thought, and started aimlessly down a street of the little town. It proved to be the main thoroughfare, and a very poor and straggling street it was. Dingy little store fronts lined it on either side for a block or two, and then even these dwindled off into a blacksmith shop, a feed store, a small repair shop and on down until some huts of poor families marked its end in the unproductive waste of a pine barren.

Still aimlessly he wandered back, and for the first time noticed in one of the store windows a badly printed sign, "Clerk wanted." Realizing that at all events he must eat, he went inside and applied for a job. A naturally prepossessing appearance won him a place; and then he found that it was only for a short time. A hustling advertising man was going through the country working off with a good deal of loud advertising the accumulated stock of the country merchants. Jim took the position, however, thankful for this slight opportunity to replenish his depleted pocketbook.

That he knew nothing about clerking made no difference to him. With the same easy nonchalance that he had done other things he went at it the next Monday morning. He surprised himself, so easily did he fall into his new work. When the sale was over he had more sales to his credit than many of the experienced men. The active work had quickened his brain and he had developed a liking for it. Without knowing why, he took an interest in everything about the store.

At night when his work was over he sat in his room thinking out methods of doing his work. This soon grew into a habit of thinking out methods for running the store, and one day the thought burst upon him, "Why is a sale of this character necessary?" Here were goods going at a sacrifice when they could have been sold at a profit in the first place. People in the town, when they wanted anything out of the ordinary, went to the city for it, paying railroad fare and not getting enough better bargains to pay for the extra expense and trouble.

Then that night Jim Howard found himself. Born in a big city and having all its advantages, graduated from

a college, an ideal place for inspiration, it remained for him to become a man and find himself in the tiny back bedroom of a cheap boarding house in a dingy little town.

The next day was the last of the sale. When it was over Jim was told he was no longer needed. He said nothing, but the next day went down and saw the proprietor of the store, a slow, easy going person who spent half his time sitting in the rear of the store reading political news in the weekly papers.

The scheme that Jim Howard unfolded to the proprietor fairly took the breath away from Jim himself. He asked for the management of the store!

The old man scoffed at the idea. He said he did not need a manager, did not think Jim could fill the place anyway, and all in all it was out of the question. Then, with a fervor of which he had not before been capable, Jim talked; talked convincingly of his college education, of his commercial training, of his law course, and in a final burst of oratory won the old man over.

Then it was that Jim Howard began to do things. All the ambition that had been lying dormant in him for years came to the surface and that old store received such a shaking up as it had not received for years. The windows were washed every few days, to the disgust of the newest clerk who had to do it. They were trimmed anew each week. The store was swept every day and the stock looked over often to see that everything was right. The proprietor hung around for awhile, very much in the way amid the new order of things, and finally transferred himself and his political papers to his home, where he stayed most of the time. The editors of the two papers which the town boasted were made glad with large advertising contracts and people found out things about that store that they had never dreamed of before. The result was that people began to buy things there that they used to go to town after.

Jim stayed a year. At the end of that time the business was the best the town could support, and Jim felt that he must look for larger fields. Then the town realized the fact that it might grow. A Business Men's Committee was organized, funds were raised for a bonus and new factories were secured. Others finally came and the sleepy little place woke up, shook itself and grew.

The proprietor did not grow with it. Immersed in his political problems he stood still and finally, when Jim announced his leave-taking, advertised the business for sale, as in its enlarged condition he could never hope to handle it.

About this time Jim's father, hearing rumors of the doings of his son, made a trip to the little town. While there he incidentally discovered that the city was in need of a power plant to furnish lights. He sold it to them and, pleased with his contract, surprised his son with a gift of the store, which he had bought for that purpose.

Jim stayed. The town grew like a

weed, and Jim was always just a little ahead of the growth. In a year he had paid his father the money he had given him and was making money, with the town still growing.

Thus did Jim Howard find himself.

Glenn A. Sovacool.

Recent Trade Changes in the Hoosier State.

Daleville—E. F. Good is succeeded in the implement business by Horner Bros.

McCordsville—W. J. Johnson will succeed Pickle & Lingle in general trade.

Newcastle—The grocery business formerly conducted by S. J. Johnson will be continued in the future by Johnson & Joyce.

North Manchester—Jacob Fogle has retired from the firm of Fogle & Walters, furniture dealers and undertakers.

Richmond—W. E. Hastings, President of the Hall-Hastings Co., wholesale dealer in groceries, is dead.

Indianapolis—The creditors of Frank Davey, merchant tailor, have filed a petition in bankruptcy.

