

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS

\$2 PER YEAR

Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 20, 1905

Number 1161

To All Our Friends and Patrons
we wish

A Merry
Christmas

and a

Prosperous
New Year



Tradesman Company

Grand Rapids, 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.

F. B. FISHER, SECRETARY

PAPER BOXES

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

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

Prices Reasonable.

Prompt Service.

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

The Best People Eat

Sunlight Flour Flakes

Sell them and make your customers happy.

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



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

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

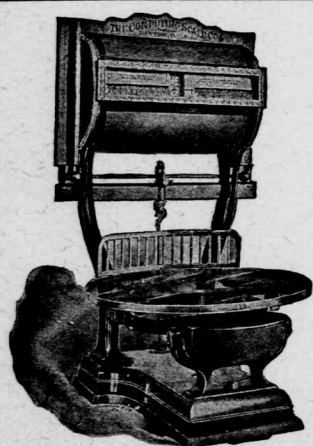
MONEYWEIGHT SCALE CO.

58 State St., Chicago, Ill.

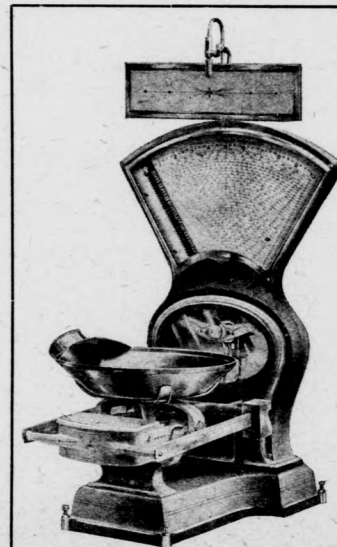
Manufactured by

THE COMPUTING SCALE CO.

Dayton Ohio



No. 63 Boston Automatic



No. 84 Pendulum Automatic

MICHIGAN TRADESMAN

Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 20, 1905

Number 1161

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.
O. E. McORONE, Manager.

We Buy and Sell

Total Issues

of

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

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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

Widdicomb 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

IMPORTANT FEATURES.

2. Excess Baggage.
3. Taking Stock.
4. Around the State.
5. Grand Rapids Gossip.
6. Window Trimming.
7. Editorial.
8. High Ideals.
9. Good advice.
10. Christmas Presents.
11. Camembert Cheese.
12. New York Market.
13. The First Thousand.
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15. What Is He Made Of?
16. Hardware.
17. Clerks' Corner.
18. Which Won?
19. Woman's World.
20. Make Boys Think.
21. Shoes.
22. Men of Mark.
23. Value of Tact.
24. Commercial Travelers.
25. Drugs.
26. Drug Price Current.
27. Grocery Price Current.
28. Special Price Current.

GIFT WITHOUT THE GIVER.

If there ever is a time when honest poverty can justly claim the right of bemoaning its condition it is when the Christmas star is on its way from horizon to zenith. Its own want and woe help it to feel the wishes and the needs of others, and its meager purse intensifies the bitter and the sweet when the empty hand can not buy what the eager eye selects and the warm heart would give. What adds to its mental suffering is the utter absence of all that is selfish. Not "as ye would that men should do unto you" in Christmas time, for that is the prompting of condensed selfishness, but what kindness and affection would intelligently get and give is the sacred standard then—a standard hard to live up to at any time and especially so when the earth is bright and beautiful with the year's abundance. Unless "Thou shalt not covet" is stricken from the decalogue Monroe street is no place for the poor to walk at Christmas time. Even he with bulging purse will find that thoroughfare a hard one if he is to be at all mindful of "Lead us not into temptation," as rich and poor alike have found.

The reason is at hand and easy to express. The year has been a generous one. Bursting barns and bins are exultant over unbounded crops. Busy hands have in most instances earned enough for and something more than the body's wants and where there has been even dire distress, the hope of a fair to-morrow has added a glow to the Christmas cheer and deadened existing suffering; so that in the presence of all that is brightest of the world's best humanity—it was ever frail—forgetting the commandment and unmindful of the daily prayer, we yield to impulse rather than judgment and the purse, proving itself the broken reed it was ever known to be, fails in the emergency and floods its friends with gifts that are valued only as their intrinsic worth is valuable. Years of prosperity have crystallized the hab-

it into custom and the world, generous and ungenerous, too often finds itself looking forward to Christmas with a feeling akin to dread.

How contrary and antagonistic this is to the spirit of the Christmas-tide needs here no demonstration. "Hosanna in the highest! Peace and good will toward men!" born of the spirit, has nothing to do with the flesh and the gifts it gives are worthy of that spirit only when they are free from the touch and the stain of that flesh. So the worshipping soul at Christmas brings its frankincense and myrrh and the worshipper, seeing only the giver behind the gift, takes both, sure only of this: It is the loving heart's best offering, to be treasured as such gifts always are. So the choicest gem that abundance buys is sometimes worthless, and so, too, the crust that is given "for Christ's sweet sake" is the only one that wins its way among the rejoicing angels. Not that the offerings of the Eastern Magi were to be despised, not that the crumbs only which fall from the Master's table were to be treasured; but "the gift without the giver is bare" and only as it stands for "himself, his hungering neighbor and Me" is it worthy of the good tidings and the great joy and the song of the heavenly hosts, which for centuries now have yearly blessed mankind.

If it be true, then, that only that Christmas gift is genuine which, aside from its market value, carries with it the real wish of a loving heart, the walk along Monroe street weeks before Christmas should not be and need not be the terror that it too often has been and is. Regard, intense or slight, has no commercial value and real friendship—there is no other—can show its sincerity in no surer way than by buying the best it can with the means it has. True, there may be no glittering display on Christmas morning; but, oh! the transcendent joy of the gift with the giver! and how that joy is brightened by the consciousness that it is unattended by a single drawback on either side—a condition that can never be if the buyer of the Christmas gift forgets that "a gift without the giver is bare."

The Chinese, it is reported, are already eager to demonstrate that they possess as much ability as the Japanese and are showing a new pride in all governmental projects. With this new feeling there has developed a strong aversion to foreigners and a desire that they shall have no standing in China. Some call it "the yellow peril," which has been so often predicted, but it will be some time before the Chinese and other yellow races will be ready to conquer the world.

TIME TO CALL A HALT.

Of course the newspaper publisher will say it is the result of an imperative demand by the public; and for that reason any fair minded, decent person has the right to charge that the current outrageous slush published in the daily papers as to President Roosevelt's daughter and her fiancé, Congressman Longworth, is put forth deliberately, because, from the standpoint of the counting room, it pays. "It sells the paper" and so "it increases our value as an advertising medium."

The alleged imperative demand is simply no such thing in this particular case, because every self respecting, loyal American citizen who recognizes in President Roosevelt not only a typical American citizen but the chief statesman of his time, resented the vulgar, boorish exploiting of his daughter's personal affairs from the outset and is still indignant.

The real demand that improves the value of any newspaper circulation is a demand for facts that have at least a semblance of truth about them. And this claim can not be made, truthfully, as to nine-tenths of the stuff that has been published in regard to Miss Roosevelt and Mr. Longworth. Because an American citizen who has both brains and cash sees fit, in honorable fashion, to seek the hand of an American lady who has, above all things, a large stock of common sense, there is no license given to any publication to misrepresent, "fake" in every conceivable fashion, as to the doings of those two. Neither is such a license given because the lady happens to be our President's daughter, while the gentleman in the case holds the distinguished honor of being a member of Congress.

Fortunate, indeed, is it for the newspaper reading public that, as yet, no paper has been found willing to publish the nasty, truthful details of the social life and moral turpitude of the publisher of what is, perhaps, the leading "yellow" output of the times. For cowardly, contemptible reasons of his own the publisher in question will not print them in his own sheet, and, for reasons either sycophantic or because it is not worth while, no other daily paper has given them publicity.

An intimate friend of Mr. Longworth says: "An old college chum of Miss Alice reports: 'It is well known in high social circles that,' and so on, and so on. Do the impetuous, out-at-the-elbow space writers grind out this impersonal, indefinite rot for the greedy cads whose sole recourse is the alleged public demand that has no existence?"

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

EXCESS BAGGAGE.

Exorbitant Charges Made by the Michigan Roads.

Detroit, Dec. 9.—The question of excess baggage is becoming a very prominent factor in our traveling men's expense account. This is especially so with our men who are carrying a general line from our different departments, and particularly at this season of the year, when a large amount of baggage, in some instances running up to 2,000 pounds excess, is taken.

From enquiries made from different sections of the country we find some of the following results: For instance, if the system in New York State should be adopted in Michigan, if one of our representatives should wish to make the Michigan Central road as far as New Buffalo, he could pay his excess through to that point and stop off at as many different points as he wished without any extra charge. We find that their present system of charging there is 12 per cent. of the first-class fare, at the rate of 3 cents per mile, for 100 pounds. This percentage of charges we find to be the same in nearly all sections.

We hand you copy of the Indiana excess baggage rates, which went into effect Aug. 20, 1905, issued by the Wabash road for the State of Indiana only. Under this schedule the charges would be much less than if the New York system was adopted. This is brought about largely on account of the low minimum charge. In addition to this, they sell a \$12.50 excess baggage book at a discount of 20 per cent., which coupons are received in payment for this excess baggage. No charge shall be less than 25 cents on the amount of the baggage.

We have tabulated what the results would be under the three systems should one of our men go over the Michigan Central, stopping off at the different points; that is, what the net results would be under the present Northern Mileage Association system for Michigan, if the Indiana schedule was in force in Michigan, as well as if the system in New York State was adopted.

We feel that, under the present system in Michigan, the charges are not equitable or just. This matter of excess baggage is becoming a very serious expense charge to every jobber or manufacturer who has representatives on the road carrying large excess baggage and there is quite a discrimination in favor of the Indiana jobber, over the Michigan jobber, on this charge.

The most injustice arises from the minimum 15 cent charge per 100 pounds, as the probabilities are that 60 to 75 per cent. of our excess baggage is paid, which, if the Indiana schedule was in force, the minimum charge would reduce very largely, as you will see by the enclosed detailed statement under the different systems. The Indiana system is much more preferable, as these books could be made interchangeable on different lines and would do away with this 15 cent minimum charge. As these are expenses that have to be

met from the profits arising from the sale of merchandise, we feel that every retailer who is buying goods, as well as every jobber who is paying excess baggage, should be personally interested in doing what he can to correct this injustice of excessive overcharging for handling baggage.

We bring this matter up with you, knowing that your valued paper reaches a very large proportion of the trade in the State, and that you are very much interested in assisting the people who are compelled to carry this large amount of excess baggage to obtain more equitable rates than they have been receiving.

Edson, Moore & Co.

The comparative statement above referred to is as follows:

	M.	Mich.	Ind.	N. Y.
Detroit to Wayne	18	\$ 3.00	\$ 1.20	\$16.00
Wayne to Ypsilanti	11	3.00	.60	
Ypsilanti to Ann Arb.	8	3.00	.40	
Ann Arbor to Dexter	10	3.00	.60	
Dexter to Chelsea	7	3.00	.40	
Chelsea to Francisco	7	3.00	.40	
Francisco to Grass L.	4	3.00	.25	
Grass Lake to Jackson	11	3.00	.60	
Jackson to Parma	10	3.00	.60	
Parma to Albion	10	3.00	.60	
Albion to Marshall	12	3.00	.80	
Marshall to Ceresco	5	3.00	.25	
Ceresco to B. C.	8	3.00	.40	
Battle Cr'k to Augusta	9	3.00	.60	
Augusta to Galesburg	5	3.00	.25	
Galesburg to Kalamazoo	9	3.00	.60	
Kalamazoo to Lawton	14	3.00	1.00	
Lawton to Decatur	6	3.00	.40	
Decatur to Dowagiac	12	3.00	.80	
Dowagiac to Niles	12	3.00	.80	
Niles to Buchanan	7	3.00	.60	
Buchanan to Gallien	7	3.00	.60	
Gallien to Three Oaks	6	3.00	.40	
Three Oaks to New Buffalo	7	3.00	.60	

\$72.00 \$13.75 \$16.00
Less 20% 2.75

\$11.00

On receipt of the above the Tradesman immediately took the matter up with local passenger officials, who insisted that there must be some mistake in the premises, inasmuch as the difference between the Michigan and Indiana rates were too great. The matter was thereupon referred to the Detroit house, with the following result:

Detroit, Dec. 14.—We have yours of the 13th and note contents. In reply, will say there is no mistake in the figures that we gave you. We explained this matter fully in our letter and do not see how we can add anything to it. We would say that the Indiana rates are from the Wabash Railway excess baggage tariff, which went into effect Aug. 20, 1905, for the State of Indiana only.

As stated in our letter, the great difference in excess charges arises from the minimum rates; that is, between the Indiana rates and the Michigan rates. By referring to the copy of the tariff for Indiana that we sent you, you will see that where the passenger fare is from 1 cent to 16 cents the excess baggage rate is 1 cent per 100 pounds, and where the passenger fare is from \$1.25 to \$1.33 the excess baggage rate is 15 cents per 100 pounds, but no lot of baggage will be checked at less than 25 cents.

In the Michigan classification, if one of our representatives does not go to exceed one mile, he has to pay at the rate of 15 cents per 100 pounds and, probably 60 to 75 per cent. of our excess baggage is paid on short runs; that is, where the passenger fare is from 25 cents up to \$1.30. As stated before, all these runs under the Michigan system are figured on the basis of 15 cents per 100 pounds. The

comparative schedule that we sent you is made up on the basis of 2,000 pounds excess baggage, which amount some of our general men are carrying at this season, and our general men's excess baggage will average at least 1,600 to 1,800 pounds during the whole year.

To emphasize this injustice a little more fully we have made up comparative statements on other roads, figured on the basis of 1,600 and 1,800 pounds excess baggage. There is no mistake about the question of figures. They are figured just as stated.

On the New York system, as stated in our former letter, they pay to the terminal point on the road on which they are traveling and then can stop off at as many points as they wish without paying any additional charge.

We are glad to see that you are interested in this matter and we hope you will be able to convince your local passenger people of the injustice of the present system.

We note you say your local representative is not able to give any plausible explanation as to why the charge is so excessive in the State of Michigan over Indiana. We do not think there is any explanation to give. It is there and we are paying it every day. Edson, Moore & Co.

GRAND RAPIDS & INDIANA R. R.

(Excess 1800-lbs.)

	M.	Mich.	Ind.	N. Y.
Grd. Rds. to Rockford	14	\$ 2.70	\$.90	\$14.76
Rockford to Cedar Sps.	8	2.70	.36	
Cedar Sps. to Sand L.	4	2.70	.25	
Sand Lake to Pierson	4	2.70	.25	
Pierson to Howard C'y	6	2.70	.36	
Howard City to Morley	6	2.70	.36	
Morley to Stanwood	7	2.70	.36	
Stanwood to Big Rds.	9	2.70	.54	
Big Rds. to Reed C'y	13	2.70	.72	
Reed City to Ashton	6	2.70	.36	
Ashton to Leroy	5	2.70	.36	
Leroy to Tustin	5	2.70	.25	
Tustin to Cadillac	12	2.70	.72	
Cadillac to Manton	12	2.70	.72	
Manton to Walton	9	2.70	.54	
Walton to Traverse City	26	2.70	1.62	
Walton to Fife Lake	4	2.70	.25	
Fife Lake to So. Boardman	6	2.70	.36	
So. Boardman to Kalkaska	8	2.70	.36	
Kalkaska to Mancelona	14	2.70	.90	
Mancelona to Alba	6	2.70	.36	
Alba to Elmira	9	2.70	.54	
Elmira to Boyne Falls	9	2.70	.54	
Boyne Falls to Clarion	8	2.70	.36	
Clarion to Petoskey	8	2.70	.36	
Petoskey to Oden	7	2.70	.36	
Oden to Alanson	13	2.70	.72	
Alanson to Pellston	7	2.70	.36	
Pellston to Levering	6	2.70	.36	
Levering to Carp Lake	4	2.70	.25	
Carp Lake to Mackinaw City	8	2.70	.36	

\$83.70 \$15.11 \$14.76
Less 20% 3.02

MICHIGAN CENTRAL.

Bay City Division.)

Excess 1800-lbs.

	M.	Mich.	Ind.	N. Y.
Detroit to Warren	17	\$ 2.70	\$ 1.08	\$18.90
Warren to Rochester	14	2.70	.90	
Rochester to Orion	9	2.70	.54	
Orion to Oxford	3	2.70	.25	
Oxford to Thomas	5	2.70	.25	
Thomas to Metamora	4	2.70	.25	
Metamora to Hunters Creek	3	2.70	.25	
Hunters Cr. to Lapeer	6	2.70	.36	
Lapeer to Columbiaville	9	2.70	.54	
Columbiaville to Otter Lake	5	2.70	.25	
Otter L. to Millington	6	2.70	.36	
Millington to Vassar	6	2.70	.36	
Vassar to Reese	6	2.70	.36	
Reese to Bay City	14	2.70	.90	
Bay City to Kawkawlin	5	2.70	.25	
Kawkawlin to Linwood	6	2.70	.36	
Linwood to Pinconning	8	2.70	.36	
Pinconning to Standish	9	2.70	.54	
Standish to Sterling	4	2.70	.25	
Sterling to Alger	3	2.70	.25	
Alger to West Branch	12	2.70	.72	
West Branch to Roscommon	24	2.70	1.44	
Roscommon to Grayling	15	2.70	.90	
Grayling to Frederic	9	2.70	.54	
Frederic to Waters	8	2.70	.36	
Waters to Gaylord	10	2.70	.54	
Gaylord to Vanderbilt	9	2.70	.54	
Vanderbilt to Wolverine	10	2.70	.54	
Wolverine to Indian River	10	2.70	.54	

Indian River to Cheboygan	18	2.70	1.08
Cheboygan to Mackinaw City	16	2.70	.90
		\$83.70	\$16.76
		Less 20%	3.35
			\$13.41

PERE MARQUETTE

(Port Austin Division.)

Excess 1600-lbs.

	M.	Mich.	Ind.	N. Y.
Pt. Huron to Blaine	15	\$ 2.40	\$.80	\$ 5.28
Blaine to Jeddo	3	2.40	.25	
Jeddo to Croswell	9	2.40	.48	
Croswell to Applegate	5	2.40	.25	
Applegate to Carsonville	6	2.40	.32	
Carsonville to McGregor	5	2.40	.25	
McG. to Deckerville	3	2.40	.25	
Deckerville to Palm	6	2.40	.32	
Palm to Tyre	8	2.40	.32	
Tyre to Uby	7	2.40	.32	
Uby to Bad Axe	7	2.40	.32	
Bad Axe to Fillion	7	2.40	.32	
Fillion to Kinde	3	2.40	.25	
Kinde to Pt. Austin	7	2.40	.32	
Pt. Austin to Grindstone City	5	2.40	.25	
		\$36.00	\$ 4.95	\$ 5.28
		Less 20%	.99	
				\$3.96

L. S. & M. S. R. R.

(Detroit Branch.)

Excess 1800-lbs.

	M.	Mich.	Ind.	N. Y.
Adrian to Deerfield	13	\$ 2.70	\$.72	\$ 2.16
Deerfield to Petersburg	3	2.70	.25	
Petersburg to Ida	7	2.70	.36	
Ida to Monroe	10	2.70	.54	
		\$10.80	\$ 1.87	\$ 2.16
		Less 20%	.37	
				\$ 1.50

PERE MARQUETTE R. R.

(Grand Rapids Division.)

1600-lbs. Excess.

	M.	Mich.	Ind.	N. Y.
Detroit to Plymouth	23	\$ 2.40	\$ 1.44	\$ 8.80
Plymouth to Salem	6	2.40	.32	
Salem to Lyon	5	2.40	.25	
Lyon to Island Lake	6	2.40	.32	
Island L. to Howell	12	2.40	.64	
Howell to Fowlerville	9	2.40	.48	
Fowlerville to Webberville	5	2.40	.25	
Webberville to Williamston	8	2.40	.32	
Williamston to Okemos	14	2.40	.80	
Okemos to Lansing	6	2.40	.32	
Lansing to Gd. Ledge	12	2.40	.64	
Gd. Ledge to Mulliken	8	2.40	.32	
Mulliken to Woodbury	4	2.40	.25	
Woodbury to L. Odessa	4	2.40	.25	
L. Odessa to Clarksville	6	2.40	.32	
Clarksville to McCord	11	2.40	.48	
McCord to Gd. Rps.	15	2.40	.80	
		\$43.20	\$ 8.45	\$ 8.80
		Less 20%	1.69	
				\$ 6.76

GRAND TRUNK.

Excess 1600-lbs.

	M.	Mich.	Ind.	N. Y.
Edwardsburg to Cassopolis	8	\$ 2.40	\$.32	\$12.80
Cassopolis to Penn	7	2.40	.32	
Penn to Marcellus	9	2.40	.48	
Marcellus to Vicksburg	16	2.40	.80	
Vicksburg to Scotts	8	2.40	.32	
Scotts to Climax	5	2.40	.25	
Climax to Battle C'k.	10	2.40	.48	
B. C. to Belleville	14	2.40	.80	
Belleville to Olivet	5	2.40	.25	
Olivet to Charlotte	8	2.40	.32	
Charlotte to Potterville	6	2.40	.32	
Potterville to Lansing	12	2.40	.64	
Lansing to Haslett Park	8	2.40	.32	
Haslett Park to Shaftsbury	7	2.40	.32	
Shaftsbury to Perry	9	2.40	.48	
Perry to Bancroft	9	2.40	.48	
Bancroft to Durand	5	2.40	.25	
Durand to Duffield	4	2.40	.25	
Duffield to Swartz C'k.	4	2.40	.25	
Swartz Creek to Flint	8	2.40	.32	
Flint to Davidson	10	2.40	.48	
Davidson to Elba	4	2.40	.25	
Elba to Lapeer	6	2.40	.32	
Lapeer to Attica	8	2.40	.32	
Attica to Inlay City	4	2.40	.25	
Inlay City to Capac	8	2.40	.32	
Capac to Emmett	8	2.40	.32	
Emmett to Pt. Huron	18	2.40	.96	
		\$67.20	\$11.19	\$12.80
		Less 20%	2.23	
				\$ 8.96

L. S. & M. S. R. R.

(Lansing Branch.)

Excess 1800-lbs.

	M.	Mich.	Ind.	N. Y.
Hillsdale to Jonesville	4	\$ 2.70	\$.25	\$ 4.50
Jonesville to Litchfield	7	2.70	.36	
Litchfield to Homer	7	2.70	.36	
Homer to Albion	8	2.70	.36	
Albion to Springport	11	2.70	.54	
Springport to Charlesworth	5	2.70	.25	
Charlesworth to Eaton Rapids	4	2.70	.25	
Eaton Rapids to Dimondale	10	2.70	.54	
Dimondale to Lansing	8	2.70	.36	
		\$24.30	\$ 3.27	\$ 4.50
		Less 20%	.60	
				\$ 2.92

L. S. & M. S. R. R.
(Grand Rapids Branch.)
Excess 1800-lbs.

	M.	Mich.	Ind.	N. Y.
White Pigeon to Constantine	4	\$ 2.70	\$.25	\$ 6.12
Constantine to Three Rivers	7	2.70	.36	
Three Rivers to Schoolcraft	12	2.70	.72	
Schoolcraft to Kalamazoo	13	2.70	.72	
Kalamazoo to Plainwell	12	2.70	.72	
Plainwell to Allegan	14	2.70	.90	
Allegan to Hopkins	7	2.70	.36	
Hopkins to Dor	7	2.70	.36	
Dor to Grandville	12	2.70	.72	
Grandville to Grand Rapids	7	2.70	.36	
		\$27.00	\$ 5.47	\$ 6.12
		Less 20%	1.09	
			\$ 4.38	

Use of Steam in Making French Bread.

The first step in making French bread is in making a sponge or ferment of yeast and water and flour of any quantity desired at 70 degrees, which in the stated degree will be ready to make the dough in two and one-half hours. When this sponge is done then you put in the water and salt required for that amount of sponge, then the dough stands two hours, until it is ready to be made into French bread. When the bread is made up it is put into a steam room, which is one consisting of coils of perforated pipes, out of which comes live steam; after it has gone through this process and has reached high proof it is then put into a steam oven, which is one consisting of steam pipes from which steam is continually running into the oven. The necessity of this steam is for the purpose of raising the bread and in making it crisp, which is most important about the bread. After the bread has raised and is beginning to color the live steam is then turned off, because there is sufficient natural steam in the oven which accumulated from the moisture of the bread to finish its baking, which takes about twenty minutes.

The strongest and highest grade of spring flour must be used for this kind of bread on account of withstanding the high proof and amount of steam which it has to undergo.

The life of French bread is very short, lasting only about four or five hours, therefore, it must be baked fresh every meal.

Chas. Thanwald, Jr.

Worldly Wisdom.

There is a young minister in Philadelphia who has been remarkably successful in paying off the debts of the various churches to which he has been assigned from time to time. A brother minister, who was laboring earnestly by means of bazaars, fairs and other affairs, to accomplish a like happy result at his own church, went to him and enquired the secret of his success.

"And I observe that you never have to resort to my present methods," he concluded.

The successful one smiled.

"No," he replied, "you see when we need money some good sister suggests a bazaar. Then I call on the husbands of the married ladies of the membership and explain to them that in order to raise a certain sum we are finding it necessary to hold a bazaar. We have never had to actually bring the affair off."

TAKING STOCK.

The Annual Inventory Important in Any Business.

As the close of the year approaches the various business concerns turn their attention to "inventory." And the task which confronts the larger of our commercial and manufacturing institutions is no small and easy one.

In the houses where thousands are employed and where the annual sales run into many millions, the "taking of inventory" means vastly more than it does to the little country store, where perhaps an extra clerk is put on for a day or two to wait on the trade, while the other clerk, who knows the goods, makes the proper appraisal. For in the larger business an enormous stock must be maintained in order to care for the great demand for the finished product.

In order to realize partially the size of the job which these large firms are compelled to take care of, let us look briefly at the outlines of a practical method which is employed by a manufacturing establishment in Chicago, where more than 9,000 people draw pay envelopes every week. The method used here is the outgrowth of many years of experimenting, and for a firm of its nature no better one could be employed.

By way of introduction to the amount of stock carried, let me say that for the month of September the purchases of raw material lacked only \$30,000 of being \$2,000,000. And, judging from the present condition, there is no reason to look for any "let up" before the year closes. If this holds good it is plain that the stock which will have to be inventoried will be immense.

About the first sign that the season of inventory is approaching is the rattle of stationery forms. This means that some one is going over last year's samples with an eye open for improvements. Fully three months before the close of the fiscal year some one who has had more or less inventory experience sets to work on last year's forms to see what steps can be simplified and what unnecessary routine can be "cut out." For inventoring on such a large scale must be done with uniformity and with the least possible complexity. This person invites opinions and criticisms from various accountants and other clerical experts and after many discussions a set of forms is adopted which seems best suited to the work of the current year. In this same way the vital points in the manner of procedure are discussed and instructions to stockholders and foremen are gotten out and held ready for distribution at the proper time.

From four to six weeks before the time for taking inventory arrives these instructions are distributed among those interested and every one is required to be posted thoroughly on all points affecting his particular case. Along with these instructions are furnished the proper forms for listing materials. There is no count made at this time and no quantities

are listed. Only the kinds of materials carried.

This work is preliminary. As fast as these sheets are filled they are collected and redistributed to various purchase and record departments for pricing. After the items have been priced the sheets are held until the time for actual count, when they are again sent to stock rooms and other shop departments, where the quantities of stock on hand are entered. Of course, there always are additional items, but extra sheets are furnished for listing these, and the items which are out of stock are simply left blank. It is now that the importance of having the pricing done previously makes itself apparent. For no wait is necessary after the shop has entered the quantities of stock before the sheets are ready to be figured and the work of the inventory department proper begins.

It would seem at first thought that the task of counting and measuring such a huge mass of stock would be an endless one. And it is indeed a laborious one, yet one's first idea of the work would be greatly exaggerated. For, while a great deal of measuring and handling must of necessity be done, the daily stock records are kept up to date, and with the regular standard stock it is simply a matter of transferring figures from one record to another.

While this final record is being made the factory is shut down (usually for a period of one day), and all possible help is turned over to the stock room. During this operation, of course, the stock rooms must be dead, that is, no stock can be delivered or received until a complete inventory has been made and the stock on the floor must tally with that on record.

Then in the shop are all the orders in process. These must be inventoried, as the stock charged to these is as valuable an asset as that in the stock rooms. The routine for this part of the inventory work is long and complicated and we will not dwell upon it.

The shop, having disposed of its regular stock and job inventory, is ready to start on another year's journey, and the work of inventory now falls upon the clerical departments, chiefly to turn it into dollars and cents.

This part of the work must be pushed with all possible haste. A force of ten or twelve men is set at work extending items, footing columns, and making final summaries and reports. This work usually requires from three to four weeks' time, as the volume of work is heavy.

An average inventory like this requires from 3,000 to 4,000 sheets, each sheet having space for thirty to fifty items. The total extensions made will range from 100,000 to 130,000, and the total footings from 3,500 to 4,500. When complete and bound for record there are three large volumes, considerably larger than the old family bibles which adorn the center tables of our country cousins.

From the time the "rattle of inventory forms" signifies the approach of

the season until the last report is approved and transmitted, a lapse of four or five months will have passed. The average cost to the company can not be told in less than \$50,000, and in many cases even more. This seems, indeed, like quite a sum to expend each year simply to find where one stands financially, but to a \$35,000,000 corporation it is a mere drop in the bucket.

A. G. Hunter.

Her Destination.

Minerva had been in the family a number of years and she thinks that her long term of service entitles her to a certain amount of authority, especially around the kitchen. Not long ago a negro servant girl, who worked in a neighboring home, came to the back door and knocked. Minerva opened the door.

"Mohnin, Minerva," said the girl from the neighbor's house, "Ah wants to do a little borrhin' this mornin'."

"What yo' want?" asked Minerva.

"Ah wants to borrow two hens'aigs, a cup o' sugar, some lemons en a piepan. Ah wants to make a lemon pie."

Minerva saw immediately that she must exercise her authority. She stepped outside and looked up over the door. Then she said, half to herself, "No, they ain't none theh."

"No, what?" asked the other girl.

"Sign readin' 'Groce'y Stoah,'" said Minerva. "Ah didn't know but what yo' seen one on the house. They'se a groce'y on the nex' cohnah," and Minerva went inside and shut the door.

May Soon Measure Infinity.

The eight millionth part of an inch is what the physicists are measuring. The twenty-five thousandth part of an inch may be taken as the limit of measurement of mechanical measures of general application. But we possess a physical means of measurement 300 times more refined than this and free from difficulties. This is one which enables us to determine variations in length, thickness, or position with absolute accuracy to the eight millionth of an inch or one three hundred thousandth of a millimeter. The foundation of this wonderful scale is the wave length of light—a quantity which is now known with great accuracy for the most important lines of the spectrum. Moreover, the method is rendered esthetically beautiful by the fact that an actual visible scale can be produced, composed of black interference bands on a brilliant background of pure monochromatic light. Further, the interval between any two bands can be subdivided into 100 parts by employing a micrometer eyepiece on the observing telescope.

Knocking is not fair. The other fellow has a right in the race, and if he out-runs you it is because he loses no time digging pitfalls for you but keeps running on, looking straight ahead, thinking only of getting under the wire himself—not how he can keep you from getting under. Be a good fellow; it pays. Do not knock.

A smile will go a mile while a frown is going a furlong.

AROUND THE STATE

Movements of Merchants.

Rochester—Geo. Casey has opened a bazaar store.

Blissfield—Love & McCombs have opened a new meat market.

Kewadin—Dougherty & Booth will shortly install a new sawmill here.

Boyne City—Boylan & Green are succeeded in the hardware business by Boylan & Moore.

Hartford—John Thorn, formerly engaged in trade at Paw Paw, will open a racket store at this place.

Port Huron—James Pugh, formerly in the employ of the Howard Furniture Co., has opened a grocery store here.

Big Rapids—A petition in bankruptcy has been filed by the creditors of the National Wagon Co., manufacturer.

St. Charles—J. Morley Zander will continue the lumber business formerly conducted under the style of the Holt Lumber Co.

Detroit—Louis Peters & Co., wholesale dealers in leaf tobacco, have increased their capital stock from \$275,000 to \$500,000.

Marine City—H. Burkhart is preparing to move to New Baltimore, after selling out his confectionery store in this city to A. Pastoreno, of Kalamazoo.

Inkster—George C. Walker, who formerly conducted a general store and carried a stock of implements and wagons, is succeeded in trade by W. H. Randall.

Sault Ste. Marie—F. W. Roach has purchased the stock of general merchandise of C. J. Thoenen and will continue the same under the management of Eugen Thiebert.

Ishpeming—Otto L. Peterson, who was recently engaged in the clothing and furnishing goods business here, will engage in similar business at Negaunee.

Manistee—Mr. Gunderson has retired from the clothing firm of Gabrielson & Gunderson. The business will be continued in the future by Elmer Gabrielson.

Kalamazoo—H. Stern & Co. have turned their clothing stock over to the Cincinnati Brokerage Co. H. Stern & Co. have been engaged in business here for over fifty-six years.

Hancock—The drug stock formerly conducted by the late P. H. Gallagher has been purchased by John Cooper, who was formerly employed by Dr. Gallagher. He will continue the business.

Covert—A corporation has been formed under the style of the Kirby Orchard Co., with an authorized capital stock of \$25,000, all of which has been subscribed and \$1,500 paid in in cash and \$16,000 in property.

Marshall—G. E. Lamb & Son have merged their lumber business into a stock company under the same style, with an authorized capital stock of \$75,000, all of which has been subscribed, \$5,029.46 being paid in in cash and \$44,970.54 in property.

Ann Arbor—Alvah Mettert, for several years clerk for C. F. Pardon, dealer in meats and groceries, and later with his successor, Jos. Hoheisel, has purchased the meat department of the latter, and will continue the business in the same place.

Lausling—The Van Gorder Electric Co. has opened a supply store at 831 Allegan street. Fred H. Van Gorder, who has conducted a business at the Soo for the past six years, has returned to his home in this city and will have charge of the business.

Boyne City—Charles LaClaire, who lately returned from Petoskey, where he had been foreman in Overholt's bakery, to accept a position with D. T. Bush, has purchased a half interest in Bush's bakery and in the future the firm will be known as Bush & LaClaire.

Ann Arbor—Cutting, Reyer & Co., clothiers, announce a going-out-of-business sale, which is now on. As every member of the firm is fully occupied with other business interests and there has been a lack of unanimity for a long time, this move is not unexpected.

Bangor—L. E. Shepard, of Paw Paw, and R. C. Paddock, of this place, have purchased the agricultural implement and meat business of Jay Harrington and will continue same. Mr. Shepard will take charge of the meat business and Mr. Paddock will attend to the implement business.

Memphis—The general merchandise store formerly conducted by Jarvis & Co. has been merged into a stock company under the style of the Jarvis Company, with an authorized capital stock of \$2,500, all of which has been subscribed and \$500 paid in in cash and \$2,000 in property.

Detroit—The lumber business formerly conducted under the style of the Vinton Company has been merged into a stock company under the style of the Manufacturers Lumber Co. The company has an authorized capital stock of \$100,000, of which \$50,000 has been subscribed and paid in in property.

Houghton—A new pharmacy will be opened here about the last of January under the style of the West Side pharmacy. The proprietors will be J. Walter Betrand, a registered druggist who has been in the employ of B. T. Barry for the past six years, and Frank A. Ranach, who came here from Green Bay, Wisconsin, four years ago and who has been connected with the St. Paul and Copper Range railroads here.

Cheboygan—Dan. J. McDonald, who for several years had been manager of the grocery department of the W. & A. McArthur Co., Ltd., closed his connection with the company last week and was succeeded by Henry Gain, who for some time past has been in the store under Mr. McDonald—a deserved promotion for faithful service. Mr. Gain has been employed in the business since a lad and is familiar with all the details.

Manufacturing Matters.

Utica—The Utica Co-operative Creamery Association has increased its capital stock from \$4,900 to \$6,100.

Lake Linden—Eddy & Belhumeur have closed their sawmill and will not resume sawing until next spring.

Millersburg—J. T. Hamilton is operating a small mill at the Hemlock dam, near this place, and is cutting hardwoods and hemlock.

Detroit—The Wheeler Manufacturing Co., which manufactures bicycles, saddles and grips, has changed its name to the Rands Manufacturing Co.

Kenton—Repairs to the sawmill of the Sparrow-Kroll Lumber Co. were completed and operations resumed last week, one full crew being employed. Only a day shift will be employed during the winter.

Lenox—The Michigan Pipe & Iron Co. has been incorporated and will manufacture sewer pipe. The company's authorized capital stock is \$50,000, of which amount \$25,000 has been subscribed and paid in in property.

Ontonagon—The C. V. McMillan Co. will operate its sawmill all winter with the exception of a few weeks for unimportant repairs. The cut for 1905 will aggregate 10,000,000 or 12,000,000 feet of hemlock and hardwood lumber.

Boyne City—The Hankey Milling Co. is preparing to stock up its store building, recently purchased of F. M. Chase, and will put in a line of flour and feed. The business will be in charge of John Kalbfleisch, of Petoskey.

Detroit—The Loose-Wiles Manufacturing Co., of Kansas City, manufacturer of crackers and candy, capitalized at \$9,000,000, is considering the building of a branch in this city, although nothing is yet definitely settled about the matter.

Vassar—The Reliance Milling Co., which deals in grain and other farm products, has merged its business into a stock company under the same style, with an authorized capital stock of \$21,000, all of which is subscribed and paid in in cash.

Bronson—The American Truss Post Co. has been incorporated for the purpose of manufacturing metal posts. The authorized capital stock of the new company is \$150,000, of which \$75,000 has been subscribed and paid in in property.

Detroit—The Detroit Reduction Co. has been incorporated for the purpose of manufacturing grease fertilizers. The company has a capital stock of \$10,000, all of which has been subscribed and \$200 paid in in cash and \$9,800 in property.

Detroit—A corporation has been formed under the style of the Detroit Steel Pulley Co. to manufacture and sell steel pulleys with an authorized capital stock of \$50,000, of which \$25,700 has been subscribed and \$15,900 paid in in cash.

Detroit—A new extract manufacturing company has been formed under the style of the Etzold Manufacturing Co., with an authorized capital stock of \$5,000, of which amount \$2,600 is subscribed and \$340 paid in in cash and \$2,260 in property.

Houghton—A corporation has been formed under the style of the Lake Copper Co. for the purpose of mining copper. The company has an au-

thorized capital stock of \$2,500,000, of which \$45,000 has been paid in in cash and \$255,000 in property.

Detroit—The Aerocar Company has been incorporated to manufacture automobiles and parts. The company has an authorized capital stock of \$400,000, of which \$294,500 has been subscribed and \$90,500 paid in in cash and \$204,000 in property.

Marshall—The furnace business organized by J. L. Dobbins in 1870, and since operated by him, has been purchased by J. F. Gauss. It will be continued under the general management of its former owner under the name of the Dobbins Furnace Co.

Ironwood—A corporation has been formed under the style of the Gogebic Range Creamery Co. for the purpose of manufacturing dairy products. The authorized capital stock of the new company is \$5,000, of which \$4,200 is subscribed and paid in in cash.

Detroit—The Gray Motor Co. has been incorporated for the purpose of manufacturing engines and boilers, with an authorized capital stock of \$4,000 common and \$8,000 preferred, all of which has been subscribed, \$10,000 being paid in in cash and \$2,000 in property.

Mesick—A new company has been incorporated here to manufacture heading and woodenware under the style of the Mesick Manufacturing Co., with an authorized capital stock of \$8,000, all of which has been subscribed, \$1,500 being paid in in cash and \$2,500 in property.

Brighton—A corporation has been formed under the style of the L. M. Curry Co., which will manufacture tools and hardware novelties. The authorized capital stock of the company is \$5,000, of which \$3,510 is subscribed and \$1,000 paid in in cash and \$2,510 in property.

Detroit—A corporation has been formed under the style of the American Placket Fastener Co., which will manufacture placket fasteners and skirt novelties. The company has an authorized capital stock of \$50,000, of which \$30,000 has been subscribed and paid in in property.

Port Huron—The boat manufacturing business formerly conducted by L. W. Turnbull & Co. has been merged into a stock company under the style of the Wat Engine Co., with an authorized capital stock of \$12,000, of which \$6,000 has been subscribed and paid in in property.

Detroit—A corporation has been formed under the style of the Michigan Handle & Column Works for the purpose of manufacturing handles. The authorized capital stock of the company is \$60,000, all of which has been subscribed and \$1,300 paid in in cash and \$58,700 in property.

Birch—The Northern Lumber Co. has spent \$100,000 in improvements at this place since last spring. The sawmill plant cost \$20,000 without such additions as dynamos, pumps and fire fighting equipment. Following the completion of the sawmill plant the company will install a modern shingle and tie mill. The shingle mill will not be built until next spring, although the machinery has been ordered.



J. A. Duncan will shortly engage in general trade at Brethren. The Lemon & Wheeler Company has the order for the grocery stock.

Rouys & Idema have purchased the grocery business formerly conducted by R. P. Burdick at the corner of Fifth and Turner streets. Mr. Rouys was formerly engaged in the grocery business at Englishville and Mr. Idema leaves a farm near that place to join Mr. Rouys in trade here.

Harold R. Nye, who has been employed the last two years by Barth & Stonehouse, and L. J. Katz, the well-known meat dealer, have formed a copartnership under the style of Nye & Katz and will conduct a drug store in the new cement building now in process of construction at the corner of Wealthy avenue and East street. The Hazeltine & Perkins Drug Co. has the order for the stock.

The Produce Market.

Apples—Steady and strong at \$3 for ordinary, \$3.25 for choice and \$3.50 for fancy. Fancy apples have been in little better demand this week, probably on account of the holiday trade, but the business is kept down more or less by the high prices. Assortments are liberal and almost any variety of winter apples is obtainable. Some of the stock is small and of rather poor quality.

Bananas—\$1.25 for small bunches, \$1.50 for large and \$2 for Jumbos. Stock is scarce, on account of the heavy storms on the coast, which have prevented the prompt arrival of vessels from the producing districts. In many cases this condition will necessitate the shipping of Christmas supplies by express.

Butter—Creamery is steady at 24c for choice and 25c for fancy. Dairy grades are firm at 20c for No. 1 and 14c for packing stock. Renovated is in moderate demand at 21c. The butter market remains unchanged on the basis which has ruled for two weeks past. Fancy fresh goods are scarce and sell readily on arrival. Under grades are cleaning up better than they have been, but there is no special scarcity of anything except strictly high grade goods. The next change will probably be an advance, and it should come within the next few days. Storage butter is not cutting the figure which it should cut, since at the present price of fresh the storage grade would have to bring about as much as fresh in order to net the holders a profit.

Cabbage—75c per doz.
Carrots—\$1.20 per bbl.
Celery—30c per bunch.
Chestnuts—\$4.50 per bu. for Ohio.
Cranberries—Jerseys, \$12; Late Howes, \$13. The market continues to strengthen.

Eggs—Local dealers pay 23c on track for case count, holding candled at 26c and cold storage at 21c. Receipts of fresh have increased con-

siderably as compared with a week ago and the demand is curtailed by the high prices. It is probable that the market will hold around the present level for the remainder of the year unless something unforeseen occurs to affect it. The withdrawals of storage eggs are heavy and seem to be having more effect on the market than they did earlier in the season.

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

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

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

Lemons—Both Californias and Messinas have declined to \$3.25 per box. The sagging is due to liberal supplies and light demand peculiar to this season of the year.

Lettuce—15c 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 a little stronger than a week ago and a firmer condition is looked for from now on.

Oranges—Floridas, \$2.75; California Navels, \$3; Redlands, \$3@3.25.

Parsley—40c per doz. bunches.

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

Potatoes—Country dealers generally pay 40c, which brings the selling price up to about 55c in Grand Rapids. Supplies are liberal and jobbers have no trouble in filling all orders. Naturally receipts have not been so heavy since the weather became colder, but they have not been needed to replenish stocks as yet. As noted last week the potato situation is one of a good deal of mystery and any prediction as to the future of the market would be unusually risky.

Quinces—\$2 per bu.

Squash—Hubbard, 1c per lb.

Sweet Potatoes—\$3.50 per bbl. for kiln dried Illinois Jerseys and \$3 per bbl. for kiln dried Virginias. Considerable complaint is heard as to the keeping quality of sweet potatoes. For some reason they do not stand up at all well this year and good stock commands a premium.

Lake Linden—The Oliver Mining Co., the iron ore end of the United States Steel Corporation, uses between 12,000,000 and 15,000,000 feet of timber in its mines on the Marquette and Gogebic ranges each year. Several months ago it acquired a track of 70,000,000 feet of mixed timber in Alger county, but this will not be logged for a number of years, the company securing its supply from jobbers.

Saginaw—Wickes Bros. have increased their capital to \$1,000,000, all paid in. This concern is one of the foremost in its line in the West. It is putting in a 1,000 horse power vertical boiler for the Detroit water works and a 5,000 horse power boiler of the same type for the Murphy Heating Co., of Detroit, besides a large number of orders for mill machinery in different parts of the country.

The Grocery Market.