President Loubet of France eagerly awaits the day when he shall again be a private citizen. When asked if he would be a candidate for another term he answered: "No, thank heaven, I am nearing the end. I await February 18 with the greatest impatience. I shall leave the Elysee, never to return. I shall dine in a Paris flat alone with my wife and children in the privacy of home. It will be the first time in seven years that I shall be free from the cares of office and the fear of a ministerial crisis or diplomatic complications. I shall allow nobody to disturb my privacy that evening. There will be great doings in the flat. It will be no public gala day, but there will be family rejoicings with the door closed to all outsiders. The President of the republic is a prisoner, even when he is seemingly at large."

Sparta—Charles Darling, who left this place under a cloud about two years ago, has returned to his former home and resumed his previous relations with his family. He will re-engage in the mercantile business at an early date.

Dighton—Fay Wenzel and Fay Webster have formed a copartnership and engaged in the shoe and furnishing business at this place.

It is always easier to do a big thing than a little one.

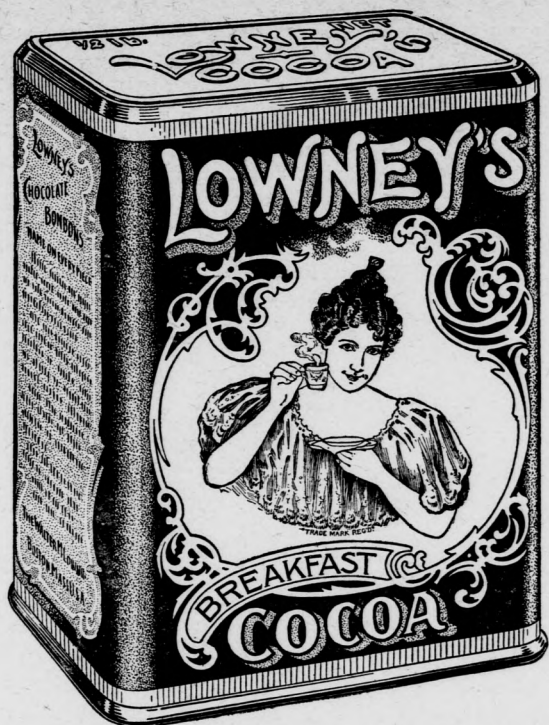
Business Wants

BUSINESS CHANCES.

For Sale Cheap—Small clean stock of dry goods, notions, clothing, rubbers and fixtures located at Dorr, Michigan. Inventories \$1,600. R. J. Prendergast, Trustee, care Lemon & Wheeler Co., Grand Rapids, Mich. 210

Will exchange my half interest in established manufacturing business for first-class farm, suitable for fancy stock raising and general farming. Address J. P. O. Box 202, Detroit, Mich. 211

Want merchandise, stock and store to run in exchange for wholesale business; factory running four years. Will show good investment; managed easily with short experience. Address No. 212, care Tradesman. 212



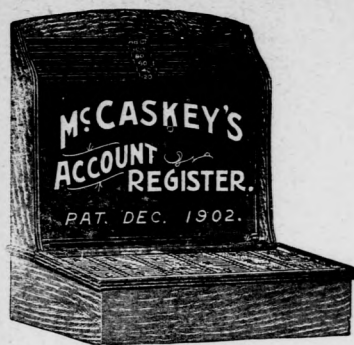
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You make **two** copies with only **one** writing.

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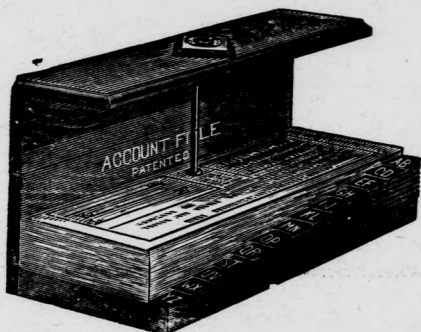
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A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save

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Assorted Package No. 1 of Imported Decorated China