Sugar—The general situation is regarded as a strong one by most of the trade and it is possible that an advance may take place within the next week. There is no certainty as to this, however, this assumption being based largely on prevailing conditions, such as the large demand, the higher freight rate, etc. The size of the current crop has long since been discounted and some members of the trade think that the market went too low on that prospect and argue from this that it will advance. There is a steady call from the trade for all common grades of sugar.

Coffee—The option market has been fluctuating as usual, but spot coffees are held at practically the same figures that have prevailed for the past two weeks. While everyone concedes the strength of the statistical position, yet there is a slight feeling that some one in New York—the “some one” being usually considered Arbuckle—is interested in the market to an enormous extent, and that the immediate future is not so much dependent upon the statistical position as it is upon the desires of this particular interest. It is currently reported that Arbuckle holds at least 3,000,000 bags of Brazilian coffee. That represents a big factor. The trade is steady and large. Demand is good for nearly every grade.

Tea—There have been on changes or developments of any sort. Prices are steadily held on the ruling basis, but buyers are taking stock for immediate wants only. No serious talk is at this time heard regarding a duty on tea.

Canned Goods—There is no change in the tomato situation. It seems the general opinion that the top of the market has been reached and that a decline would be the only logical move on the part of the market. However, there is a strong suspicion that the market is being manipulated to a considerable extent and if that is the case there is no telling what the outcome may be. It is understood that a few offers of 1906 tomatoes have been made to the jobbers at 80c f. o. b. Indiana recently, but evidently little attention has been paid to the figures by jobbers. No one has named prices on corn, so far as heard. This is not surprising, in view of the low prices of that commodity. The demand for tomatoes and corn is moderate. The trade has not been a very heavy buyer of the former at any time and now the retailers seem to have reached almost a “sufficiency” of the latter. Asparagus is in large demand and is very firm. String and wax beans are selling well, especially in the western sections of the tributary territory. Peas are firming up steadily under the large demand and short output. Other vegetables are not particularly active. The call for cheap apples is very insistent, but it can not always be met with the goods. Gallons are scarce and standards are no more plentiful. The same is true of pie peaches and low grades of fruit of all kinds, although not to the same extent as in the case of apples. Strawberries have sold bet-

ter the past week than previously. There has also been quite a demand for blackberries and gooseberries. Other berries are not active. Pineapple is selling as well as usual. For the first time in its history the Alaska Cannery Association will go into a new year without a case of salmon on hand, say reports. This is a remarkable state of affairs, and goes to show the condition in the salmon market. The full extent of the shortage will not be realized until well along into next spring, when the demand really begins.

Syrups and Molasses—There is a good demand for almost everything in this department and prices are generally firm. Goods in tin are perhaps gaining over the bulk molasses and syrups. Maple is in large demand.

Cheese—The cheese market remains unchanged. Trade is dull, as is characteristic of the season. The market is likely to remain about unchanged for some time to come.

Fish—Cod, hake and haddock are dull, and a good order might get a concession. Herring (smoked blotters) have increased in receipts and the market has eased off about 50c per barrel. The market is still very high, however. Lake fish and whitefish are dull and unchanged. Salmon are unchanged and dull. Red Alaska are easy rather than otherwise. But little change has developed in the fish market during the week. Mackerel are strong in first hands, and holders are not eager to sell. In second hands, however, a weak spot has developed in the market here and there, where some jobber has more mackerel than he wants and is willing to unload. Sardines are dull at last week's advance.

Dried Fruits—Currants are unchanged but firm, and the demand is good. Seeded raisins are in rather better demand than they have been, at unchanged prices. Loose raisins are quiet at ruling prices. Apricots are selling well at unchanged prices. Apples are unchanged but firm. The demand is fair. Prunes are in good demand at slightly hardened prices. On the coast the ruling basis is 3¼c on most sizes, but on 40's, 70's, 80's and 90's it is probable that sellers might want a little more than 3¼c. Sales are still being made on spot on a 3¼c basis. Peaches are firm and very quiet. Stocks on the coast are very low, and prices are reasonably sure to be even higher in the spring.

Delegates To the Saginaw Convention.

Port Huron, Dec. 19—At a meeting of the Retail Grocers' Association, held at the office of F. Saunders & Co., at which A. H. Nern, Frank Wood, W. D. Smith, Jr., John Parker and Lewis McCarthar were appointed delegates to attend the meeting of the State Association, to be held in Saginaw, January 9 and 10, it was voted to keep all of the grocery stores open evenings until Christmas.

Fame is dearly bought at the expense of conscience.

WINDOW TRIMMING

Fancy Goods Windows a Delight To Gaze In.

The stores dealing in these goods are replete with beautiful articles which a few years ago used to be called "fancy work," but now are mentioned as "art goods." These have reached such a degree of perfection, such an amount of time and money are expended on them, that the term is often no misnomer. The colors are so exquisitely blended and the stitches so fine that the resulting creations are, many of them, really the production of an artist. Of course, much of that presented to entice the dollars is entirely worthless if viewed from the utilitarian standpoint, but it is extremely pretty to look at and so serves a purpose.

One elaborate sofa pillow, I noticed in a window, fit only for a bridal present or to "dress up a room," was of a pearl white satin, hand painted with English violets in bunches of various sizes, joined with a lilac-colored ribbon disposed at intervals in true lovers' knots. A wide ruffle of white chiffon, with an under one of the white satin and an inch-wide lilac satin ribbon on the edge completed a "dream of a pillow" that would make "Samanthy's" eyes stick out.

All the Christmas specialties in this line are not so costly, however. There are many little knickknacks along the simple which are within the reach of the very ordinary purse. There are sheer handkerchiefs with a tiny edging of Armenian work. These make as dainty a gift as one could desire and, to my mind, are preferable to many of the heavy lace affairs that take many, many ducats for their purchase. The doilies and centerpieces of Mexican drawn work are appreciated by all needlewomen, because they understand the great amount of labor they represent. Then there is always something new in the way of twine-holders. Small boxes having a hole in the top and decorated with odd little conceits have put in an appearance this year. The strings coming from the top, I think the lower part must be weighted so the box won't wobble around. Another of these little conveniences was somewhat different. A blue ball of a pretty tint had a covering of raffia, like wicker-work on a ginger-jar, surmounted by a fluffy bow of blue satin taffeta and a loop to hang it by. The three-inch lower ends of the raffia were brought together, tied with a bow and allowed to hang with the dangling end of the twine. Such things as these have some "reason of being," or, as the French put it, a "raison d'être."

The big round tablecloths of linen and deep Cluny lace insertion and border are exceptionally elegant and the recipient of one that I saw ought to thank her lucky star. The circular set-in lace was fully ten inches wide and that at the edge even wider,

and of an intricate pattern. Who wouldn't enjoy sitting at a board so embellished!

The merchant who laid in a fine line of silk kimonas can not find them hard of sale just now; every woman rejoices when she is made the possessor of one of these boudoir luxuries.

And the merchandise that has to do with leather—how it appeals to the person of refined taste! It enters into the composition of a varied assortment of useful and ornamental articles. One big 'gator bag was a dark rich green, without the "horns." Inside one caught a tantalizing glimpse of all the toilet articles needed on an extended trip, as snug and cozy as you please. If one didn't get the traveling fever when gazing at this beauty of a satchel he is proof against the roaming microbe.

A leather novelty is a lorgnette having lizard skin in place of the usual mother-of-pearl. A small case of the same delicate leather encloses it.

The sterling silver water bottle holders, while not new this season, will always commend themselves by the way they are adapted to the new order of arrangements since bottled water became so common. Having a substantial handle, these holders truly "fill a long-felt want," for the water bottle when full is a clumsy thing to lift for any one without much arm-strength.

When starting out in search of a gift which shall enrapture some particular friend all things look alike, but by discriminating new and appropriate goods may be ferreted out.

Will Develop Power on Thunder Bay River.

Alpena, Dec. 19—One of the most important corporations in Alpena and one which means much to the future of the city is the Alpena Power Co., which was organized about a year ago. The capital stock is \$100,000. When the company was organized the Alpena Electric Light Co., the Alpena Water Co., the Thunder Bay Boom Co. and various other interests were merged. The object of the company is to develop the excellent water power of Thunder Bay River. All the shore rights between the river's mouth and Hubbard Lake have been acquired. It is only a matter of time when an immense water power plant will be installed. As it is the concern has a large power plant at the Richardson dam, inside the city limits, and furnishes power to the Fletcher Paper Co. and numerous other institutions.

George P. Smith, the organizer and promoter of the Alpena Power Co., and now its Secretary, has spent nearly all his lifetime in building and superintending water plants and other public works.

Will Retain a Valuable Factory.

Tecumseh, Dec. 19—This place is elated over its success in retaining the Anthony Fence Co. In order to do this \$70,000 worth of stock had to be sold in the village. An effort was made to dispose of that amount of stock, but after a month's work

very little had been accomplished.

Then the Business Men's Association took a hand in the affair and, after another month's solicitation, not only sold the desired amount of stock, but had to turn away \$1,200 that had been subscribed.

The Anthony Co. had outgrown its capacity, and while it liked to stay in Tecumseh it could not afford to do so when by going to a number of other places a large amount of stock could be sold for the purpose of making the necessary improvements.

The company will now increase its plant to a ten loom factory and will build a \$25,000 factory building in the spring.

Will Make Many Chairs.

Grand Ledge, Dec. 19—Edward Turnbull is completing one of the handsomest factories in Central Michigan at this point. The factory will be devoted entirely to the manufacture of chairs. Grand Ledge enjoys the distinction of making more chairs than any other town in the State, not excepting Grand Rapids.

Within the past few weeks an extensive survey of Grand River below this city has been made with a view to the construction of a big dam for generating electric power. The Piatt Company, of Lansing, is interested in the enterprise, and it is proposed to use a portion of the power for the electric line to be constructed next season from this place to Lansing.

Has Increased Its Capital Stock.

Adrian, Dec. 19—At a special meeting of the Schwarze Electric Co. this week it was voted to increase the capital stock from \$25,000 to \$100,000. The company makes a specialty of electric bells for railroad crossings and its business has increased so rapidly that the company has outgrown its capacity and expects to build a new factory soon. The company has big contracts with the Pere Marquette Railroad and the Chicago Street Railway Co.

Fined for Buying Pheasants.

"Boy" Russ, a well-known hotel man of Harrisburg, Pa., was recently arrested for having pheasants in his possession. His trial came up this week and he pleaded guilty to buying 11 pheasants and was fined \$25 for each bird and \$34.86 costs. Adding

his attorney's fees the amount reached \$400 or about \$36 per bird. Mr. Russ is not kicking so much over the loss of the \$400 as he is over the loss of pheasants which the state kept.

AUTOMOBILE BARGAINS

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

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Apple and Potato Buyers to correspond with us.

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GRAND RAPIDS, MICH.

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Keep your credit accounts by the simple, accurate and satisfactory

SIMPLEX ACCOUNTING METHOD

"It's the business-like way." Write for our illustrated descriptive booklet—The Pilot. Mailed promptly on request.

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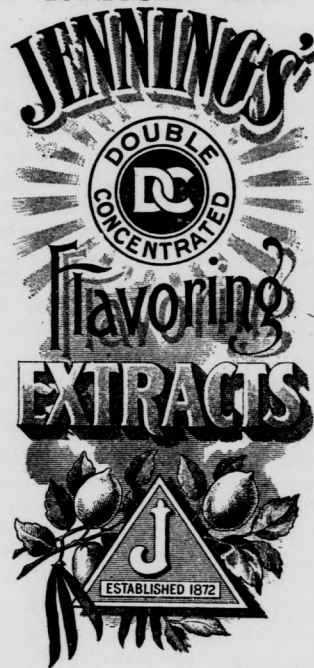
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Convex and Flat Sleigh Shoe Steel,

Bob Runners and Complete Line of Sleigh Material.

SHERWOOD HALL CO., LTD.

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WE MAKE STENCILS
THAT WILL SATISFY YOU

WRITE US AND WE

WILL QUOTE

YOU

Volk Stamp and Stencil Co.

H. J. VOLK. J. P. SOLOMAN.

62-66 GRISWOLD ST., DETROIT, MICH.

Less Business In Shelf, But More In Heavy Goods.

Though there is undoubtedly less demand for shelf hardware, the volume of business booked by jobbers and retailers in heavy goods so far this month is far in excess of that secured in the corresponding period during November. Dealers in wood stock also report a very active demand, and are therefore holding prices very firmly.

Vehicle and implement manufacturers are very busy in their attempts to make deliveries on old contracts, and are paying very high prices for raw material in order to accumulate large stocks for the spring trade. Business in all copper goods continues very active, despite the recent advances in prices, and, as the tendency of the ingot copper market is toward a higher level, it is expected that further advances will soon be recorded in all descriptions of finished copper.

Builders' hardware is still selling freely and manufacturers have ceased to make concessions. Jobbers are obtaining numerous order for lawn mowers, wire cloth and poultry netting, and a few other classes of hardware usually very active in the early spring. Steel skates are in excellent request, and many big jobbers are placing filling-in orders since they have discovered that their original purchases were not sufficiently extensive to cover all requirements. Wire nails are moving steadily, and additional advances in the prices of this line as well as in all wire products are generally expected within the next few weeks. The demand for holiday goods and finer wares is exceeding all previous records.

Advertising Adapted To Attract Public Patronage.

This is a matter that should not be left until the last moment and then something scribbled out and rushed in the paper just as it is going to press.

Figure out now what goods you intend pushing and the space you are going to use at the approaching holiday season. Write out the advertisements you intend running, then revise and re-revise them, and see wherein improvements can be made to render them more effectual goods sellers.

There are certain lines of goods that every druggist carries, and which are usually sold at Christmas time, more than at any other season. We have perfumes and sachet powders, which are always in great demand, ebony goods, such as hair and clothes brushes, mirrors, etc., which are popular. Shaving mugs, shaving mirrors, razor strops, choice chocolates and bonbons—these and other lines that may suggest themselves are such as nearly every druggist keeps in stock.

Then there are other druggists who handle in addition goods such as purses, card cases, music rolls, cameras and photographic supplies, books, toys, pipes, fancy china and novelties of one sort and another.

The advertising bearing on these different lines should be taken up systematically and some scheme

worked out for making it especially attractive.

Just before Christmas, of course, it is good policy to take stock of what holiday goods you have on hand and run in a special advertisement or two in which the balance of this class of merchandise has prices cut to the quick in order to clear it off. It is inadvisable in most instances to carry over these goods another season.

If you manage to have some novelty to push for the Christmas and New Year's trade it will be a means of attracting customers to your store and be profit-making in itself.

We knew, for instance, of a druggist who last year invested in a quantity of goldfish and some globes of different sizes. The globes with the fish in were placed around the

store and the effect was certainly novel and delightful. He had many people come to see the display, and besides selling the aquariums at a good profit, the attraction largely increased his general sales of Christmas specialties.

It is in some such manner as this that you can make your store a center of interest and obtain more than your usual share of the gift-buying public's patronage.

Sun's Size Keeps It Hot.

It is the size of the sun that keeps it hot, according to Sir Oliver Lodge. It is not a furnace like a coal furnace, kept hot by combustion; that would not do. It is kept hot by its own gravitation and earthquake subsidences. It is a great mass of gas

contracting, and, being so enormous, generates heat by its contraction. The power of gravitation on the sun is so great that it would be impossible for a man to move about. He would weigh about two and a half tons, and he would just have to lie down and be squashed by his own weight. The bulk of the sun is a million times that of the earth and the shrinking to produce white heat need not be great. A few yards a century suffices. Observations are being carefully recorded, so that in a few centuries the slight shrinkage might be noted.

A man never knows how little he can get along with until he has to.

The man who profits by his own mistakes counts clear gains.



**Attention
Mr. Dealer**
No Military Tactics
are More Exact than
the Quality of the
Ben-Hur Cigar

You ask a good tobacco judge why he likes a BEN-HUR and he'll not give as a reason, that because such and such tobaccos are used in it, cured in a new-fangled way and blended so and so, but he'll tell you straight that he prefers it to all others because it suits him as well as a 100 cigar, costs him but a nickel, is always of the same goodness and is a cigar a smoker does not tire of. Reasons 'nuf. A show case not showing them stands no show at all.

WORDEN GROCER CO., Distributors, Grand Rapids, Mich.

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



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

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Grand Rapids, Mich.

Subscription Price

Two dollars per year, payable in advance.

No subscription accepted unless accompanied by a signed order and the price of the first year's subscription.

Without specific instructions to the contrary all subscriptions are continued indefinitely. Orders to discontinue must be accompanied by payment to date.

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 20, 1905

THE AGE OF ELECTRICITY.

Electricity shares with air, water, earth and fire the extreme importance of being, according to the ancient philosophy, one of the absolute elements of the universe in which we live.

Electricity in its economic uses has become a necessity of our daily life. It transmits our messages with the wire or without it around the globe, under the ocean and through storm and tempest and darkness. It even gives us the voice and tone of the person who addresses us over the wire. It propels our mills and railway cars, it lights our cities and our houses, and it performs a thousand useful offices, and yet we know not in the least what it is.

Electricity, instead of being brought from regions extremely distant and difficult of access, as are gold and precious stones, is present around us in the earth and in the air, in quantities immeasurable and unlimited, and only requires to be gathered up and put to our daily uses. But abundant as it is and has always been, man has been slow to learn the means of securing it and training it to his purposes.

At first, friction was the method employed to gather it in small quantities for mere curious experiment. Next it was evolved by the chemical operation of certain substances, and by that means it was secured and utilized for the purpose of telegraphing. Finally it was discovered that electricity could be developed by revolving a bar of steel in front of the poles of a magnet, and this was called electro-magnetism by induction.

It is on the basis of the simple electro-magnetic contrivance mentioned that all the enormous generation of electric power to-day is accomplished. The elaborate and complicated mechanism that is found to-day in all the great electrical power houses, which produces the powerful currents used for economic purposes, is based on the generation of electricity by induction. It really creates nothing, but gathers and holds the electricity subject to use.

In order to move the generating machinery, some power must be employed. Commonly, steam engines operated by the burning of coal are used, but in many cases where water

power is available it is used. In view of the fact that electric power can be transmitted by wire for great distances, the use of natural water power becomes of great importance, and now Edison, the magician of electricity, proposes to remove all the power houses to the coal mines and save the transportation of coal hundreds and thousands of miles to cities where the electricity is to be utilized. In a recent interview in New York, that remarkable man said.

"The first great change in the production of electricity will abolish the carrying of coal for that purpose. Instead of digging gross material out of the earth, loading it on cars and carrying it, say, 500 miles, there to put it under a boiler, burn it and so get power, we shall set up plants at the mouths of the mines, generate the power there and transmit it wherever it is needed by copper wires.

"From a practical standpoint the most tremendous thing in the problem of electricity is the fact that we only get about 15 per cent. of the energy of the coal we burn. Eighty-five per cent. goes up the chimney.

"Now, if we could find a way to get the energy out of the coal by some direct process without wasting 85 per cent. of it, the result would so multiply and so cheapen electric power as to inaugurate a new epoch in the history of the world. It is practically impossible to exaggerate the consequences of a discovery that would produce electricity direct from coal or in any way to avoid the waste consequent upon the use of boilers and engines."

The idea of saving the transportation of coal by transmitting the power for hundreds of miles through a wire is entirely practical, but far more to the purpose is the use of water power for that object. Fortunately, most of the Southern States are possessed of practically unlimited water power, which seldom or never freezes, and so the possibilities are enormous.

But not alone will electricity be used for furnishing light and power and for the transmission of messages and news. It will be just as extensively used for heating purposes. Not only for warming houses and for cooking food, but for smelting ores and metals. The possibilities of electricity in these regards are just as practical and as wonderful as in the other purposes for which it is employed. It is going to absorb the entire business of transportation on land by eliminating steam and abolishing horses.

That the affairs of this world are about to enter a new epoch, with electricity as the cause and moving power, seems certain, and it will not be long before the change is realized.

Vassar College girls holding a banquet in Poughkeepsie installed a newsboy in a vacant chair at their table, bringing the little fellow in from the street, and filling him to the brim with good things. The incident is worth something as showing that college life does not spoil girls entirely as some have claimed it does.

FROM SEA TO SEA.

A recent issue of the Duluth Herald devotes considerable editorial space to a discussion of the desirability of a ship canal connecting Lake Ontario at Oswego with the Hudson River at Albany. It says: "In this way a thoroughfare would be opened by which a vessel might sail from Duluth direct to New York and thence anywhere it pleased—to Singapore or Boston, to Baltimore or Liverpool. Obviously, aside from the numerous alluring and elaborate pleasure trips this would permit, it would be a great and ever growing expansion of trade. It would lay down at the doors of Duluth goods at prices much lower than they can be sold here now, since for a large part of their journey they must now pay tribute to the railroads. Probably there would be no great difficulty about interesting the Lake States in the plan if it is gone about properly, and in procuring their warm support in inducing the Government to take up the matter."

The article goes on to say that time would be required for the accomplishment of this undertaking and that bitter opposition must be looked for from railroad sources, since they intensely dislike any project that exposes them to the competition of cheap water traffic. All this is doubtless and unquestionably true, but it is really not the interests of the railroads which should be looked after so much as the interests of the people. Such a ship canal would be of great value to every state, any parts of whose shores are washed by the waters of any of the Great Lakes. New York alone could hardly accomplish this enterprise, but if Minnesota and Illinois and Ohio and Michigan and Wisconsin, which would be directly, and all the other states which would be indirectly benefited thereby, would take the matter up, something definite and satisfactory would be achieved. Considerable active and energetic interest would be required in both houses of Congress, and if the eight or ten states most immediately concerned would take up the matter it could be brought to pass. A ship canal would be of real, actual and permanent benefit. It would be a great thing for the cities of the Great Lakes, and Duluth does well to discuss and agitate the matter earnestly. Such a movement, properly started in the West, would surely work Eastward successfully.

LARGE NOSES IN HISTORY.

The Illustrated London News recently called attention to the fact that the features, especially those of handsome ladies, have often been referred to in song and story. Nothing is more common than reference, for instance, to eyes of various colors; the ear is likened to a shell as the eye sometimes is to a star. The mouth, the forehead and the cheek all come in for their share of attention, but the article claimed that nothing has ever been said by poets about the nose. A Grand Rapids merchant who read the article calls attention to the fact that the wisest man of all the world and a poet has

made just such a reference. In one chapter of the "Songs of Solomon" the poet has given a poetical description of the church and its graces. One verse reads like this:

Thy neck is as a tower of ivory;
Thine eyes like the fish pools in Heshbon,
By the gate of Bath-rabim;
Thy nose is as the tower of Lebanon
Which looketh toward Damascus.

Solomon, who is credited with having written the songs which bear his name, when he compared the graces of the church to the charms of a beautiful woman, used a simile with which he was familiar. The historical narrative credits him with having had a large and presumably carefully selected assortment of wives. If any of their number had a nose like the "tower of Lebanon which looketh toward Damascus," he must have married her on that account. Large noses are in evidence nowadays, but none like that. To have a nasal organ that could come up to such proportions should have made its possessor sorry that there were no dime museums in those days. Further along in the same chapter another reference is made, which reads: "The smell of thy nose (shall be) like apples." This may be accepted as an indication that perfumery was in use long ago. No other fruit is more refreshingly fragrant than apples and any woman would be pardoned for preferring a nose that smelled like apples rather than one like the "tower of Lebanon which looketh toward Damascus." It is only a man who had a multitude of wives who would ever take one of that description, and then only for variety.

King Edward is credited with having taken the most significant step toward the recognition of popular rights of any English monarch in two centuries. In England precedence is a matter of the greatest consequence and the spectacle of the premier, the real ruler of the empire, walking behind a troop of titled nobodies was an absurd anomaly that a sensible sovereign like Edward could not contemplate with the same humor that was aroused in the average British breast. He has, therefore, issued a proclamation that the premier will hereafter walk directly behind the archbishop of York. This gives him precedence over all the dukes that are not of royal blood.

Haakon VII. was immensely popular as Prince Charles of Denmark. Now that he has been seated as King of Norway he is expected to be equally popular there. The "sailor prince," as he was always called, is a thorough sportsman and a great believer in simple living. His long connection with the sea has given him a manly disposition and his genial appearance and kind hearted manner are likely to endear him to his subjects.

Watch the charges made by the express companies, especially during the holiday season. Unless you do this and insist on overcharges being corrected when the shipments are delivered, you will find yourself defrauded of a considerable amount during the course of a year.

HIGH IDEALS.

Getting Right With the World Overcomes It.

Written for the Tradesman.

So much advice has been given to the youth of our country that more appears superfluous and the attempt hardihood. And yet for this very reason there is always a word of caution to be said.

It is as important, in shaping our lives, that we realize our limitations as that we recognize the possibilities before us. We are infatuated with our freedom. In a nation where every avenue of success is open we are apt to allow ambition to run away with judgment. We overreach ourselves. Many a life-failure can be attributed to egotism. Such wealth and fame have been pointed out to us that, seemingly, a righteous effort must win them for us all. We forget to measure our own capabilities or to properly estimate the powers which work against us. Pluck and industry are essentials to any success; but they do not always bring it.

What the young man should do, as early as possible in his career, is to get right with the world. By this we mean: to measure his force with the forces which surround him. It is said that the way to measure the current is to swim against it. But this is the work of a lifetime. Getting right with the world is knowing one's self and the world, so that true success, the kind which every man may win, will be appreciable to us. It is, in a word, the forming of right ideals of conduct. Too often we set our stakes too high, and the advice we often hear, "Hitch your wagon to a star," leads us to wasted effort and failure. The possibility of being President may lie before every aspiring youth; and yet it will not do for all to strive for it. Let us free our mind of the glamor of these glittering prizes.

Before we can fairly estimate our own powers we must know what is to be overcome.

Think of this for a moment: How complex is the civilization we now enjoy. How vast is the population around us. How changed are the conditions under which we live from those under which our heroes lived—those shining examples of success we have been taught to admire. How would these men appear if they were to tread the earth to-day? Someone has said, foolishly we think, that this is an age of little men. We do not have to think long to discard this idea. We know that the child of the streets now holds more natural forces in the hollow of his hand than did the wise man of old in all his mind and strength. There is a higher level for the race. Men may not be better or know more of abstract truth but they possess secrets of nature then undreamed of.

"The complexity of civilization"—what does this mean to us? All these bounteous blessings of freedom, peace, comfort and happiness which we enjoy are at an enormous cost. Whether we will it or not, they exact from us a large part of our energy, industry and thought. What we

do toward their maintenance goes into the mass of accomplishment and does not directly come back to us. We enjoy the advantages we help to create and preserve but can not turn our part in them to personal success. Therefore, when we contrast our individual position with that of our fellowman we must at once realize that we can not hope, in the nature of things, to rise as high, comparatively, as did our so-called old-time heroes.

Take wealth as an illustration. Fifty years ago he who had accumulated a hundred thousand dollars was esteemed a rich man. Take knowledge. In the early days of the Republic to have secured a college education was in itself a passport to high social and political life. Not so now; and he who becomes a more notable man than the average must spend a lifetime to accomplish it. This vast weight, then, of culture presses down upon our individuality, and only giant effort and splendid capacity can resist the mighty leveling process and rise above it.

In the old days, too, the avenues were not crowded. "Always room at the top" has been the cry. If life ran on indefinitely, and capacities and conditions were equal, we might feast our vanity on this plum. But the top is narrow, and it is crowded, for there are boundaries to all human effort.

And conditions? The advancement in learning and increase in population have changed the very face of nature and the map of the world. True, he who fails now may go farther than he who won a hundred years ago. Such opportunities for useful lives were never before the heritage of any boy. And yet is not a worldly success far more difficult? Freedom now and the freedom our revolutionary fathers dreamed of are very unlike. We must remember that for every element of freedom vouchsafed to us by our Republican Government we must return a part of our individual freedom to it; we share our liberty with all citizens and they with us.

Time was when a man could grow up with the country. Now he must grow up to it. And how tortuous has become the pathway of life. How truly here do we appreciate the truth that there are "no straight lines in nature." The very means of obtaining our subsistence, our whole industrial and social life, have changed. Think what an impetus Jefferson gave to American agriculture with a handful of rice. Think how many court reports Daniel Webster would have to read were he a practicing attorney to-day. Think how far the religious mind has moved from Jonathan Edwards' revengeful theology—from its straight and narrow road to hell. Compare Franklin with Edison; the first Vanderbilt with the last.

And here you are, young man, wishing to be great as we now know greatness, fired with the ambition to leave a name to those who come after you, honestly desirous of doing those large deeds which help

your fellowmen. Well, if you succeed you will be, not nobler and better, but wiser and of more worth than those who have gone before you. And you may succeed. Undoubtedly there are some who will. Our race is not deteriorating. This very moment is the greatest and best one in the history of the world. Let no one deter you from doing the utmost with your life, it is a sacred thing and supreme justice will hold you accountable for the use you make of it; but, remember, and this is the philosophy of all we have said, if you seek worldly success you may fail, but if you follow your own ideal of duty all these combined forces about you can not compass your defeat.

And this brings us to right ideals. Knowing our limitations and the obstacles to be overcome, what is the wisest course for us to pursue? Shall we seek to win a prize or to do our simple duty? We can not lose by this latter method, for if opportunity knock once at each man's door we will then be ready to open it, and then may come honor and great reward. But if we seek opportunity we may not find it, and besides lose all in the end. We would not take from the dreams of youth one ray of light. There is nothing nobler than the desire to be a good and a great man. Yet some of the sweetest lives that have ever been lived, some of the most contented souls that have ever looked out upon struggling humanity, some of the most compassionate spirits who ever sacrificed their all to suffering and sorrow, have passed and left no record behind them save a purer and better world. One caution above all others—it will be sufficient to every young man entering the commercial life: Remember that it is impossible for every man to be rich, in the sense in which we now use the term.

Get right with the world and you overcome it. Do the duty near at hand, there is no higher one. Look down at human want and need; you may find more to help you than by looking into the sky for a sign or a command. Be humble yourself, it is an ideal attainable. An axiom is self-evident; truth is simple when you really know it. Make your conduct ideal, not accomplishment, and when the shadows fall there will be around

you that contentment and peace which are, indeed, the marks of a successful life.

Charles W. Stevenson.

There are no promises without precepts.

Until Christmas

we are making special prices on

Kimball Pianos

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

W. W. KIMBALL CO.

Established 1857

N. E. STRONG, 47-49 Monroe St.

Manager,

Grand Rapids Factory Branch.

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McLachlan
AND
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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



The Keeley Remedies Cure Drug, Drunkenness and Tobacco Habit.

College and Wealthy Aves.
GRAND RAPIDS, MICHIGAN

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

GOOD ADVICE.

The Difficulty in Getting and Giving It.

"It is a wonderful thing how much medicine and how much advice some people can take," said Max O'Rell. "If they do not feel quite up to the mark, they rush to a doctor to put them there and if they have to do anything, they at once proceed vigorously to ask some one, 'What would you do?'"

There does seem certainly to me an enormous amount of advice about nowadays. Half of it contradicts most flatly the "other" half. People can not seem to agree as to whether one should do such a simple thing as eat bacon for breakfast. Three days ago a man, whose advice I never asked, grew eloquent in ascribing all manner of diseases to bacon eating. To-day, another—equally gratuitously—assured me that there is nothing like a piece of bacon to fortify a man for his daily struggle!

Among all the contradictions one sees and hears it is no wonder that some people get considerably bewildered. The more advice they get the more they want. I saw a query the other day in a newspaper. The writer wanted to know whether it would be wise for him to get married on \$15 a week. It seems to me the answer would depend considerably upon the man and the girl. I know some men who can not "make ends meet" while single on \$3,000 a year, and others who are married and manage to live comfortably on \$750.

Mark Twain described a man who was a persistent advice seeker:

"Dear Sir," he wrote to the editor of a newspaper, "will you inform me in your valuable columns what I should do in the following domestic emergency: My wife is in a fit on the floor. What should I do? An early answer in an early issue of your much esteemed and helpful periodical will deeply oblige."

I saw in a newspaper that the Czar had sent for a man to ask his advice. The correspondent who chronicled the fact went on to say that the Czar would no doubt do just what he wished, and if the result were good he would take the credit, but if it were bad he would take care that the adviser bore the blame of it. We need not go so far as Russia to find people like that. Half the advice seekers among my acquaintances are really engaged in the amiable occupation of shifting the responsibility for possible failure on their friends' shoulders.

One of the Rothschilds was once consulted respecting investing a big sum of money in a certain undertaking. He was advised not to have anything to do with it—advice which turned out to be excellent, as the concern quickly came to a disastrous termination. He met the man some time later.

"Well," he remarked, "my advice turned out correct!"

"I took it, and lost my money," replied the other coldly.

"How ever was that?" asked the amazed financier.

"Well, as I didn't put it in that concern, I had to put it in something

else," explained the investor, "and the thing turned out just as bad."

I know a woman who ascribes all her matrimonial unhappiness—which is chiefly of her own manufacture—to the bad advice of her parents. They advised her not to marry a certain suitor, and so she ran away with another. She is bitter respecting the shortsightedness of parents in the love affairs of their children.

These people are just like the Irish gentleman who, when charged with having horsewhipped an obnoxious person, startled every one by declaring he had acted on the advice of his attorney.

"Do you mean to assert, sir," asked the astounded attorney, "that I advised you to attack this man with a horsewhip?"

showed me the writer explained that "acting on his advice," he had put his money on another horse, that lost! Instead of being \$2,000 ahead, he was penniless. He suggested that my friend ought to compensate him.

The inveterate advice seeker often is a person who finds in the occupation of seeking the "best advice" an excuse for doing nothing at all. A man of 35 explained in the bankruptcy court last week, in excuse of his never having earned anything in his life, that he had for years been seeking the most remunerative business. He had received so much advice that it would have required the judgment of Solomon to make up his mind.

A considerable number of old maids drift into that undesirable condition through indulging in too much advice

ing a hundred to one against their acting on one's opinion, one takes no trouble really to form one.

A friend of mine met one of these people.

"You are just the person I wanted to meet," said the eternal advice seeker. "I am on my way to meet the wife at church. That last youngster of ours, you know! He's to be christened. What would you call him? We can not make up our minds."

"Call him Togo," said my friend. "Good morning; sorry got to rush away."

"That child will be known as 'Togo' all his life now," my friend groaned to me, "and will hate me when he's grown up. Whoever would have thought a man old enough to be a father would have been such a fool as to give him such a name?"

Those are the kind of people, too, who create the universal adviser—the man whose joy it is to tell you what to do in every predicament, and even when there is no predicament at all. They will persist in giving you advice, whether you want it or not. They can not conceive any one not needing it.

It was one of these people who, meeting a young man staying at a hotel, and chancing to hear him mention billiards, at once proceeded to inform him how to improve his play. Among other things he specially advised him to go to the great matches and watch Ives.

"Get a seat in the front row," he directed, "where you'll be behind him when he plays from balk, and watch from behind him, mind."

The stranger declared it was simply impossible for him to do so. The adviser thereupon wasted nearly ten minutes telling him how to do it.

"Ah! but, you see, it's all no good after all," said the stranger. "It's quite impossible for a man to look at himself from the back."

He was Ives.

It is just because I believe in people seeking advice sensibly, and in others giving them the best advice which their experience enables them to give, that I dislike the abuse of the practice by either the asker or the giver.

"One of the biggest mistakes in life," said Spurgeon, "next to believing that some folk know better than one's self, is not believing that others do know better."

The difficulty in getting good advice is just the difficulty in finding who is really clever enough to give it, and who is interested in one enough, or honest enough to give it. The man who will not ask his way often finds himself in a humiliating position. Advice lightly and recklessly given stamps the giver as unscrupulous, just as advice lightly sought stamps the seeker as a fool.

John A. Howland.

Took a Mean Advantage.

Yeast—Been to the dentist's?

Crimsonbeak—Yes.

"Was the operation painless?"

"No, indeed! When the operator got me in the chair he took advantage of me and told me a lot of smart things his children have said."



MELVIN E. TROTTER, THE RENOWNED EVANGELIST.

"I do," replied the defendant. "I had made up my mind to either fight him or horsewhip him, and when I mentioned fighting him to you, you told me not to do it. There was nothing left for it then but the horsewhip."

The owner of some noted race horses showed me a letter he had received a short time back from a complete stranger. It was by no means a complimentary epistle. The stranger had, it appeared, written to him:

"I have saved \$300, and hear great things of your horse in Monday's race. Do you advise me to bet on it?"

The owner wrote back: "Don't be a fool. Don't bet. Keep your money."

His horse won. In the letter he

as to which is the most eligible partner they might choose. They can not find a single man in whom some one of those they consult can not discover some atrocious defect. Seeking to be properly sure in the important step, they ask advice until they meet some one who declares most emphatically that for her part she would not marry him if he were "worth his weight in diamonds." That settles the timorous creature and the hopes of the adventurous man.

It is the wholesale seekers of advice—the persons who endeavor to try to make their acquaintances do the thinking—that cause so much bad and reckless advice to be given. No one giving it to them ever expects them to act upon it, but expects them to ask some one else and take their advice. The chances be-

An Up-to-Date Christmas Present

S.

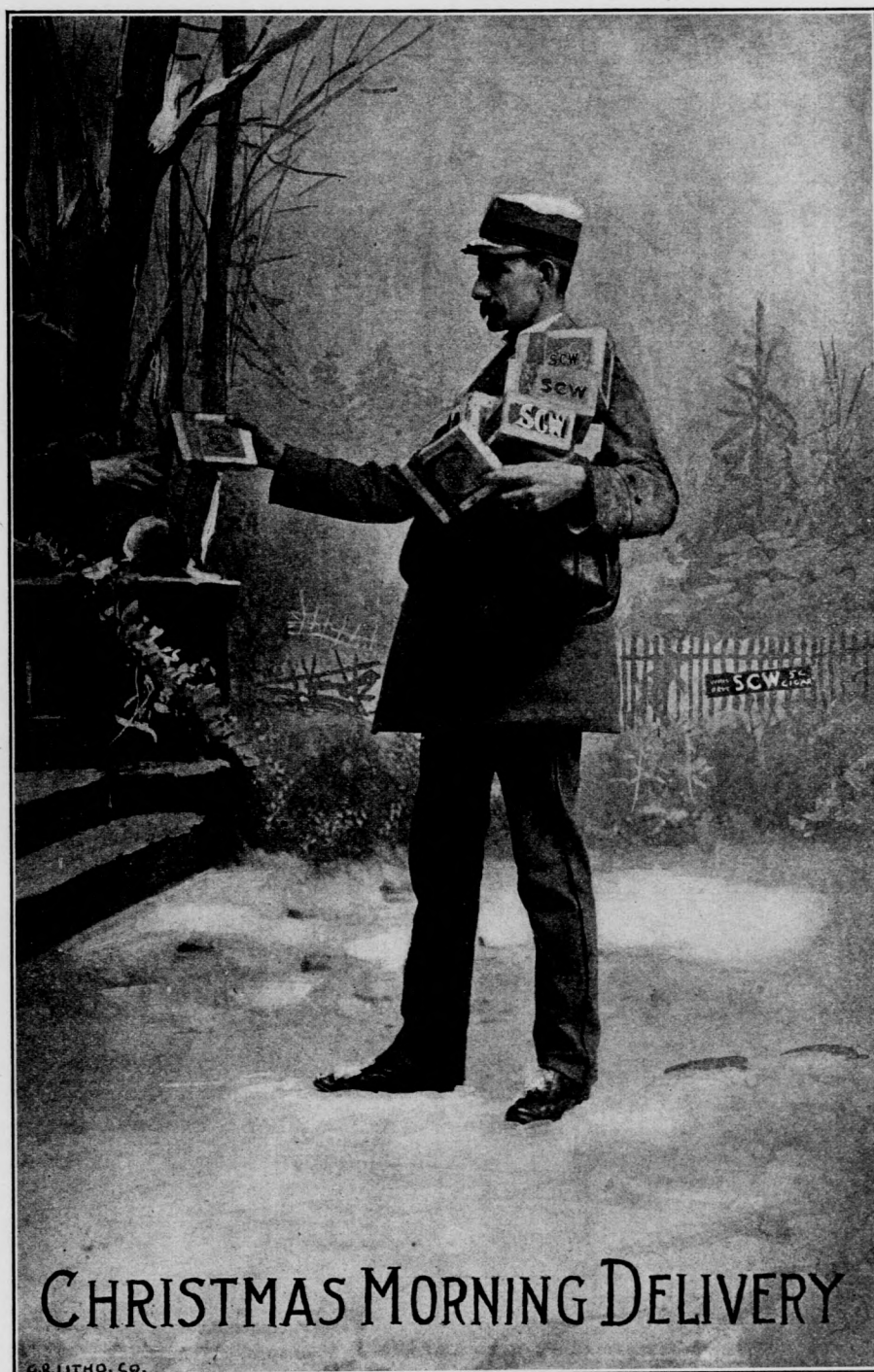
S.

C.

C.

W.

W.



For sale by all jobbers and
G. J. Johnson Cigar Co., Makers
Grand Rapids, Mich.

CHRISTMAS PRESENTS.

Book-keeper's Ideas Likely To Prove Satisfactory.

Written for the Tradesman.

"Christmas presents? You guessed it! I'm going to do a whole lot in that line, and the presents are going where they are not expected, too."

The book-keeper looked up from a sheet of paper which he was covering with figures and smiled.

"I thought you had something up your sleeve," said the head clerk. "You've been a chilly proposition for about three months. The boys are putting you in the Tight-Wad class."

"That's all right," said the book-keeper, who was young and single and good looking. "You and the boys may keep me right in that class. I'm under the lime-light no more. It's the evening fireside for me from now on."

"Oh, it does a fellow no harm to get out with the boys now and then," said the head clerk. "I'm not going to shut myself up in the house evenings after working here all day."

"Go it," said the book-keeper. "I've peddled my thirst and paid my dues to the brewers and distillers for about three years to come. For that length of time they can't interest me. I'm making myself a Christmas present of a sane and sober brain."

"It's all right for you to say it," said the clerk, "you say it so well. How about these other presents, the ones which are not expected? You might give that thirst of yours away to some of the boys. I guess it is, or was, the best in town."

The book-keeper laughed happily. "It did seem to contain all the elements," he said, "and cost enough to put at the top of the tree, but I guess I'll box it and put it away to look at when I want to humiliate myself."

"Who gets the presents?" asked the clerk, curiously. "I'll bet the girls are in for the most of the roll you've been salting. Just as soon as a fellow quits spending his coin on booze and cigars he takes a couple of Sunday school girls under his wing and goes broke on them."

"Not for me, this year," was the reply. "You know the hatter on Third street?"

"Too well. In fact, he is getting so he forces his attentions on me. He calls at the store and communicates with me by mail. I'll have to do something about that debt."

"Well, he gets a present," said the book-keeper.

"What! That old schemer?"

"Sure. He's one of the men who won't expect anything. He'll get \$10, all in money."

"I guess there's flies in your sky-piece, all right," said the clerk. "Catch me making presents to that bunch."

"Well, this isn't exactly a present. The fact is, I owe him \$10, and have owed it so long that it will come to him in the nature of a Christmas present. He won't be looking for it."

"I hope he won't be looking for what I owe him."

"You know the cigar man on the corner?"

"Too, too well, my dear Alphonse. I haven't dared to pass his joint for, lo! these many moons. He gets a present, does he?"

"Five elegant bucks," said the book-keeper. "He gets what he ought to have had about a year ago. He'll need to stand under a padded ceiling when I pass the coin over the counter. I'll gamble he goes up in the air for pure joy. He's a good fellow, and trusted me, and he gets his present."

"You're too good to last," said the clerk. "You'll be up in the air yourself as soon as the thomas-and-jeremiahs get good and yellow."

"I'm not buying any more damaged reputations," said the book-keeper, "or any more headaches. Since I've gone into this Santa Claus business I feel like a whole package of temperance tracts."

"You'll be out on the street corner before long making a noise like a Salvation Army," said the clerk. "Who is next on your list?"

"The man down here at the beanery. He's all right, that fellow. I'm going to walk in there and make him think the glad Christmas-time has inserted a moral tone in my reckless brain pan. He'll want to go out and buy for me, but I'll take cigars and bring them to you. There is where you get your Christmas present out of this new system of mine."

"I'll stand outside the door of the saloon you enter and hold my biggest stocking in my hand," said the clerk. "It might be all right to have a hack there, too."

"I buy no more buggy rides," laughed the book-keeper. "It's me for the ozone of the outer air. You know the shirt man over on the East Side?"

"I wish I didn't. The shirts are gone, but the collector never will go. If you find me dead some morning, arrest that shirt man."

"He draws \$15," said the book-keeper. "In a world running over with Christmas tidings, and words of cheer, and toys in stockings, and Tom-and-Jerry things, and young girls with glad, sweet faces, why shouldn't the shirt man get what's coming to him? He gets it, my dear Gaston."

"I guess you've been living on fresh air and hope," said the clerk. "Where did you get so much money?"

"By locking myself in nights," was the reply. "When I wanted a drink I went to the water bottle. When I wanted a smoke I lighted up the old briar. I'll admit that I've got a choice collection of vices, but I'm not going to hand my pay envelope over to them every week after this."