Doz.	Articles.	Price Per doz.	Total Cost.	Retail Each.	Total Selling.
1	Flower and Gold Decorated Teas	\$ 0 78	\$ 0 78	\$ 0 10	\$ 1 20
1	Tinted and Decorated Teas	88	88	10	1 20
1/2	Gold Stippled and Floral Decorated Coffees	1 25	63	15	90
1/2	Decorated and Tinted Teas, 2 kinds	1 50	75	20	1 20
1/2	Tinted and striped Decorated Coffees, 3 kinds	1 60	80	20	1 20
1/2	Luster Tinted and Gold Dec. Coffees, 2 kinds	2 00	1 00	25	1 50
1/2	Flower Decorated and Tinted Moustache Coffee	1 75	88	20	1 20
1	China Mugs, Gold Mottoes and Flowers	42	42	5	60
1/2	Large Mugs; Flowers and Gold decorated	80	40	10	60
1/2	Tinted and Flower Decorated Mugs	1 75	88	25	1 50
1/2	Fruit Plates, Tinted and Fruit dec., 3 kinds	90	45	10	60
1/2	Embossed and Flower Decorated Fruit Plates	1 40	70	20	1 20
1/2	Tinted and Flower Decorated Cake Plates	1 90	48	25	75
1/4	Large China Cookie Plates, Rose decorations	2 00	50	25	75
1/4	Tinted and Decorated Cake Plates	2 75	69	30	90
1-12	7-Piece Berry Set, Decorated and Gold Traced		49	75	75
1-12	7-Piece Berry Set, Gold Stippled and Decorated		63	1 00	1 00
1-12	7-Piece Berry Set, Gold sprays and Roses		80	1 25	1 25
1/4	3-Piece Bread and Milk Set, Gold and Flowers	2 00	50	30	90
1/4	Open Sugar and Cream Set, Gold and Flowers	1 50	38	20	60
1/4	Covered Sugars and Creams, assorted dec.	2 10	53	25	75
1-12	Covered Sugars and Creams, Flowers and Gold	3 75	32	50	50
1-12	Covered Sugars and Creams, Lustre decoration	4 00	34	50	50
1-12	Four Piece Table Set, Gold and Decorated		50	75	75
1-12	Four Piece Table Set, Tinting and Flowers		67	90	90
1	Large China Creamer, ass't decorations	80	80	10	1 20
1/2	Tinted and decorated Cream Pitchers, 3 kinds	1 35	68	15	90
1/6	Cracker Jars, tinted and assorted decorations	3 50	59	50	1 00
1	Floral Decorated Teapot Stands	88	88	10	1 20
1	China Decorated Mustards and Spoons	80	80	10	1 20
1/2	Assorted Majolica Ash Trays, 6 kinds	88	44	10	60
1/2	Bisque Fancy Vases, 6 kinds	2 00	1 00	25	1 50
1	Bisque China Figures, assorted	38	38	05	60
1/2	Large Bisque Figures, Boy and Girl	87	44	10	60
1/6	7-Piece Water Sets, Tinted bands, gold stippled and enameled decorations	10 00	1 67	1 50	2 50
			\$23 08		\$34 50
					23 08

A net profit of 50 per cent. or\$11 42

Assortment No. 5—Dolls and Babies of every Description

Doz.	Description.	Price Per doz.	Total Cost.	Retail Each.	Total Selling.
1	Dressed Babies with hood	\$ 0 38	\$ 0 38	\$ 0 05	\$ 0 60
1	Bisque Baby with Long Braids	40	40	05	60
1	Bisque Baby with Tam O'Shanter Bonnet	84	84	10	1 20
1	Jointed Baby with long hair	80	80	10	1 20
1	China Limb Dolls, bisque finish, 8 inches	30	39	05	60
1	China Limb Dolls, glazed china, 12 1/2 inches	80	80	10	1 20
1/2	China Limb Dolls, flag bodies, 13 1/4 inches	1 20	60	15	90
1/2	China Limb Dolls, with jeweled breasts, 17 1/4 in.	1 90	95	25	1 90
1	Patent Washable Dolls, soft limbs, 9 1/2 inches	80	80	10	1 20
1	Patent Washable Dolls, hard limbs, 15 inches	1 10	1 10	15	1 80
1/2	Patent Washable Dolls, with fancy chemise, 15 in.	2 00	1 00	25	1 50
1/2	Patent Washable Doll, closing eyes, 19 1/2 inches	2 00	1 00	25	1 50
1/4	Reversible Dolls, negro and white in one	2 00	50	25	75
1	Pink Muslin Body, bisque head with hair, 11 in.	87	87	10	1 20
1/2	Felt Body Doll, bisque head with hair, 13 in.	2 00	1 00	25	1 50
1/2	Kid Body Dolls, bisque head with hair, 13 1/2 in.	2 00	1 00	25	1 50
1/6	Kid Body Dolls, bisque head with closing eyes, 16 inches	4 00	67	50	1 00
1/6	Jointed Kid Body, bisque head with hair, 15 in.	4 00	68	50	1 00
1	Worsted Clown Dolls, 7 1/4 inches	40	40	05	60
1	Worsted Dolls, assorted boys and girls, 9 inches	80	80	10	1 20
1/4	Soft Limb Dressed Doll, bisque head, 11 inches	2 00	50	25	75
1/4	Soft Limb Dressed Doll, bisque head, 17 inches	4 00	67	50	1 00
1/4	Jointed Body Dressed Dolls, bisque head, 9 inches	2 00	50	25	75
1/6	Jointed Body Dressed Dolls, bisque head, 17 in.	3 00	68	50	1 00
			\$17 33		\$26 05
					17 33