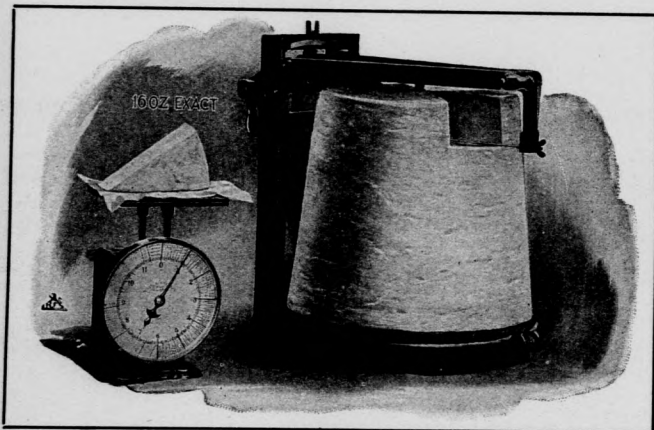
"You ought to buy a new tambourine," said the clerk. "They may go up in price after the holidays."

"I'd rather tinkle a tambourine along the street than to go staggering along with a mug, looking like a fried lobster, and a breath that would make the statues in the park hold their noses. After I make all these Christmas presents I'll be broke, and then it's me for a bank bok and so much a week to the good."

The clerk walked thoughtfully to

How Much do You Lose on Butter?

Can't Tell Exactly---Eh?



THE NEW KUTTOWAIT

You know there is a loss, if you handle tub butter, and yet you know it is the best butter, and cheaper than somebody's brand of print butter.

Well, if you knew of a machine that would save you all loss, stop your troubles, that would cut out a neat piece of butter exactly to weight, no waste, no scraps, please your customers, reduce labor and time—such a machine would be worth your consideration.

Our Kuttowait Butter Cutter

Will Do the Work

Why not write us? It is certainly worth a two cent stamp to make sure.
Let us show you.

CUT OUT. MAIL AT ONCE.

Name

Street

City..... State.....

General Agents in Your Territory

C. D. Crittenden, Grand Rapids, Michigan

J. B. Peterson & Co., Detroit, Michigan

Saginaw Produce & Cold Storage Co., Saginaw, Michigan

KUTTOWAIT BUTTER CUTTER CO.

UNITY BLDG., CHICAGO

the front of the store, and the book-keeper went on with his figures.

And the world would be a whole lot brighter if young men would all make their Christmas presents along the line suggested.

Alfred B. Tozer.

Is It Possible To Keep Strictly To the Truth.

Written for the Tradesman.

Some time ago there was an article published in this paper on the subject of whether it is possible to tell the truth in business.

The questions were asked, "Is it impossible to tell the truth in business, friendship or love? What constitutes a lie? Does it have to be something slanderous which is told for injury? Or must it be something that is simply guessed at?"

In the ranks of business there are few places that could be found where the whole truth and nothing but the truth was uttered. In mercantile business the trade demand—what? A falsehood. At least they place the merchant in a position where he can hardly do otherwise, unless he wishes to offend parties seeking the information, which is not policy. Then is he not justified in getting around the difficulty as smoothly as possible without giving away the secrets belonging to his business, and without offense to any one?

A lie is almost always accepted with grace; but should he, when queried about things which would be a detriment to his business if made public, tell them that he could not answer them, what would result? They would be provoked and wouldn't enter his place of business again.

Then at times when truth is really told it will not be credited, because the outside parties are always the better informed(?) on those things.

In court the same—they are puzzled until they are not really to blame for getting just outside the line of truth. They are confused by the bold, insulting questions, and sometimes in anger, then again through fear, the misstatement is made.

Is there any one who wishes to have enemies? No. Then let them avoid the causes which make them.

But do these errors occur only in business? In friendship how many carry the truth in their souls and let it flow from their lips, or do they, too, border on the edge of falsehood?

Mrs. Brown has an undesirable caller. When the bell is answered what does the maid say? "Not at home." Perhaps at that very moment the lady is in her room but a few feet away. Who is responsible for the answer? The servant is compelled to say what she does or perhaps lose her position. Then is she, too, not justified in looking after her own interests and telling the falsehood when it is required of her?

How many times people have to refuse invitations, because for some reason they do not care to accept. How often do they give the true reason for their refusal when it is pressed upon them to accept? Seldom. Often it wouldn't do, or at least one feels that way; then something else must be substituted.

Then search this broad land through and out of the millions of inhabitants how many do we find who do not use flattery more or less? They say things seemingly in earnest which are not meant. And how many there are who are not fond of this pleasing method? Few people discourage it. It comes like music in the air, so gentle and so sweet. The persons who can use flattery with wisdom are all-around favorites among their acquaintances. Of course, they must be wise and guard their secret by never overdoing it, else all is lost.

Again, many things arise which should be personal and should not be repeated. Still, people are placed in such a peculiar position that they must either expound that which is no other person's right to know or offend or say something to mislead them from the real truth. They may not tell them an actual falsehood, but they answer in such a way that they infer that which is not true. In that case what would you call it?

There are scores of promises made with no intention of being kept. One that is made in good faith and broken is bad enough, but one made with the intention of breaking is—what? It is equivalent to a falsehood.

Then there are things said which are for no evil intent, only for a little fun, the mode of the speaker denoting this; but when they are repeated in some other place, by another person, with another expression of countenance and tone of voice, they take an evil aspect. In such cases could that be defined as truthfulness?

Another case: Some one gives you credit for a deed which you have not done. By your silence you do—what? Do you not become a falsifier? If not what would you call it? It certainly is not honesty. It is done on every hand, by many who consider themselves, and are considered, upright people.

When you come to define a lie you find that it has many branches. One lie may seem justifiable while another is the ruination of character and happiness. One sort may evidently help lay the wall of success in business, society and love and affect the happiness of none else; the other sort means certain destruction, is the originator of hate, the cause of lost respect and the root of a great portion of the sorrow and suffering which encompass the people of earth.

Of course, these errors are not always defined under the head of falsehoods. Outside of business such things are simply "jokes." Now, it is an unfair situation to place the business man in such a light—to call his little doings which tend to keep things smooth falsehoods but others equally as much so something else. If these little things which sometimes occur in business to make it run smoothly are lies then you must be careful and define the same subject just as closely with the outside people. A rule can not be other than universal and be correct.

If all were equally intelligent, and each one held himself in his own

path without intruding on the affairs of another, it might be said that these small errors were never excusable. As it is, I leave the subject for you to judge: Is it commendable to tell that which is not strictly true but which will not injure a living soul and which will keep your own selves from many injuries, or is it possible under existing conditions to tell only "the truth, the whole truth and nothing but the truth?"

Lucia Harrison.

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

That Just From The Garden Taste

Is the first impression

QUAKER PEAS

make on one. They retain that sweet and delicious flavor, and are without doubt the best pea ever encased in tin.

Now is the time to see that your stock of foodstuffs is replete with goods to take the place of the green garden truck, and that stock is not complete without

Quaker Peas

Sold only by

WORDEN GROCER COMPANY

GRAND RAPIDS, MICH.

BALLOU BASKETS ARE BEST



SIDE VIEW

Potato Shippers

Waste Dollars

By Using Cheap Baskets

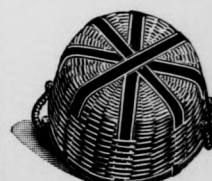
A Braided Pounded Ash Basket, either Plain or Iron strapped, will outwear dozens of them.

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

Write for particulars. We can save you money.

Ballou Basket Works

Belding, Mich.



BOTTOM VIEW

CAMEMBERT CHEESE.

Outline of the Manufacture of This Variety.

Camembert cheese was first made in the year 1790 in a small town bearing that name situated in the province of Orne, France. Since that time its fame has spread and it is now manufactured in many sections of France and in numerous other countries besides. But the Camembert most appreciated and most sought after by the connoisseur comes from the neighborhood of Calvados, France. It is a product which demands the greatest care in its manufacture since its quality is directly dependent upon the temperatures to which it is exposed, the climate and character of the region in which it is made and the breeds of cattle supplying milk for its manufacture.

Immediately upon its arrival at the factory the milk is strained in order to rid it of any solid impurities, then caught in suitable vessels and brought to the coagulation temperature. The milk in summer is liable to contain more water and, what is of greater importance, more acid than winter milk. It consequently gives a curd which contracts more, and it is for this reason that it is necessary to use a little more milk in summer to get the same weight of cheese that may be obtained from winter milk. Two hours is the coagulation time generally adopted in the manufacture of Camembert. The milk should be partly skimmed or else the cheese will be too fatty and will liquefy. On the other hand, if too much cream is removed the resulting curd will be dry and white in color.

In some factories the maker sets all the milk at the same time and starts immediately to prepare the curd for the mold. But this system is liable to result disastrously as the following consideration will show. Suppose 1,000 cheese are to be made in one day. The 2,000 quarts of milk necessary are set and rennet added two hours before the curd will be ready for the molds; consequently all the curd will be ready for the molds at the same time. Now, in order that a soft cheese, such as Camembert, may be of good quality, the curd from which it is made should be soft, watery, only slightly adhesive; that is to say it should be the result of a slow coagulation, aided by the addition of a small quantity of rennet. Draining and preparing a certain quantity of this 2,000 quarts of milk require considerable time, and in the meantime the remaining portion is still subjected to the action of the rennet, and if this is allowed to go on a little longer than the regulation two hours, the curd contracts too much, becoming hard, the cheese will not have a smooth, soft texture and the taste will not be agreeable. Consequently, in practice it is best to arrange the coagulation by taking at the maximum 100 quarts of milk at a time.

If the curd is too watery and soft, it will drain very slowly, especially in winter, and to hasten the operation it is necessary to keep the milk room

warm. The temperature must not be too high, however, or the cheese will become dry, warp and a viscous crust will form, which will prevent it from taking the salt well. Such conditions are harmful to the molds which are responsible for the proper ripening of the cheese. The lower the surrounding temperature the higher it is necessary to heat the milk before coagulation. Other factors which must here be taken into consideration are the nature of the milk, the climate, the season, etc.

In winter the coagulation temperature varies ordinarily between 83 and 88 deg. Fahrenheit, while in summer the range is 79 to 85 deg. Fahrenheit. This difference between summer and winter temperatures is due to the more rapid cooling of the milk during the formation of the curd and the slower rate of acid production during the cold months.

It will be found advantageous during the summer months to use the liquid rennet of 2,500 quarts strength, and during the winter a rennet of 10,000 quarts strength, which should be mixed with an equal quantity of water ordinarily. But during periods of intense cold this mixture should be made up of two parts rennet to one of water.

The molds are placed side by side upon the tables, which should be covered with wooden mats, made of pine sticks fastened together with twine. The tin plated hoops are pierced with a spiral of small holes. The dimensions of the hoops are 11 by 12 centimeters. The mats are as wide as the draining table and a yard or more in length. They should be changed every day and carefully washed in boiling water before being used again.

Before placing the curd in the molds the cream which has collected upon the surface of the coagulated milk is skimmed off with a perforated ladle. This step is very important, for if this butterfat is allowed to pass into the cheese it will have a tendency to become rancid and will not give a uniform quality and appearance. When this partial skimming is completed a scoop is lowered into the curd, great care being taken not to break up the mass. Each scoop, completely filled, is deposited in the mold, and in this operation care should be exercised not to break up or turn over the curd in transferring it from the ladle. If this method is not followed, the different layers of curd resulting will not join together properly.

As in the manufacture of Brie the press room should have a temperature of 65 to 68 deg. Fahrenheit. When all the curd has been placed in the molds and allowed to settle a fraction of an inch, each mold is covered with a tin plated iron follower. This keeps the curd from the action of the air and varying temperatures, and allows it to drain without too much drying out; its surface is also kept smooth and not permitted to sink in the middle.

As soon as the cheese has acquired the proper consistency, the follower is removed and the mass is turned and allowed to drain for twenty-four

W. C. Rea

A. J. Witzig

REA & WITZIG

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

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Ice Cream Creamery Butter Dressed Poultry

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

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

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

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

Empire Produce Company

Port Huron, Mich.

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

If any to offer write us.

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GRAND RAPIDS, MICH.

FOOTE & JENKS

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

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Sold only in bottles bearing our address

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COLEMAN'S
HIGH FOOTE & JENKS CLASS
EXTRACTS

No Market Excels Buffalo on Poultry

Looks like 18 and 20 cents for fancy scalded dressed Turkeys for Christmas. Dux 15-16, Geese 12-13, 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

hours, the rough edges are trimmed with a knife and the salting is commenced.

After remaining two or three days on the wooden shelves in the draining room, the Camemberts are carried to the drying room, where they are kept from six to ten days, according to the season. In this room they should be given considerable attention. Drafts of air which dry out the cheese should be prevented, but enough air should be admitted to prevent the cheese from liquefying. When the molds have begun to grow the cheese are carried to the curing room.

The temperature of the drying room should be from 50 to 54 deg. Fahrenheit, while the humidity should register 85 to 89 per cent. In the curing room 54 to 58 deg. Fahrenheit will be found the right temperature and the degree of humidity 90 to 95 per cent.

The ripening of Camembert is conducted in exactly the same way as Brie. The same molds and the same bacteria are responsible for the changes occurring.—N. Y. Produce Review.

Prospects of the Poultry Trade for Christmas.

As we are rapidly approaching Christmas, inquiries are coming in regarding the prospects and outlook for the poultry trade for that holiday. There is no doubt of a large supply of turkeys being prepared but a large outlet is confidently predicted and a satisfactory market safe to expect, though prices will probably rule a shade below those of Thanksgiving. The sad experience of last year both at Thanksgiving and Christmas in this market, and of the late Thanksgiving at both Boston and Philadelphia is proof conclusive that prices can not be forced too high, and shippers therefore are strongly urged to operate conservatively and not on the expectation of realizing above 18c here for fancy grades of western turkeys. If under favorable conditions a little more can be obtained so much the better, but the general consensus of opinion among dealers here at the present time is that 18c. will be about all that can be expected. New York is certainly the best eastern market at the holidays, owing to its large available outlets. As at all holidays, only fancy turkeys are wanted and shippers can not be too careful in selecting and grading their turkeys, as a handsome appearance always attracts attention and nearly always commands a premium from particular buyers. Keep back all thin and poor birds for a later market.

As Christmas will occur on Monday, buyers will have all the previous week in which to lay in their supplies. If weather is favorable, many dealers,

more especially those from out-of-town, will be anxious to secure their supplies early in the week, but the best selling days will probably be Wednesday, Thursday and Friday. Shippers are urged to time their consignments to reach here not later than Wednesday or Thursday, preferably Tuesday, and make allowances for delays which are often unavoidable at holiday times when all transportation companies are taxed to their utmost. Experience gained from former holidays has shown that considerable quantities of poultry intended for the holiday market were delayed in transit, often arriving after bulk of trade had been supplied, and in many instances not reaching the commission merchant until the day after the holiday, in which cases considerably less prices often had to be accepted than if the poultry had arrived in time.

At Christmas holiday the demand is usually the best for fancy large turkeys and fancy large and fat young ducks and geese, but there is nearly always a good outlet for fancy large roasting chickens and a few fancy heavy fowls will be wanted. Large turkeys should be marketed at the holidays, as after New Years small turkeys have the preference for consumption.

In packing care should be taken to have turkeys closely graded, packing the fancy young toms, fancy young hens, old hens, old toms and the No. 2's separately, marking each package plainly (stencil preferred) as to grade contained, and always send complete and concise invoice of each and every shipment.

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

To Make Camembert Cheese.

A dispatch from Cooperstown, N. Y., states that the International Cheese Co., of that place, has added another brand to its already long list of fancy cheese. This time it is Camembert, heretofore for the most part imported from France. Since the Government work on this variety at the Storrs, Conn., station there have been several movements on foot to establish Camembert factories, but this is the first that has materialized as yet. Mr. and Mrs. Pierre Leugline, experts in this line, have been engaged to superintendent the making of the cheese, and if a creditable quality is manufactured it should command a ready market.

When You Think of Shipping Eggs to New York

on commission or to sell F. O. B. your station, remember we have an exclusive outlet. Wholesale, jobbing, and candled to the retail trade.

L. O. Snedecor & Son, Egg Receivers

36 Harrison St. New York.
ESTABLISHED 1865.

Fancy eggs bring fancy price and we are the boys who can use them profitably for you.

FRESH EGGS 25c F. O. B.

your station this week. Roll butter, wrapped, No. 1 18c, No. 2 14½c. Am in the market for a ton of honey. May I send you samples of Saginaw Noiseless Tip Matches? Write or phone

C. D. CRITTENDEN

3 North Ionia St.

Both Phones 1300

GRAND RAPIDS, MICH.

Egg Cases and Egg Case Fillers

Constantly on hand, a large supply of Egg Cases and Fillers, Sawed whitewood and veneer basswood cases. Carload lots, mixed car lots or quantities to suit purchaser. We manufacture every kind of fillers known to the trade, and sell same in mixed cars or lesser quantities to suit purchaser. Also Excelsior, Nails and Flats constantly in stock. Prompt shipment and courteous treatment. Warehouses and factory on Grand River, Eaton Rapids, Michigan. Address

L. J. SMITH & CO., Eaton Rapids, Mich.

This Week We Will Pay

8c for good veals.

5½c for good hogs. 10c for live chickens. \$1.25 per dozen for rabbits.

Check goes back day of arrival. We make the best sausages in Michigan.

Write for prices on provisions.

WESTERN BEEF AND PROVISION CO., Grand Rapids, Mich.

Either Phone 1254

71 Canal St.

Butter, Eggs, Potatoes and Beans

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

R. HIRT, JR., DETROIT, MICH.

Your orders for

Clover and Timothy Seeds

Will have prompt attention.

Wanted—Apples, Onions, Potatoes, Beans, Peas

Write or telephone us what you can offer

MOSELEY BROS., GRAND RAPIDS, MICH.

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

Place your Thanksgiving order with us now for

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

We are in the market for

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

THE VINKEMULDER COMPANY

14-16 Ottawa St.

GRAND RAPIDS, MICH.

MILLERS AND SHIPPERS OF

Established 1883

WYKES-SCHROEDER CO.

FEEDS

Write for Prices and Samples

GRAND RAPIDS, MICH.

Fine Feed

Corn Meal

Cracked Corn

STREET CAR FEED

Mill Feeds

Oil Meal

Sugar Beet Feed

MOLASSES FEED

GLUTEN MEAL

COTTON SEED MEAL

KILN DRIED MALT

LOCAL SHIPMENTS

STRAIGHT CARS

MIXED CARS

NEW YORK MARKET

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Dec. 16—Coffee has maintained its strength very well, and at the close holders are of the opinion that some slight advance is in the air. At the close No. 7 is worth 7 $\frac{7}{8}$ @8c. In store and afloat there are 4,529,191 bags, against 4,166,095 bags at the same time last year. Jobbers are firm in their views. Mild grades are steady, but sales, as a rule, are of very small lots, simply to repair broken assortments. Quotations are without any perceptible change. East Indias are steady and unchanged.

There is absolutely nothing doing in the way of new business in sugar, and the little business carried on is simply in withdrawals under previous contracts. Quotations are unchanged.

Teas are showing a little improvement from week to week and dealers seem to think that 1906 will show a material change over 1905.

Business in rice appears to be pretty much suspended, and yet the holders are not at all discouraged. They realize that rice is not just the thing for Christmas trees, but, taking "one sign and another," they are pretty generally satisfied with the season's trade and look hopefully to the coming year.

There is nothing doing in an invoice way in spices. Jobbers report a fair trade for the time of year and are sustaining quotations firmly.

Stocks of New Orleans grocery grade of molasses are light and the market is very firm. No change is noted in quotations. Syrups are firm and the market is pretty well cleaned up.

In canned goods tomatoes have taken an upward turn again and buyers appear to be ready to indulge in purchases at about the 90c basis. When they send in orders at this, the same are not snapped up with eagerness; in fact, holders want 92 $\frac{1}{2}$ @95c and seem to think they will get this if they hold off until after the turn of the year. Aside from tomatoes the whole market lacks animation and is simply dragging from day to day. No changes are to be noted in quotations. It seems that the corn pack will aggregate this year about 13,000,000 cases, so we are not to have a dearth of this article.

There is a better feeling in the butter market. The few days of really wintry weather have helped conditions materially, although butter is about the cheapest food we have. The demand keeps fairly active, of course, and yet the supply seems to be sufficient to meet all requirements. Extra Western creamery is worth 24@24 $\frac{1}{2}$ c; seconds to firsts, 19@23c; imitation creamery, 18@19c; factory, 16@17 $\frac{1}{2}$ c; renovated, 16@20c.

Holders of cheese are firm and will make no concessions, believing they will come out ahead if they maintain a bold front. The demand is of an average character, with best grade, full cream, small size held at 13 $\frac{3}{4}$ c and large sizes about $\frac{1}{4}$ c less.

Eggs tend downward. The supply was increased somewhat during the warm days and for even selected fancy white not over 36c can be quoted; this for near-by stock. Finest Western, 27@28c; average, 26c.

Turn Prunes To Vinegar.

The best vinegars are made from fruit juices and heretofore apples have been the chief source of supply, with an occasional resort to pears.

In Oregon, however, it has been discovered that prunes can be utilized for the manufacture of vinegar, which, although very dark in color, is of excellent quality, of a fruity flavor, good body and having a high acetic content. In its manufacture only the undersized and otherwise unsalable prunes are used, the normal fruit being too valuable for this purpose.

The prunes are first washed and then run through a crusher which reduces them to a pulpy mass, which is then inoculated with a pure culture of a specific yeast organism.

This causes a strong and rapid fermentation which results in breaking down the fibrous pulp, reducing it to a clear juice, which is collected and fermented in open barrels.

Upon complete fermentation, which takes about ten days and which yields 10 per cent. of alcohol, the juice is reinoculated with a pure culture of vinegar ferment such as the familiar "mother."

The only objection to prune vinegar is its very dark color, in which feature it resembles malt vinegar, but as the latter finds a ready market in some parts of the country it is believed other superior qualities of prune vinegar will more than outweigh this objection.

Short Sayings of Great Men.

Mark Norris: A man's silences are more eloquent than all the things he says.

Geo. Morse: At bargain sales it is usually the shoppers who get sold.

Milk Inspector McLean: Charity has a suspicion that the milk of human kindness is always skimmed and curdled before it is given away.

Samuel M. Lemon: A man seldom climbs the ladder of fame on the rounds of applause.

Deacon Ellis: Many go forth confident and come home clipped.

Claude Hamilton: Kindness may conquer a mule, but it takes muscle to move an automobile.

A. B. Tozer: A man who can't sing and doesn't try deserves all the door receipts.

Cornelius Crawford: Horseshoes are signs of good luck if they are not picked up anywhere near the race track.

M. J. Clark: If men were taken at their own valuation most of them would be walking around with their heads in the clouds.

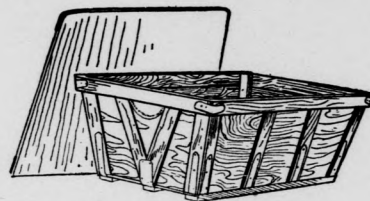
When You Buy Your Mixed Candies

be sure to have them come to you in these

Patent

Delivery

Baskets



They will be of great value to you when empty.

We make all kinds of baskets.

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

To Everybody

A Merry Christmas and
A Happy New Year

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

What Do You Know About Candy?

If you should ask us that question we would tell you that we know **all** about candy. That's our business, and the reputation of

Hanselman's Candies

will prove it. These candies are the recognized standard of quality everywhere, and every dealer who handles them says they are the greatest of profit earners.

Hanselman Candy Co.
Kalamazoo, Mich.

"HONEST GRAFT"

Not only **honeymoon couples** but **everybody** likes that new half pound and pound package we are putting out which contains

Chocolate Covered Nut Meats and Fruit

assorted. Price per dozen \$2.40 and \$4.80. **None but best material** used in our package goods—and demand increasing **everywhere**. Don't forget these in your next order.

STRAUB BROS. & AMIOTTE, Traverse City, Michigan

THE FIRST THOUSAND.

It Was Made by Self-Denial and Economy.

My hardest \$1,000, like everybody else's, was my first to make.

I moved to Chicago forty-three years ago, then a new Western city, where money was no easier to make than now. In looking back I find I had one great advantage over the young man of to-day. I was simply raised. My life until I moved to Chicago at 20 was spent on a farm where the work was hard, the food plain, and the discipline severe, and I was fortunate that it was so, as it implanted ideas of industry, frugality and plain living in me that were permanent.

The curse of many young men to-day is that they learn costly habits early in life and are careless about saving money. In giving advice to young men and in making talks at schools I always advise and charge them to be economical and frugal in expenditures and always to study to cut down expenses—study to cut off any drain or leak found in their savings.

When I arrived in Chicago I had but \$5. I rented a room for \$2 per month, did my own cooking, and lived on less than 50 cents a week. I bought beans by the peck, for I had learned that they were the most nutritious of all foods, which, with cornmeal, which I made into hoecakes, were almost my exclusive diet for two years. Occasionally I bought a piece of bacon to boil with my beans, which I could always get cheap. It annoys me in these modern days to hear working people say that they have to have steaks, roasts, stews, canned fruits, canned goods, etc., to live on, which they can not afford if they would only consider their own financial good.

I got work in a store at \$20 per month, which was good wages in those days, after I had been tried for a few months. In fact, it is enough to-day for beginners. Out of this I saved \$14 every month. My clothing was my most expensive item, but when I learned to buy second hand clothing I reduced this to the minimum, as my employer sold me my beans and cornmeal at wholesale rates, which I always paid him for, although he sometimes wanted to give them to me.

I always was scrupulously honest with him—a thing he did not always appreciate, strange to say. I would wink at no over-sight, or dishonesty, or carelessness on the part of other clerks, and when I noticed any delinquency on their part I reported them. And, while my first employer did not appreciate this, my subsequent one did, and so have I since I became an employer, as it is the only safe way for a clerk to act. It brought down on me when I was under them the dislike of some other clerks, but when I was over them it begat a wholesome fear that had the effect of making them attend to their business.

I stayed with my first employer a year and a half and was, to my surprise, dismissed. In all these years I never have been able to understand this. I was doing more work and

attending more strictly to business than any other clerk. I had forced my way into the sales department when the blow came. The reason for it did not look sound to me then and never has since, "that I was unable to make friends."

It is true I never gave candy to the children that came to buy, nor lost any time in useless talking to adult customers. This some of the women customers did not like, I know, but the practice of clerks entertaining customers is not business, and I made a rule not to do it and did not.

I also learned afterwards that there was a conspiracy among the other clerks against me, and they connived with some influential customers and got me let out.

This dismissal chagrined me, although I left the house with \$300. I had no recommendation, which made me feel I had not the standing I had earned. But my \$300 made me feel a little independent. I was soon in a better store at a better salary.

I had not made my money earn anything for me up to that time, but I now saw an occasional chance to lend small sums at a good rate. I made a practice of lending it on chattels as security. My plan was to lend to one-third of the value of the chattel at 15 per cent., compounded monthly. I frequently had things left on my hands, but I generally managed to sell them at a good profit. At the end of my third year I had \$600 and I had not allowed my living expenses to creep up.

The conducting of this loan business helped me, and gave me a standing wonderfully. I soon saw a chance to extend my business considerably, as people were in the habit of coming to me to borrow money. I got in the habit of borrowing from the banks at 7 per cent. and 8 per cent. and lending it at 12 per cent. and more. By making small loans on winter clothing in the spring, and summer clothing in the fall, I was able to get good suits and overcoats at a nominal cost.

I was much criticised at this period, and called hard, but to all such criticism I had but one answer: "It is business." Frequently those who were loudest in their criticism were meekly trying to borrow from me within a few months, which was all the revenge I wanted. At this period I was harassed by a swarm of people who had learned I was making money, and were trying to get it from me by every known device.

The barber wanted to shave me, the restaurants wanted me to take my meals with them, the bootblack wanted to shine my shoes, the tailor wanted an order for a fine suit, the shoemaker wanted to make me a pair of shoes, then came the peddler, the canvasser, the book agent, the solicitor for every other house and store in town, the kind hearted man who is always taking up a subscription for some one or something. Then I was asked to join lodges, societies, associations, churches and a hundred different things which are gotten up to give one a chance to spend his money.

One argument that they each and all used was that these "had to live," but they were told they did not have to live out of my pocket, and were so repulsed that they generally let me alone after the first visit. These are the people who generally load down a young man with so many expenses that are "fixed charges" that the charges eat up his income. Almost every one of them is unnecessary, and a young man can win no more important victory in life than that of denying himself all these things. They will be found to be superfluities; the indulgence of any one weakens one to resist the allurements of the others.

At the end of four years I had far over my first \$1,000, and, better still, I had grounded myself with the principles of self-denial, temperance, economy and thrift, that have been of incalculable benefit to me.

The making of the next \$25,000 was easier to me than was the first \$1,000, and the principle of thrift which I learned and practiced in getting my first \$1,000 have enabled me to hold and protect all I have made since.

George B. Hufford.

Don't swap the will for the deed unless a lawyer witnesses the deal.

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.

Duck and Corduroy Coats

With Blanket or Sheepskin Lining

Our Stock is Very Complete

Prices Right

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



Lot 180 Apron Overall
\$7.50 per doz.

Lot 280 Coat to Match
\$7.50 per doz.

Made from Stifels Pure Indigo
Star Pattern with Ring
Buttons.

Hercules Duck

Blue and White Woven
Stripe.

Lot 182 Apron Overall
\$8.00 per doz.

Lot 282 Coat to Match
\$8.00 per doz.

Made from Hercules Indigo Blue
Suitings, Stitched in White
with Ring Buttons.

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



Shirts, Collars and Cuffs Sold Ahead for Spring.

Enquiry among the representative shirt houses as to the present state of trade elicits the reply, "Nothing new in shirts now excepting that everybody is sold up for spring." When large retail operators were questioned as to how they found the spring market, they replied that manufacturers have been insistent in urging the placing of early orders if prompt and satisfactory deliveries were wanted. Some buyers even at this late date seem disposed to accept with considerable salt salesman's statements regarding the "sold up" state of affairs as "the same old gag," yet having heard it so often and from every shirt house, are now better convinced that there is very much fact about it.

Although manufacturers, when placing their first mill orders for piece goods anticipated a good season by ordering more yardage than for the previous spring, they found business coming so freely that they were obliged to duplicate early with large purchases of additional amounts of goods. Quick selling numbers have since been duplicated on more often than for any previous season. And because of these heavy repeats the shirting mills are crowded with orders and the factories are waiting in some cases for as many as 500 pieces to be delivered on order. And there is not much prospect, according to the mills and the factories, of receiving goods on order before March and April. It therefore follows that if the manufacturer is up against more trouble than usual on repeat business, the retailer will certainly be affected thereby.

There exists a pretty brisk state of affairs at the mills when a shirt manufacturer is obliged, in order to get a sufficient yardage on a good selling style, to get two and three other mills to copy and make the style that the original mill can only supply a small quantity of. Salesmen on the road were not out two weeks for spring before they had oversold on the best numbers.

This unusual activity is not alone peculiar with the domestic mills, but affects the foreign cotton mills similarly. Foreign houses are sold up on madras goods to the first of March, thus proving that the season has not been rushed on popular and low-priced goods alone. The foreign representatives of shirting accounts report that they do not recall a season like it.

There is every indication of a madras season for spring. Prints have sold well in low and popular grades, but the woven goods overtop them.

It is worthy of mention that some old-fashioned shirtings have been the largest sellers for spring. Stripes are in the front rank, particularly woven white pencil stripes on pastel

color grounds. These lead in both plain and pleated front styles. Stripes of dainty description have been prominent now for two seasons and will reach the zenith of popularity next spring, according to report.

Checks have come into great prominence for the forthcoming season. There are checks of all descriptions, neat and fanciful, quiet and gorgeous, and in greater profusion than ever. After reference is made to stripes and checks there seems to be little of anything else to talk about, although, as a matter of course, there are the customary assortments of staple whites and blacks, solid colors, whites, and so forth. But there is so much more color than before that colors are to the forefront.

Dealers everywhere have sold more stiff shirts than in a good while. It is surprising, too, in connection with the reviving hold of the stiff front, how dealers look back upon last winter and see the mistake that was made in the general effort to promote soft goods "out of season." New York appears to be the only large city in the country where dealers are not doing a great big business in stiff bosoms. They are getting some trade; in fact, more than in several seasons before, but not a volume at all comparable with what dealers the country over are getting. Perhaps there are too many dry goods stores in the metropolis selling soft shirts, for these stores say they are doing about as well with the stiff ones as with the negligees.

One of the largest dry goods stores on Broadway, however, has had a different experience. This store's furnishings department has had a phenomenal season on stiff shirts. The buyer says it is, perhaps, because he has handled his shirt stock differently, he has had such magnificent results.

He has done precisely what this department advised retailers to do, push the stiff bosom stock forward, giving it only prominence and keeping the soft fronted Oxfords, cheviots and madras put away out of sight, to be taken out only when called for. Seeing only stiff bosoms on sale, people have bought them, and the store has made a gain of 20 per cent. on its total shirt sales for September, October and November. This furnishings man says that so far as his own trade goes he has actually turned the season into a stiff shirt one.

It is significant considering that other stores complain of a rather indifferent shirt season and blame the weather for it.—Apparel Gazette.

What a Wife Should Be.

In a recent competition as to who could offer the most novel list of qualities desirable in a wife one contestant offered a catalogue of virtues in which only the letter X was found to be lacking. According to these requirements a wife should be amiable, beautiful, chaste, dignified, entrancing, fair, gentle, handsome, intelligent, joyous, kind, loving, musical, nice, obedient, pretty, quiet, rich, sedate, talented, upright, virtuous, witty, young and zealous.

Hermanwile GUARANTEED CLOTHING

The style and the fit make the sales. The style and the fit of

**"The Best
Medium Price Clothing
in the United States"**

have never been equalled at the
Price

SAMPLES ON REQUEST

If you have not received our booklet, "A FEW TIPS FROM THE AD-MAN," we will gladly send you a copy.

HERMAN WILE & 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.

Status of the Underwear and Hosiery Trade.

The closing month of the year promises to contribute substantially to the big record of orders thus far established during 1905. Conditions governing the movement of undersuits and hosiery nowadays are in strong contrast to those prevailing in former times. It used to be that once a season's line was declared ready, all that generally remained to be done was to follow a routine course in disposing of the merchandise. Now, however, it is quite different. The present demand for choice novelty treatments is so great that were a house to introduce its full collection of fancy effects at the initial showing, the average haberdasher, after having made his selections, would be inclined to pronounce the balance of samples submitted as undesirable stock. Under the advanced system only certain new numbers are included in the first displays made by some representative wholesale firms. Then in regular sequence, as circumstances warrant, the entire series is placed on sale, and so the market is protected.

Among the latest styles in imported half-hose are fine hand-made black grounds with double strands of pearl embroidering done in shepherd plaid design. This dainty pattern also comes with split foot, in natural. A wide range of solid colorings is in evidence in silk plated hosiery for spring shipments, light shades predominating. Rich, narrow stripings command considerable attention. Several radical departures from the conventional are revealed in lace figures and drop-stitch combinations. Lavender and maroon are by no means negligible quantities, notwithstanding rumors to the contrary. The fact is conceded that grays will play a leading part in near-future deliveries. The assured popularity of these tones is ascribable to their adoption by manufacturers of clothes and their endorsement by the mode.

Road salesmen report from different sections heavy early buying in this respect. The tendency manifested toward incorporating high tints in the category of staples is a significant feature of the metropolitan market. Approved hues comprise royal purple, hunter green and olive, cadet blue and seal. The request for tans is firmer to-day than throughout the past twelvemonth. Gauze isles and mercerized half-hose muster larger assortments than heretofore. A call is developing for neat Jacquards and bracelet stripes. For immediate selling spirited enquiry obtains for superior quality balbriggan, merino and cashmere hosiery. The holiday consumption of knit goods promises to be unprecedented.

For 1906 the variety of better-grade foreign and domestic lightweight undersuits is probably the most diversified ever known. Dependable brands of mesh underwear are winning additional success. Both woven and knitted athletic-shape garments are daily gaining converts. The former (two piece) are cut with coat-shirt, while the latter are fashioned (one piece) to conform to indi-

vidual proportions. No more reliable indication of the widespread favor being accorded to sleeveless shirts and knicker drawers could be adduced than to state that the output of producers taxes the limit of capacity and still promises large further gains.

This basis affords a good plan whereby the seller may be in position to exhibit to his trade something really worth while at stated intervals, instead of the goods being offered en bloc. This scheme is successfully practiced in other branches of the men's wear industry. From the viewpoint of the discriminating buyer, that which he has not seen before, if it possess actual merit and intrinsic value, appeals to him in no equivocal manner, and he is thus led to buy further.—Haberdasher.

Recent Business Changes in the Buckeye State.

Alexandria—C. L. Marshall & Co. are succeeded in general trade by W. D. Brooks & Co.

Aurora—Frank Hurd, cheese manufacturer at this place, is dead.

Cleveland—Jos. J. Raus has sold his hat and cap business to Nathan Roth.

Delphos—King & Williams are succeeded in the drug business by King, Williams & Leilich.

Fremont—The business formerly conducted by J. H. Sole, manufacturer of church organs, will be continued in the future by the J. H. Sole Church Organ Co.

LaRue—Kreinbuhl & Rodgers succeed Kniffin & Kreinbuhl in the dry goods and boot and shoe business.

North Lewisburg—Spain & Lane succeed W. S. Coffey in the general merchandise business.

Painesville—Geo. W. Curtiss is closing out his stock of shoes and carpets.

Springfield—The Select Telephone Manufacturing Co. succeeds C. D. Juvenal & Co., dealers in electrical appliances.

Springfield—Henry Lucksinger is succeeded in the grocery business by Lauer & Walker.

Cleveland—The creditors of Lulu F. Bell, milliner, have filed a petition in bankruptcy.

Cleveland—John P. Brunner, baker and confectioner, has made an assignment.

Cleveland—A receiver has been appointed for Harry Walton, meat dealer.

Dayton—The creditors of A. Mickler, dealer in men's shoes, have filed a petition in bankruptcy.

Elyria—A petition in bankruptcy has been filed by the creditors of the Hummel Engine Manufacturing Co.

Piqua—A receiver for the Union Grocery Co. has been applied for.

Roseville—A petition in bankruptcy has been filed by the creditors of the Premium Merchandise Co.

One Crop Too Many Now.

It is predicted that Siberia will be the greatest grain-producing country of the future, but it is not likely that this will come about until they quit raising so much of the other crop in Russia.

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



Special 30 Day Offer

Only \$13.85

Retail Value \$19.25

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

Michigan's Exclusive Office Outfitters

The Sherm-Hardy Supply Co.

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

When writing for catalog mention the Tradesman.

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.

WHAT IS HE MADE OF?

Iron Men and Putty Men and Men in Between.

Written for the Tradesman.

"How about the position for my son?"

The old merchant put a wrinkled hand on the shoulder of the anxious father who wanted to get his son started in the grocery business.

"What is he made of?" he asked.

"I don't understand."

"Well, have him come in here some day. I want to talk with him—I want to see him and size him up."

"Oh, he's all right. He is down at Toledo now, you know, and it would be a lot of bother for him to come up here, unless he comes to stay. Why can't you tell me now whether to have him come or not? You will find him to be a steady, reliable boy."

"I want to see what he is made of," said the grocer. "There are iron men and putty men and men in between, and I want to see just what sort of material your son is made of."

"I always had an idea," said the father with all the assurance of a man stating an accepted fact, "that we are all made of flesh and blood."

"There's as much difference in flesh and blood as there is in any other formation," said the old merchant. "Lincoln was flesh and blood, but so is the lazy pig, grunting in the mud. There are as many varieties of men as there are of fruit. For instance, there is the luscious sweet orange, and there is the hard, sour natural apple. Your son may be an orange or he may be an apple."

The father hardly knew whether to get angry or to pity the old man because of his failing faculties. Yet the grocer was considered the best business man in the country town, where he had become rich and respected, and so the fond parent hardly knew what to make of his latest remark, comparing men to fruit growths.

"In humanity," continued the grocer, "there is something more than form and flesh and training. We call it personality, but that is not a good word for the strange flesh and brain ingredients which make a Washington of one man and an idiotic loafer of another. I have often thought that men are like soup. There is the fine rich bouillon and there is the rabbit track soup."

The father stared. If he had not been a very polite man he would have backed away in the direction of the door. He thought the old man was going crazy with his talk of men like fruit and men like soup.

"I don't quite comprehend," he finally said.

"You know what bouillon is?" asked the grocer.

The father nodded.

"Rich and fine and all that?"

"Of course."

"But you don't know rabbit track soup?"

"Never heard of it."

"Well, to make good the comparison, I'll tell you how to make rabbit track soup. You may boil it, and spice it, and flavor it, and work over

it for hours, yet it is nothing but rabbit track soup, just as you may take some boys and educate them, and teach them manners, and stuff them with the commonplaces of the world, and—but I'll tell you how to make rabbit track soup and perhaps you can draw your own conclusions."

"It is a new one on me," said the father.

"You go out in the woods after a light fall of snow," said the grocer, "and take with you a basket and a pancake turner."

The father came very near starting for the door.

"You find a little huddle of bushes and you hunt around until you find the trail of a rabbit. If the snow is light you will have no difficulty in seeing the tracks quite plainly."

"But about this soup?"

"I'm coming to that. When you find the tracks don't step on them or disfigure them in any way. The long, deep tracks are the best, for they are made by fat rabbits."

There was no weapon of defense in sight, or the father would have taken possession of it.

"Then you insert the pancake turner carefully under the track and lift it out without breaking it. You must not take too much snow with it, for that will make the soup too weak. Just get the track out of the snow and put it in the basket."

The father's mind hastily covered the wretched future of this old man, gone to pieces mentally after years of successful business life.

"Then you take the rabbit tracks home, and put them in a cold kettle. If the kettle is warm that will spoil everything. Before you put the kettle on the fire put in some water, and some milk, and some salt and pepper. You may leave the milk out if you see fit."

"But I don't see where the substance comes in," said the father, resolved to humor the old man.

"And when the soup comes to a boil you put in vegetables and such things, and butter, and celery and you have quite a good dish. That is rabbit track soup. It is cheap and some children like it very much."

"But what have the rabbit tracks, which you can't by any manner of means take off the snow and put into the basket, got to do with the soup?" asked the father.

"You may take some boys," said the old man, "and educate them, and teach them manners, and fill them with the commonplaces of the world so they will think as others do, and move about automatically, but when you get all this done, you've got just what you put in. There was no foundation, no character to start with. How many rabbit track men do you know? Men who move about through life apparently as intelligent as anyone until an emergency arises? Men who haven't the right spice in their body? Men who are like rabbit track soup? All there is to them is the filling?"

"Yes, yes," said the father, slowly. "I think I see. I'll have the boy come up here, and you tell him this rabbit track story, and if he under-

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Make the best kind of breakfast food for cold weather.

They warm the blood.

Also the "cockles of the heart."

They are nourishing, appetizing, invigorating and satisfying.

They give one a comfortable, well-fed feeling.

After a breakfast of good hot pancakes one can go out into the cold rejoicing.

But sell good Buckwheat.

Sell ours.

It's the old-fashioned kind—the kind that's all buckwheat.

No rye flour, low-grade flour or middlings in it.

Just buckwheat.

Simon pure, "hot off the griddle."

We have lots of it so don't be disappointed or put up with a substitute—get the genuine.

It sells like hot cakes.

VALLEY CITY MILLING COMPANY

Grand Rapids, Mich.

Facts in a Nutshell

BOUR'S
COFFEES
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WHY?

They Are Scientifically

PERFECT

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Detroit, Mich.

Main Plant,
Toledo, Ohio

stands you hire him, and if he does not you just kick him out of doors and I'll get him a job on the grade. I'm not going to put several thousand dollars of seasoning and substance into a rabbit track soup."

And the old grocer leaned back in his chair and chuckled.

Alfred B. Tozer.

Clerks Should Be More Lenient in Criticism.

Written for the Tradesman.

"An old lady came to my 'cubby' some time ago," remarked the young lady cashier at a certain grocer's, "and the minute I set my eyes on her I sniffed trouble.

"She was a little wizened-up old woman, who walked with the uncertain step peculiar to people of her age. I felt sorry for her because her life lay behind her, but that was about all the sympathy she excited in me, for she had a stern, forbidding look on her face, from which all good nature must have vanished long ago, if it ever rested there, which seemed doubtful. All the lines of her features indicated a harsh, unyielding disposition, and her jerky manner and sharp answers to my one or two questions concerning the business in hand but confirmed the unpleasant impression created by the gloom of her countenance.

"She had the sort of unfeeling look in her cold, buttermilk eyes that makes you shudder and cross yourself, and that impels you to 'thank your stars you don't have to live with that old woman!'

"However, when I came to learn, through a third party, the unfortunate situation in life of this same crabbed old woman, my impression of her began to have the edges taken off a bit, and became so modified that I wondered that she did not look even more repellent. Reason enough for the worried, haggard look on the old lady's face and the wrinkles of discontent.

"In the first place, away back in her youth, which up to her marriage had been a joyous one, she was joined in wedlock to the 'wrong man,' as the words go. There had been another beau to her string, and he it was who held her affection. But by a strange perversity of Kismet, she married the 'other fellow.'

"And there you are! Her whole life has hinged on that momentous step fatal to her happiness.

"Two daughters were born and grew up, not making the home life the most cheery. There were always bickerings and faultfindings in the home-nest; the dove of peace never hovered there long.