A net profit of over 50 per cent. or\$8 72

No. 4 Assortment Unbreakable Iron Toys

Doz.	Description.	Price Per doz.	Total Cost.	Retail Each.	Total Selling.
1/2	Five Cent House Banks	\$ 0 40	\$ 0 20	\$ 0 05	\$ 0 30
1/2	Dog Banks	84	42	10	60
1/4	Nickel plated combination safe with handle	2 00	50	25	75
1	Toy Sad Irons and Stands	40	40	05	60
1/2	Toy Sad Irons with Removable Handle	90	45	10	60
1/6	"Little Housekeeper" Sad Irons	2 00	34	10	50
1	Toy Nickel Ranges	84	84	10	1 20
1/6	Toy Stove with furniture, 25c size	2 00	34	25	50
1-12	Toy Stove with furniture, 50c size	4 00	34	50	50
12	Iron Penny Toys, nickeled	6 1/2	80	01	1 44
1	Pony Cart and Driver	42	42	95	60
1/2	Happy Hooligan with Horse and Cart	1 19	55	15	90
1	Horse and Street Car, nickeled	80	80	10	1 20
1/4	Coal Cart with Horse and Driver	2 00	50	25	75
1-12	Clown Chariot	4 00	34	50	50
1/2	Hook and Ladder	84	42	10	60
1/2	Engine with Horse and Driver	84	42	10	60
1/4	Engine with Horse and Driver	2 00	50	25	75
1	Passenger Trains, 2 pieces	84	84	10	1 20
1/2	Passenger Trains, 4 pieces	2 00	1 00	25	1 50
1-12	Passenger Trains, 4 pieces, nickeled	3 75	32	50	50
1	Automobile with Chauffeur	84	84	10	1 20
1-12	Alphonse and Gaston Toy	4 25	36	50	50
1/6	Grocer's Wagon and Horse	2 10	70	25	1 00
1/2	Hansom Cab with Horse and Driver	1 40	70	20	1 20
			\$13 34		\$19 99
					13 34

A net profit of 50 per cent. or\$6.65

Assorted Package No. 3 Miscellaneous Staple Toys

Doz.	Description.	Price Per doz.	Total Cost.	Retail Price.	Total Selling.
1	5c Assortment Toy Watches	\$ 0 40	\$ 0 40	\$ 0 05	\$ 0 60
1	Dime Assortment Toy Watches	80	80	10	1 20
1	5 cent Humming Tops	32	32	05	60
1	10 cent Humming Tops	65	65	10	1 20
1	Large Wooden Guns and Arrows	80	80	10	1 20
1	Nickel size Paint Boxes	38	38	05	60
1	Crayon Outfits	75	75	10	1 20
1	Bellows Toys	39	39	05	60
1	Nodding Head Animals, assorted	75	75	10	1 20
1/2	Tin Stoves with furniture	75	38	10	60
1/2	5-piece Wash Sets	80	40	10	60
1/4	25 cent Plush Horses	2 00	50	25	75
1	Rubber Printing Outfit	40	40	05	60
1/2	Water Pistols	84	42	10	60
1	Fancy Tin Rattles	33	33	05	60
1	Rattles with Rubber Pacifier	78	78	10	1 20
1/2	Floor Chimes; iron horse and rider with chimes	1 20	60	15	90
1	Transparent Slates	40	40	05	60
1/4	Toy Drums, Fancy Shells, 7 inches	2 00	50	25	75
1/6	Pianos, 6 keys, mahogany finish	2 00	34	25	50
1	Trumpets, 9 1/2 inches	35	35	05	60
1	Decorated Trumpets, 18 inches	80	80	10	1 20
1	Champagne bottle Trumpet	35	35	05	60
1/2	Musical Animal Toys, 6 kinds	1 72	86	25	1 50
1	Spiral Mice Toy	35	35	05	60
1/2	Spring "Come Back" Trains	1 90	95	25	1 50
1/4	Mechanical Auto with boy and driver	1 75	44	25	75
1/6	Friction Auto Racers	4 25	71	50	1 00
1	Assorted 5 cent A B C Blocks	40	40	05	60
1/2	Soldiers and train A B C Blocks	78	39	10	60
1/4	Domestic Pets, A B C Blocks	2 00	50	25	75
1/2	Architectural Building Blocks, 5 cent size	42	21	05	30
1/2	Architectural Building Blocks, 10 cent size	84	42	10	60
1/4	Wagon Building Blocks, 25 cent size	2 00	50	25	75
1/6	Doll Houses	2 10	35	25	50
1/4	Quartered Oak Dining Room Suite, 4 pieces	2 00	50	25	75
1/4	25c Tool Chest	1 90	48	25	75
			\$18 85		\$29 45
					18 85

A net profit of 50 per cent. or\$10 60

H. LEONARD & SONS, Grand Rapids, Mich.

Importers, Manufacturers and Manufacturers' Agents