"The two sons were also ingrates, returning scant goodwill for all that was done for them.

"With this rasping condition of domestic matters, imagine what it meant when all four of the children married and brought their consorts under the one roof!

"Add to this conglomeration, in course of time, a third of a dozen children, and the old lady's husband grown peevish and otherwise disagreeable, wanting to spend for liquor the little money they had accumulat-

ed in days a trifle palmier, and you have a fair picture of a present wretched state of things.

"It requires infinite toleration to live at all in such a mix-up, and patience is no longer one of the old lady's characteristics.

"Of course, between her and her own girls there is a little better feeling than between her and the 'aliens,' but circumstances have come to that pass that there is a precious small amount of love lost between any of the grown-ups. On account of extreme poverty they are compelled to live in common quarters, where everything is at sixes and sevens, let alone sevens and eights! It takes fortitude of no mean order to keep the best side out where the dispositions clash, as in this instance.

"The old lady's daughters married fellows who are 'beneath them' as regards the social stratum; these fell far short of the ideal she had had in mind for them. And, as for the sons' wives—'Well, the less said about them the better,' the old lady has been heard to say more than once.

"And so, in consideration of all the turmoil in which she is involved, and that through none of her doing, small marvel that her physiognomy is seamed with anxiety and trouble and that her manners are brusque—the surprise is that the woman is not even more ill-natured.

"Now, instead of a feeling of aversion towards her, I have only pity, and the wish that in some way her lot may fall in pleasanter places. And I am taught this lesson in my business—and out of it, too, for that matter: To be more mild in my judgment of people by their looks; to make allowances for them if their manners are not the most suave.

"Since I heard the story of this old lady, if a person at all resembling her approaches my 'cubby,' I lecture myself so-fashion: 'Perhaps the life which this one lives is fraught with enough annoyances and disappointments to drive an ordinary person insane.' And straightway I become more charitable in my estimate.

Clerks and others much thrown in contact with the buying public would do well to adopt this cashier's new-found leniency if they are inclined to be a bit severe in their criticisms.

W. Kew.

Could Not Look Pious.

A young man who had secured a position in a mercantile house in Philadelphia had at the recommendation of a fellow employe engaged board and lodging in a private family. The family were extremely devout. Before each meal a long grace was said. To their dismay and horror the new boarder sat bolt upright while the others at the table reverently bowed their heads. When the second day passed and the man from the South evinced no disposition to unbend the good lady of the house could endure the situation no longer. "Atheism?" asked she sharply. "No, madam," humbly responded the new boarder, "boil."

What can't be cured can be turned into cold cash by doctors.



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ADAM GOLDMAN, Pres. and Genl. Mgr.

HARDWARE

Best Way To Overcome Catalogue House Competition.

The matter of catalogue house competition and how to best overcome the same can best be told by relating an experience that came under my personal observation while traveling in Northwestern Wisconsin over a year or so ago.

In this territory, bordering on the banks of the Mississippi River, Chicago catalogue houses were particularly active and aggressive. I was sent over the territory to find out the actual conditions and how best to overcome same. The catalogue houses had put out an alluring bait by offering a five drawer drophead sewing machine at \$8.95, and so eager were they to get their catalogues in active circulation, that they were paying 50 cents and freight on every catalogue that was delivered to a resident farmer that had money—more or less—and which he was not afraid to send away to some distant mail order house for some article which he saw listed in the catalogue at what he considered a bargain price.

How well I remember the plans I made and what arguments I could best advance to keep our dealers in line and at the same time hold up and increase the volume of my trade. It was a cold, raw, blustering morning when my train pulled up at the station of —, a town of three thousand, situated not so many miles away from the Mississippi and I made my way to the hotel and thence to the dealer's store. It was with much relief that I found the trade had already solved the catalogue house problem and the key to the whole situation was to fight the catalogue houses with their own goods and with their own medicine.

My dealer grew very enthusiastic as he told me how he had his rural friend John send to the catalogue house for one of their \$8.95 machines and how, after its receipt, he placed an advertisement in his local paper and mailed circulars to the farmers throughout his county advertising the machine at 25 cents less than the catalogue house asked for it.

"Now," he said, after showing me his advertisement and printed matter, "I keep one of these machines on hand constantly and I tell my customers if they want a machine of this caliber I will deliver it to their homes at 25 cents less than they can buy it from the catalogue house and I also make it very strong to them that if at any time within four or five weeks they are in any way dissatisfied with the machine, they are at perfect liberty to return it and I will allow them exactly what they paid for it on the purchase price of one of my regular machines."

Some months later I had occasion to visit — again, and called on my old friend and asked how his plan of bucking the catalogue houses worked out, although I knew by the

number of repeat orders he had sent in that the plan must have been a success. "Why," he said, "do you know, those circulars I mailed are working yet. Every day or so a farmer will come in and ask to see that \$8.95 machine. I treat him very nicely, but before showing him that cheap machine, I give him a good strong talk and show up my own machine and then wind up by comparing my machine with the catalogue house machine and I haven't failed yet to sell my machine in a single instance. Why," he continued, "if every dealer in the land or even a goodly portion of them would take up and follow this plan, the catalogue houses would soon have to find some other bait than low prices to catch the farmers with. Of course," he went on, "it takes a little effort and some time and money to carry out this plan, but I have got it all back and more and I have sold more of my better grade of sewing machines this season than ever before, and, best of all, I have practically wiped out the catalogue house competition of this section."

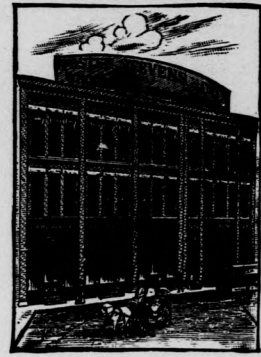
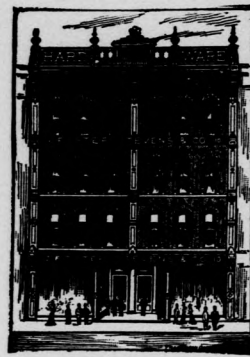
This plan is unquestionably a good one and with certain modifications could, I believe, be worked to good and profitable advantage to every up-to-date dealer.

I would suggest that the dealer follow up his newspaper advertising by mailing circulars or dodgers of the advertisement to every farmer in his county. Then follow it up with another circular letter, say a week or ten days after the dodger has been mailed. In other words, let your trade know just what you propose to do and after you get the people into your store, you will find it a comparatively easy matter to swing them over to purchasing your better and higher grade sewing machines.

If a proposition has life in it, and this one certainly has, the thing to do is to get it before as many people as possible, as quickly as possible and as cheaply as possible. That is the long and short of the follow-up circular letter in a nut shell, and I believe that the dealer who tries this plan will derive the best and most profitable results if carefully followed up with a series of follow-up letters.

The first mission of a circular letter, in fact, of any letter, is to be seen. Notice, I say it is only the first mission. It is not the greatest. The greatest mission is to convince. Before any letter can convince or convey any message whatever, it must be seen by the reader for whom it is intended. Every letter of a series of circular letters should be a part of a long connected story. This story is the story of your goods. It should tell in the long run just why your customers should buy your sewing machines—just what particular advantage they have that other machines do not have—what the prices are where prices can be quoted to advantage and the various things about your way of doing business which will appeal to them or convince them.

In the circular letter, more attractive than fine pictures, more potent than fine language alone, are the



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

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Always Uniform
Often Imitated
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No Talk Required to Sell It
Good Grease Makes Trade
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FRAZER Hoof Oil
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MICHIGAN STORE & OFFICE FIXTURES CO.

JOHN SCHMIDT, Prop.

To make room will sacrifice our counters, show cases, typewriter desks, wall cases, partitions, etc. We have one complete bar outfit—will sell at half value.

79 South Division St.

Grand Rapids, Mich.

Warehouse on Butterworth Ave.

why and wherefore of the goods—the reasons. All letter argument is simply the setting forth of two main reasons—reasons why the reader ought to buy—reasons why the seller sells. The buying reason is grounded deep in Human Nature. Readers are not content to be told that your sewing machine is high grade and is to be sold at a popular price. First, Human Nature wants to know the price. Then it wants to know whether the machine sews—how it sews—how long it will sew, and what you propose to do about it if it stops sewing within five or ten years. When Human Nature has all this evidence, it can come very close to knowing whether it is worth while to consider buying your sewing machine or not.

From this you will note that the circular letter is really a secondary salesman. In other words, it is expected to go out and tell the story of your business to customers; to give descriptions; to quote prices and to get orders. I believe it will do all this, if it is properly constructed, but in order to do it, it must consist of something more than a mere mass of descriptions and prices. It must embrace good, sensible reasons as to why the sewing machine described should be purchased instead of another make. It must try to point out the advantages of your sewing machine and show just where it is to the interest of your customer to purchase your sewing machine. It should demonstrate to your customer the advantage of buying your machine over any other.

There are a few things that the circular letter can not do, no matter how good it may be or how wisely placed. First, it can not restore health and strength to a broken down business that is drawing its last breath and has not enough vitality to take any nourishment. Second, it can not sell enough of a poor article to make it profitable in the long run. Third, it can not sell very much of a good thing if an equally good and well advertised thing is sold at a lower price.

And it can not do the most good, anyhow, unless it is pretty good itself—unless there are thought and method in it—business argument—interesting details—reasons—facts. On the other hand, there are a few things that a circular can do and will do—that it is doing right along. Circular letters of the right sort will help any legitimate business under Heaven that deserves help. Backed up by the right goods and prices, it will do more to build up a business than any other one force known to the business world. Under its influence, a small business will grow in that easy, continuous way that pays after spurts and booms are dead and forgotten. It widens and extends the big business' along safe, sure lines. It will pull many a business man out of the hole when it is a matter of finding a wider market for a good thing and finding it promptly.

All this the wise use of the circular letter has done, is doing and will do and if the dealer will use it wise-

ly or use it in a sewing machine follow-up campaign as above indicated, the results will be more than gratifying and he will have the satisfaction of keeping in close touch with his customers and the chances are big, if your customers have any idea of sending to the catalogue houses for any article they see advertised, they will first consult you, and then, with proper salesmanship on the dealers' part, the balance is easy.—G. H. Dirhold in Hardware.

What Constitutes a Hardware Store?

One who claimed to be a "well posted" hardwareman, writing in a recent number of a hardware trade publication, very severely criticised the growing tendency on the part of the up-to-date hardware dealer to broaden and expand his business by adding side and outside lines. The trend of his argument against all expansion in this direction was that few hardware stores carried a complete stock of hardware. Let the hardwareman first have a store where everything in hardware can be found; then let him talk about other lines of merchandise. Such was the standpoint of this writer, "who had come in close touch with many hardware dealers in many parts of the United States and found few stores with a complete hardware stock." Why tell the dealer about these side lines—calling his attention to the paint and painters' supplies trade; to sewing machines; telling him about sporting goods; showing him how a good business may be built up in silverware and Christmas goods? Why continually advising and constantly urging the dealer to put in other goods, when his stock of regular hardware is not complete? Why not rather push the dealer to carry a better, more complete stock of hardware?

That was a position taken by this "well posted" hardwareman, who rigidly maintained that if the dealer would concentrate in this way his efforts more closely on hardware, his would be more truly a hardware store and his business thus concentrated would also be more profitable.

Now, in the first place, it's perfectly plain that it would be well nigh impossible for any merchant, outside of the very largest centers, ever to be able to carry a complete hardware stock; even to have everything in the line that might occasionally be asked for. The attempt to have such a store would necessitate a very large capital, and the carrying out of such an idea would at once create a large amount of almost "dead" stock.

Then, too, there is much in the regular hardware line that is sold on a very close margin, and, after taking out the cost of doing business, is actually handled at a loss. The wise dealer is he who is endeavoring to eliminate as much as possible such goods—where it's not absolutely necessary to carry them. All business is gradually being done on a closer margin. It is, therefore, of great importance to increase the volume of trade—and to do it with profitable goods—there it is that the wide-awake merchant is ever on the lookout for any lines of merchandise that

will fit well in his stock and find a ready sale. If certain goods are not profitable and are not business bringers they should be supplanted with other and more profitable lines. Thus it is that the various trade publications are urging the hardware merchant to take up the sale of much in merchandise that may not be hardware, but that will find a ready place in the store, and it is this that many thoughtful hardwaremen are doing and making their business more profitable, and, in many cases, more pleasant to handle.—Hammernail in Hardware.

Not Entirely Alone.

As he entered the car he saw at a glance that there was one seat with a young lady in it, and he marched straight down the aisle, deposited his overcoat, sat down and familiarly observed:

"I entirely forgot to ask your permission."

"That's of no consequence," she replied.

"Thanks. Just arrived in the city, I presume," he ventured to remark as he glanced at the bundles and grips on the floor nearby.

"Not exactly."

"You're all alone, eh?"

"Almost, but not quite. My husband is the conductor on this car, the motorman is my cousin and my father and a brother are in the seat back of us."

"Aw! Aw! I see," gasped the man, and the floor of the car suddenly became so red-hot that he lighted out without another word.

A New Savings Bank

Beginning Monday, November 6, we will supply those who wish it a handsome nickel plated pocket bank. Its size is 2¼ x 3½ inches and it is flat like a card case.

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

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

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

Enclosed and mailed anywhere for five cents postage.

OLD NATIONAL BANK

50 Years at No. 1 Canal St.
Assets Over Six Million Dollars
GRAND RAPIDS, MICH.

PILES

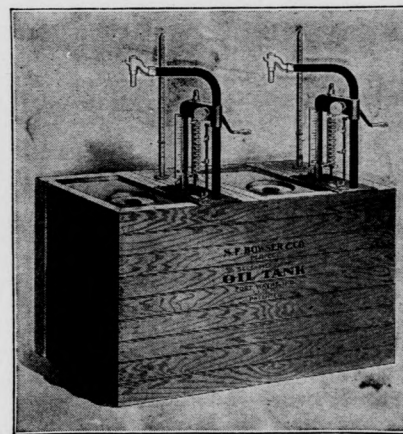
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**Chloroform,
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Dr. Willard M. Burleson
103 Monroe St., Grand Rapids

Booklet free on application



DOUBLE FIRST FLOOR OUTFIT

YOU pay the cost once, only a small sum at that—then you have the outfit and the saving begins. This in a short time equals the cost; after that it's all profit. If on the other hand you continue in the old way, you lose day after day. Why not begin the saving now? We guarantee the

Bowser Self Measuring Oil Tank

is a profitable investment. Investigate—it will cost you nothing for full particulars. Ask for Catalog "M." **BETTER WRITE NOW WHILE YOU HAVE IT IN MIND**

S. F. Bowser & Co. Fort Wayne, Ind.

CLERKS' CORNER

An Object Lesson for Every Woman Worker.

The successful story of the successful youth is usually told in a way that gives the reader to understand that something of an extraordinary nature had to do with the personality or the environments of the one told about. Such stories don't usually count for much, because the one who reads sets the story aside as something not applicable to himself because of the lack of the thing extraordinary or unusual. Most clerks are just common mortals with nothing out of the common to either recommend them or to lure them forward. They have to get ahead by their own efforts and the worth they prove, or not get ahead at all. That was the case with the one I am going to tell you about this time—and this one is a girl.

Mame was Irish, and proud of it. That was one thing for which I always rather liked her. Her mother was a widow with four children to raise, for the oldest was not a dozen years old when the father died. The home was paid for, but there was nothing to pay the living expenses. The mother was an expert at nothing but keeping a good house, and she worked at what came to her hands to do, principally washing for a few people she had known for years. Mame was the youngest. She had seen how her oldest brother had succeeded in becoming a partner in a grocery, the next in becoming the manager of a fruit store, her sister sent through normal school had become a teacher in the public schools, and it made her unwilling to think of burdening her mother with any cares on her account.

The older children were able to assist the mother by the time Mame was 17 and through with the high school, and there was no more washing for the old lady. Mame's inclination was toward working in a store, and it was at the time when the idea of having "lady" clerks struck that small city pretty hard. She got a job in a store that was just started. They paid her \$2.50 a week to begin with, and she had to live on that. The firm considered that very good wages for a girl just out of school and able to board at home with her mother—and maybe it was.

It was the kind of a store that made great noise about selling domest flannel for 3¾ cents a yard and "the best gingham" for 4 cents, insisted on claiming the best safety pins could be sold for about a cent a paper and "linen table damask" for 25 cents a yard. Such a store couldn't pay very high wages and certainly didn't try. What Mame learned, she had to pick up wherever she could and in any way she could. There was one clerk who possessed "experience" and drew five a week, and the rest were as green as Mame.

The store ran on a low scale for a few months and found that it didn't pay in that town, so they tried to reach a little higher and get a little of the better trade. Mame had had considerable experience in struggling with the dickering customers who want something for nothing and frequent the cheaper stores, and she was somewhat prepared to handle with firmness the occasional customer who began to come for the class of goods the store later put in. She progressed in eight months to \$3.50 a week and hoped for more. Then the proprietors sold out and the new owners changed the character of the place.

They discharged those girls who had proved no good and kept those that showed aptitude for the work. Mame was among the latter, and at the end of the first year was getting \$4 a week—a pretty good price for the work she had done, or rather had been able to do. Better goods and better customers came to the store. One of the proprietors was a fine fellow and attempted to help the clerks along, but the other was dyspeptic and surly and put many dampers on the hopes and ambitions of the clerks.

The fascination of the work grew upon Mame, and she was near the head of the list by the time she was 19. She took hold of everything that came in her way to do much as her mother had taken hold of the task of rearing the family. The work had to be done, and the sooner done the better for all concerned. That was the spirit that ruled the work of the girl. She had no choice in customers. She took everyone that came to her and did her best, understanding that the thing to do was to sell the customer and at the same time please that customer, if possible. Her Irish wit stood her in readiness to see a point and to grasp a situation, but she could not have done that if she had not been in earnest in her work.

One morning she found a ten-dollar bill on the floor near the door—dropped from the hand of some customer. As was the custom, she took the money to the office and left it for a claimant. The understanding with such things was that the finder should have the article if an owner did not appear to claim it within sixty days. Nothing more was thought about the money until several days after the term of sixty days had expired. Then Mame went to the office and enquired if anyone had ever claimed the bill. No one ever had, and she asked for it. The cupidity of the surly partner overcame his better judgment, and he refused to let her have the money, claiming that cash found in the store certainly belonged to the owners of the store.

That same day a store down the street that had never hired a woman clerk made her an offer of a position at \$7 a week, without even asking her what her present wages might be. The firm had often heard of her, knew her brothers well and knew that she had many friends, and the offer was made on the strength of it all. Among her friends was a young law-

yer to whom she appealed to know what to do about the found money. He was also told of her offered place in the other store. He immediately took means to obtain the money for her and advised her to take the new place, as she would have a hard time to remain in the old store, whether or not she took means to recover the ten dollars. She got the money and took the new place. That was where I first knew her personally.

Having known many women clerks of all ages and inclinations, I expected nothing else than a girl with a strong bunch of small talk and chatter, a piece of fancy work and a lot of calling friends. I was disappointed and pleased to find that she was not that sort. She knew a few things about fancy work, but she did that work at home and used her knowledge to aid her in selling goods. She had friends, but she never spent a moment talking with them after a customer appeared to be waited upon. Her eye was always on the main chance, and the main chance was always the opportunity to sell something. She understood perfectly what she was hired for and proposed not to disappoint her employers.

She was not a peach or a pink of perfection. She had a little temper and a tongue that was sharp when used to flay someone who had trifled with her sensibilities. Hardly a clerk but had a tilt with her over something, but there was not a clerk who did not have a heap of respect for her because of her ability and her determination to do the thing that was

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open to be done, no matter what it was. She despised rubbish on the floor behind the counter, and the young man who had the courage to spit on the floor after she had once scored him for it, was a brave one. She could sell goods, and she had the wit and sense to control her temper when dealing with customers. I never heard her get mad but once, and then the customer finally got the best of her and refused to buy. She told me the next day that it did her good and taught her a lesson. That was the readiness of her perception and her understanding of the purposes of keeping a store.

I have seen her tackle any sort of a customer that came in, and if the men clerks were busy and she was unoccupied when some man came to look at clothing, she would take him to the clothing department and show him the goods. I have known her to sell more overcoats in a day than any other clerk in the store. I have also known her to take a customer to the carpet stock and show that customer every piece of goods she could handle, while waiting for some of the men to get loose and come to her assistance. If she wanted stuff from the reserve and no boy was on hand to send, she would go after it herself, in order to save time and be sure she got what she wanted. She was business from top to toe, and she was business because she understood what business was for and what it meant to the people who had hired her.

There were no department stores in that town, in the sense of confining clerks to particular stocks, so she could pick no preferred position of work, although we attempted to keep her confined to those goods that naturally belong to women to handle. The firm was preparing to dissolve and we told Mame that if she had an opportunity to get a good place that we would not only aid her but we would be glad to have her get it for her own good, offering influence, if she wanted it. That was after she had been there three years. She went to a large city forty miles north and within a week had a place in the women's underwear stock. There I lost sight of her for two years.

One day, while there on business, I went to look her up and have a little visit with her. She was glad to see me and welcomed me heartily, but her department was full of customers, and she frankly told me she could not talk with me much then. It was impossible for me to call upon her at her home after store hours, so she found time to tell me she was then first call in the stock, and the buyer had informed her the week before that she (the buyer) was going to leave in three months and the place would undoubtedly be given to Mame.

After she had been there four years, I again went to the store to see her, and she told me that she had entire charge of the women's furnishings in underwear and corsets and did a part of the buying in hosiery. She was getting a hundred a month, her mother was keeping house for her, up

on the East Side and everything was prosperous and happy.

She was one of the best, if not the best, of women clerks that I ever knew, and she had nothing to either recommend her as extraordinary nor an influence that placed her above the ordinary, excepting her determination to do the thing expected of her, and to do it the best she possibly could. There are hundreds of other women clerks who have the same possibilities. How many of them realize it?—Drygoodsman.

Cranky Clerks Don't Make Future Trade.

Written for the Tradesman.

My 4-year-old nephew got it into his precious little noddle that he must have a child's set of garden tools.

I had had considerable running around to do and it was almost 6 o'clock of a Saturday night when I reached the hardware store where I do a share of my trading.

The big room was almost deserted. The goods were ranged mostly around the sides, with floor cases here and there and wide spaces stretching between.

A little skinny, wizened-up old maid with an aggressive air came forward to wait on me. She acted as if I were offering her a deep affront to be there at all.

Not, "What can I do to serve you?" in a pleasant tone did I hear, but, "What do you want?" spoken as if she would like to bite a ten-penny nail in two.

"I came to get a child's set of garden tools," I mildly ventured, trying to infuse cordiality in my manner toward the Icicle.

"What kind do you want?" she asked in the same snappish voice.

"I don't know exactly—I'll have to look at them."

She led the way across the spaces, her heels clicking ominously the while.

"Here's all we got," she said as she noisily rattled around in the hardware, finally fishing out just what I wished, had the articles been in proper condition. But the handles were so very dirty from rough usage that it was difficult to realize they had ever been fresh from the factory, and the steel—that was completely encrusted with the yellowest of yellow rust.

"All you have?" I repeated regretfully—without the "got," however. "Oh, I wanted nice clean handles, and no rust," I objected, thinking how I would appear giving such a shabby trio of tools as a gift! And I told her they were for a favorite child—relative and that that was why I was so particular.

Then I asked the price.

"Ten cents. Yes, they're rusty—that's why they're ten cents," she answered laconically, and I was surprised that she volunteered even that much information.

"How much when the tools were new?" I questioned.

"Don't know."

If she had added, "What's more, I don't care," I should not have been surprised; her vocabulary seemed composed mostly of monosyllables.

"Well," said I, terminating the disagreeable interview, "I'm sorry you haven't what I want—I'm afraid the little man wouldn't like these, he's so clean about everything."

The Ancient One relapsed into a sullenness that was profound and depressing and there seemed nothing more to say of a propitiatory nature.

I retraced my steps to the outside and was glad when I reached the door, for She walked murkily along behind me like an Indian with a tomahawk.

I slipped out with a sigh of relief, glad to exchange a word about the inclement weather with the floor-walker, who, although "homely as a hedge-fence," had a smile as expansive as that of the Man in the Moon.

As I left the establishment I made up my mind that it would be a colder day even than that before I would again trouble that Cross Old Girl.

At the next store where I asked for the tools a clerk just as old, and also with some of the indelible marks of oldmaidhood about her, came down the aisle to meet me.

And then the odd coincidence transpired that this place also had but one set of child's tools remaining, and these were in the same unsatisfactory shape as those shown me by the Frowning One.

But the second old maid was of the jovial, bubbling-over sort, with a "quip and a crank" for everything going.

I had to leave here without making a purchase the same as at the other store; but this clerk was so al-

together "comfy" that on my way out I dilly-dallied to inspect some beautiful mother-of-pearl manicure goods, and found what suited me to a T.

My Uncle Jack has promised me for a Christmas present a ten-dollar gold piece, and I am to get with it "just what I please."

"Just what I please" is to be a certain handsome mother-of-pearl set for the care of the nails, and Old Maid Number Two is going to be given a chance to see the "color of my money." J. T.

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WHICH WON?

Renewed House and Renewed Spirit
To Govern It.

Written for the Tradesman.

The Byfield neighborhood was getting uneasy. Folks were saying that Jim Amidown and his wife were getting by the ears, and if the truth was known it had been going on off and on for a good while. When it got so that a man and his wife wouldn't look at each other nor speak to each other things were pretty bad, and it was all the worse in a case like this where they were well-to-do and well thought of and were expected to be looked up to. Another thing neither Jim nor Naomi was quarrelsome. Of course she was a woman and had to have her way round the house and the dooryard, too, when she felt like it, and most of 'em do, and when it comes to having the last word—well, now-a-days you have to ring off, to have it, before you get through saying what you feel as if you must. They were both of 'em good and kind-hearted folks as ever lived, and to have this come now after they had raised up a big family of children was simply scandalous, and it did look as if somebody ought to interfere—that is, you know, do a little neighborly work on the quiet and put a stop to the thing.

Of course the neighborhood took sides, promiscuously at first, but finally it settled down to a question of sex, the woman behind the coffee-pot glaring at the man with the carving knife, and both thinking things that ought to be unutterable and trying to utter them with an earnestness worthy of a better cause. "It's a burning shame, that's exactly what it is. There that woman has worked and slaved going on forty years, nipping and saving outdoors and in for the sake of having a home of her own, and now with the farm paid for and her house furnished and the time come for them to enjoy it, if they are ever going to, that big, overbearing Jim Amidown gets on his paint and war bonnet, the savage!—that's exactly what he is—and won't speak to her because she turned over his griddle cakes the wrong way!"

That was the general idea generally expressed. Martha Wilcox gave a more personal application to the matter in hand as she passed her husband his third cup of coffee, who to her mind looked the opposition he didn't think it best to express.

"When I think of the years and years that that woman has drudged and drudged on that old farm I wonder that she's alive; and there wasn't a prettier girl or a smarter one in all Brookfield, North, South, East or West, than Naomi Batchelder the day she married Jim Amidown. She had the pick o' the county—they were married the summer after we were, you remember, and you can keep on with your grinning if you want to—and from that day to this if she hasn't more than held up her end of the yoke I should like to know who has. Where it's going to end I don't know; but if I were in her

place he'd find out before sundown what I'd do."

"I guess he would, Martha; what would that be?"

"Be? Leave him—that's what and that's what every woman in Byfield is urging her to do."

"Like enough that would be a good thing for both of 'em. You don't happen to have a swallow more of coffee, do you? Seems as if you've got an extra hitch on it this morning. I just as lief keep another one of them gems from getting cold as not. To my mind they're better hot. I was thinking about Jim and N'omi the other day and wondering what it's all about. Let's go over there. With such a good breakfast as this aboard it won't make much difference if they don't give us a very good dinner. If I remember she never was much of a cook. Doesn't run in the family. Remember the dough-nuts old Mrs. Batchelder used to make? The only light thing about 'em was the hole in the middle, and even that looked considerably discouraged sometimes. I hope you'll have a cleaner napkin than you had the last time we were there—all covered with egg and m'lasses, wasn't it?—an' I'll bet if you get a look under the bed you'll find she's not swept under there since Adam was a baby. I've a little fussin' to do 'round the barn first. Then I'll harness up an' we'll ride over. 'T's just the day for a ride."

"It's more likely than not," remarked Wilcox, as he turned into the road, "that the Amidowns won't be over 'n' above glad to see us, and I guess, Martha, if you don't care you might as well let me drop you and take in Jim and go on with him to the village. I'll take him over to the hotel and give him a good dinner and I believe by the time we get

ready to come home I can cheer him up a little and get him to look at the right side o' things in a sensible sort of a way. I sort o' thought of it at breakfast. Jim isn't mean or ugly, and I'd be willing to bet a good deal that if he could have one of your omelets for breakfast every morning, backed up by such gems and coffee as you gave us, we wouldn't hear any more of this rot about parting. My opinion is there's considerable blame on both sides, and if anybody can straighten things out it's you and I. So you smooth down N'omi's feathers while we're gone and I'll take Jim in hand and we'll stop this rumpus in short order."

It seems to be a conceded fact that when a project of this sort is started in good faith everything helps it along, so it wasn't at all strange that they should find Jim Amidown turning out of his lane as they were turning into it. The greeting on both sides were hearty, and it did not require much urging to induce Amidown to go back and, with Mrs. Wilcox and his team disposed of, to go on to town with the friend of his boyhood.

"Was rather glad to see you this morning, Duty," Amidown began when they were fairly under way. "You see, I've made up my mind that N'omi and I can't get along together without snapping and snarling an' that's no way to live. It's growing worse and worse and one or the other of us has got to quit and I guess it had better be me."

"How long's this thing been going on?"

"Ever since Ellen Jane was married. It began with getting her ready. There was a lot to do and nobody to do it, and as I did so hate to have her go I wanted to keep around where she was and got to

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doing whatever was handy. After she was gone I stopped, but N'omi didn't. She kept right on. What was intended as a favor was looked upon as a duty and was exacted with an order. Of course I backed up. Then the Old Harry was to pay, and because I won't go and come at her beck I'm—there isn't a name bad enough for her to call me. That's all there is to it and I had just started for Judge Evans to take the matter in hand and take me out of To-phet!"

"Don't s'pose you ever knew how near Martha and I came to having a split, did you? 'Bout four years ago in just the same way. I went around hot as a peppercorn, getting madder and madder, wondering what it was all about. I kept my eyes open and at last I fancied I saw something and followed it up. This is what I got on to: For something like twenty-five or thirty years a woman with a family has to be at the head of things, and in the thick of it hasn't the time to explain much. Necessity makes her arbitrary, and when she gives an order it has to be done and right then. That goes on for years and when the children are grown up and all married off she finds nobody to order but you, and you have to take it. You won't stand it, and there 't is. Quick's I saw that I concluded to bring back the old conditions as soon as I could. The first young one I could find was Jakey and I set him to doing chores. Martha took to him at once and the minute she began bossing him she loosened up on me. 'Long at first I felt sorry for him; but kids and other animals expect to be ordered and don't mind it, and it wasn't a week before Martha and I were back where we belong and having the time of our lives. The fact is, Jim, N'omi has got to have somebody to order around. If there's nobody else, it's going to be you. You won't stand it, and when she tries it you flare up the same as any man would. I don't know how far you've gone, but we got so that talking to each other was pretty hard work unless we were saying sharp things. That doesn't do, you know. After a man and his wife have lived together long enough to bring up a family of children, it does not add much to their credit, my way of thinking, to make fools of themselves when 'a leetle mite of strategy,' as the man said, will keep things straight."

"Then you'd try that, would you?"

"I certainly would. I'd keep away from the judge, anyway. I'd try the doctor instead of the lawyer. I'd just go to Dr. Neelly and tell him all about it. He can take you one side and tell you N'omi is working too hard and that you'll have a sick woman on your hands if she doesn't have help. That'll give you a chance to wonder whether those Anderson twins couldn't be brought in. They're somewhere about 12 years old, I guess. The boy's just the size for what chores you want done and the girl's just ready to begin with the housework. It'll be a little tough on them along at first, but you can

make it up to them in a thousand ways. What do you think?"

"I think there's a good deal in it. It looks to me like one of these rules that works both ways; and I guess, if the truth were known, that the bossing business may be a little overdone on both sides of the house. I never thought of it before; but it comes as natural for me to order anything 'right straight off' as it is for me to breathe. Humph! What an easy thing it is to be a fool, especially if we're born so! When we get to the village put me down at the doctor's and I'll be ready to go back by the time you are."

"I'll wait for you. I'm going to get my wife a rather nice dress if I can find one; and I wonder how 'twould work for you to get one for yours from the same piece? Makes a deal of difference when we've been especially cantankerous, you know."

With matters thus kindly cared for at one end of the line it must not be supposed that indifference was going on at the other end. The watchful eyes of Mrs. Amidown noted with consternation the fact that Mrs. Wilcox was coming up the lane—the most notable housekeeper in the neighborhood—and there was a prompt and brisk attempt to "red up" the kitchen before the arrival of the unexpected guest, an attempt which included considerable personal attention, so that, when the hearty greetings were exchanged, things were a little less at sixes and sevens.

"Don't you say a word, N'omi. When Duty said he was going to town I told him I was coming as far as this with him, and when he said I'd got to be spry, spry it was. I pushed the table back against the wall and the dishes to the back side of the table and covered them with the tablecloth, and there they are. So if you don't care I'll help you wash the dishes and we'll have them straightened out in no time."

When two women, friends from childhood, get together they are apt to begin away back and clear up things as they go along; and it was not a great while before the two got down to "what the neighbors are talking about."

"I'm not going to put up with it. Ever since Ellen Jane went away it's been nothing but snarling and fault-finding and I—"

"Yes, I know; but that's what we have to put up with if we can't stop it. They are all alike. I stopped it. Duty got into the same way. After the children got into homes of their own he got it into his head that I was to blame for everything that went wrong and I got scolded accordingly. Then I remembered that there was where the children came in. They were used to it and rather liked it. I didn't and after living three or four days once without speaking to him, I determined to change things. I fed him the things he liked. I kept the table looking as if we were going to have company and then one day when I filled him with apple dumplings until I knew there was only one thing in the wide world that he wanted and wouldn't take, I went up to him and put my arms

around his neck and gave it to him plumb on the mouth! Men aren't alike by any manner of means and perhaps Jim wouldn't take to that sort of treatment; but he has his way and you know it and you ought to try it. Why don't you?"

You ought to have seen Naomi Amidown while her friend was saying that. She stood with a hand each on a handle of the dishpan and with open eyes and mouth glared at the woman wiping dishes. When the full stop came she looked down upon her dirty dress and dirtier apron, glanced into the little looking-glass on the clock shelf at her unkempt hair and face and with an earnestness which had the tone of conviction in it she exclaimed, "Martha, I'll do it and I'll begin now."

That is about all there is to it. When the men came in—Jim wouldn't go to the hotel to dinner—there was a renewed house and a renewed spirit to govern it, a splendid dinner, a satisfied party of diners; and—Naomi Amidown did exactly what Martha Wilcox said she did once on a time. Two new silk dresses from the same piece and made exactly alike, with two happy women in them, went to church a fortnight after, and only yesterday when some one asked how the Amidowns were getting along the only thing said in reply was, "What, did you hear that nonsense, too?"

Richard Malcolm Strong.

It is better to marry a housekeeper than an heiress.

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Some of the Perils of the Mother-in-law.

Those of us who do not possess a mother-in-law are in the way of thinking of her as an invention of the comic papers and a perennial source of humor without which many industrious joke-makers would be deprived of their bread and butter. It seems, however, that this light-hearted view of the situation is merely the swagger and braggadocio of those who undervalue a danger because it does not threaten them personally, as the man who sits safe and peacefully by his own fireside can point out how charges ought to have been made and victories won on some far-off battle-field.

Inasmuch as Adam and Eve are pretty nearly the only married couple that never had to face the mother-in-law question, it looks as if the combined wisdom and experience of humanity for some thousands of years ought to have been enough to discover some solution for the problem. Somebody ought to have found a way of effectually squelching the old lady or else of getting along with her in peace, or, one would think, the mother-in-law herself would have risen to the sublime heights of self-abnegation of keeping her finger out of her son or daughter-in-law's pie and let them be happy in their own way. Apparently none of these desirable things have happened, and so far from the mother-in-law trouble being settled it grows worse all the time.

The matter ceases to be a joke and becomes a very serious proposition when you think that the interference of the mother-in-law causes more divorces than drink or infidelity or all causes combined. A distinguished divorce lawyer has been compiling some statistics on this subject, and he declares that mothers-in-law cause two-thirds of the divorces. In seventeen of the Middle Western States, since last January, 457 divorce suits have been filed in which the husband accuses his mother-in-law of having induced his wife to leave him. In these same states forty-seven suicides have been caused by the mother-in-law taking too much interest in her children-in-law's households. In four of the Eastern States wives are suing their mothers-in-law for alienating their husband's affections and separating them from the man who swore to leave father and mother and cleave only to them.

This state of affairs is explained by the growing custom of young couples going, as soon as they are married, to live with the parents of the man or the girl. Young people marry before they are able to set up a home of their own and they settle down to live on the old people with an inevitable sequence of bickering and strife that spoils all the sweetness of life, even if it does not end in divorce.

Nor need anybody wonder at this. The only surprise to a rational being is that anybody is so foolhardy and values their happiness so little as to be willing to risk being dropped into a strange family to whose ways they must conform, whose cooking they must eat, whose prejudices and religion and politics they must adopt under penalty of everlasting argument. It has all the restraints of a penitentiary and its inevitable result is to make the man or woman so placed feel like a criminal and yearn to commit a few murders.

The first year of married life is a hazardous one, because it sets the key for all the years that are to follow. If it is hard for a man and woman raised with different ideals and beliefs and habits to adjust themselves to each other even with all the love they bring to soften each other's angles of character, how infinitely difficult, how well nigh impossible the matter becomes when the unfortunate man or woman must adapt themselves to a whole family who stand looking on with coldly critical eyes, always ready to find fault? If all brides who go to live with their husband's people were a happy combination of the meekness of Griselda and the patience of Job and were blessed besides with being deaf and speechless; if all the bridegrooms who take up their residence at the home of the bride's mother were models of wisdom and tact and discretion and gallantry, and added to this a complete knowledge of the art of adroit flattery, the experiment might not be a foreordained disaster. As it is, in the present imperfect state of human nature, it is an act of criminal folly that nobody in their senses ought to contemplate for a single instant.

The theory of acquiring a new daughter or a new son is a charming one in romance, but it does not hold good in real life. It is a cold fact that one's mother-in-law always regards one with suspicion. Every mother is on the watchout for her daughter-in-law to impose on her son. Every mother is determined to protect her daughter from her son-in-law. The things that Mary Jane may do if she is her daughter, Mary Jane may not do if she is her daughter-in-law. If Tom stays out of nights and Tom is her son, she thinks he is unduly persecuted if his wife meets him with a curtain lecture, but she is ready to call time every night at 7 o'clock on her son-in-law. Women simply can not be just in these matters, and there is no use in their assuming that they can. Every mother on earth thinks her daughter-in-law ought to do her own sewing and economize and that her daughter's husband ought to hire a seamstress and send his wife off for the summer.

Tradition has pictured man as the chief sufferer from the mother-in-law. This is because in voicing complaints men have had the floor and because they are less patient under affliction than women. What the husband endures from the mother-in-law who attempts to run his house is

nothing to the agonies the woman goes through from her mother-in-law who polices her every action and criticises her every word. Women are much more apt to like their sons-in-laws, anyway, than they are their daughters-in-law, and, besides, a son-in-law, if he is at all eligible, is always a welcome addition to a family, whereas the daughter-in-law rarely is regarded as anything but an intruder. A mother can always enter into her daughter's feeling to a certain extent about falling in love with a man, but she never understands what on earth could have induced her son to fancy the girl he marries and, in her secret soul, she always believes him to have been taken in.

One of the pathetic features of the mother-in-law evil is that the woman who wreck so much happiness do it with the best intentions in the world. It is always hard, probably, for a professional to stand silently by and see an amateur bungle the game, and one can understand how a woman who is an experienced housekeeper and who has raised a large family of children must be tempted to interfere and run things herself when she sees an incompetent young wife wasting and mismanaging Tom's hard-earned money. It seems actually criminal to Tom's mother, but, if she has sense enough to know it, there is something more important than a few dollars at stake. There is personal liberty and the right to the pursuit of happiness and the privilege of running her house in her own way that is the inalienable birthright of every woman. If Tom's mother has the justice to grant his wife this she will make an adoring daughter of her. If she refuses, she has an implacable foe who, sooner or later, will alienate Tom's affection from the mother who bore him. This is worth remembering. The loss of a son's love is a pretty high price to pay for the privilege of criticising your daughter-in-law.

It is a natural vanity for every mother to suppose that her way of doing things and her theories will be a lamp to guide her daughter's feet when she goes to housekeeping, but she forgets that in making a home her daughter's husband has the privilege, as the one who pays the bills, of at least an equal share in determining its tone and introducing the habits and ideals to which he has been accustomed. I have in mind one home that was broken up by the intemperate temperance opinions of a mother-in-law. The woman in question was a rabid prohibitionist and anti-tobacco and anti-everything else sort of a person. Her daughter was a charming and amiable young girl who married a jolly, good-natured fellow who had been reared in a somewhat Bohemian fashion. He had lived in a bachelor apartment where he smoked all over the place, where friends were welcome at every hour, and it had probably never even occurred to him that a glass of wine or beer could be regarded in the light of dissipation.

When he married he established a

delightfully arranged home and prepared to spend the balance of his life in happiness with his beautiful young wife, when the mother-in-law descended on them. She scolded her daughter until she wept about departing from the right ideals in which she had been bred. She raised a rumpus about the tobacco smoke. She froze out all of the old friends and went into hysterics over the wine at dinner and literally drove the husband to his club, where he could enjoy himself in peace. The end of that household was divorce and alimony. The mother succeeded in establishing her daughter's home on the lines of which she individually approved, but the price it cost was the happiness of two innocent people.

Of course, there are a few cases where mothers-in-law are angels in disguise and where they only enter a home to bless it, but such instances are so rare as not to affect the general proposition that the man or woman who deliberately elects to live in the house with a mother-in-law takes their happiness in their hands and makes a plunge into a sea of trouble in which they stand precious little chance of surviving. No man has a right to ask a woman to run this risk or to propose marriage to her until he can afford a home, however humble, in which they can be alone, and fight out their differences of opinion without any member of his family or hers to referee the quarrel.

In the cases where the fatal step has already been taken it is surely not too much to ask that the mother-in-law will take counsel of good sense, and make the sacrifice, if need be, of letting the young couple, whose well being after all is dear to her, work out their own salvation in their own way. Above the door of every man and woman's happiness there is a no trespassing sign, and a mother-in-law enters in and intermeddles at the peril of the peace of all concerned.

Dorothy Dix.

One Oil Always Scented.

"No, we don't perfume axle grease, nor do we scent the oil used on the journals of freight cars," said the dealer, "but there is one lubricating oil that we do scent, and that is the fine oil used on dentists' drills.

"Such drills, tiny little drills of beautiful workmanship, are made nowadays for use in every possible position. There are drills that project from the shaft at a right angle, this being made possible by the daintiest little bevel gearing you ever saw within the drill head. Others are set at an obtuse angle and others, again, are set at an acute angle.

"With one or another of these various drills you can drill out a hole in any tooth in any direction, up or down or from the front or the back or the side, but, of course, the little drills wouldn't run smoothly or nicely without lubrication and you would not want to put fish oil in a patient's mouth, already suffering enough, probably. So here is where scented lubricating oil is used."



*No shoe dealer willingly
loses customers*



*Mistakes on the part of clerks or
proprietor send customers away*

One Never Argues

about change, charges or money
paid on account in a store where a
National Cash Register is used

A cash register means much to the customer.
It is a bookkeeper, inspector and cashier, and
watches the merchant and his clerks to prevent
errors and mistakes that may mean loss to
customers. That's why the merchant has it

*Shoedealers are invited to visit N. C. R. factory or send
for representative who will explain N. C. R. systems*

National Cash Register Co.
Dayton

**N. C. R.
Company**
Dayton Ohio

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

Please cut off here and mail to us today

Name

Address

No. of men

THE ANTISEPTIC BABY.

We can sterilize his bottles, we can boil his little mug;
We can bake his flannel bandages and disinfect the rug
That envelops him when he partakes of medicated air,
But there's one impossibility that leaves us in despair—
And a not unjustifiable alarm, you will allow—
To wit: We fear 'twould never do to sterilize the cow!
We are careful of his hours, we are thoughtful of his toys;
We are mindful of his sorrows and judicious of his joys;
We are prayerfully considerate of needful discipline.
Of our little "Mother Handbook" and the precepts writ therein;
And we strive to render sterile all designed for mouth or tum,
But one frightful danger menaces—we can not boil his thumb.

MAKE BOYS THINK.

Athletics Do More Harm Than Dime Novels.

Written for the Tradesman.

"We're getting up a ward athletic club, and we need money to buy apparatus and pay hall rent," said a bustling citizen who was always mixing in some alleged public enterprise. "How much will you give?"

"What kind of apparatus?" asked the druggist, leaning back with a smile on his face.

"Oh, rings, and bars, and hand-balls, and all that sort of thing," was the reply. "And we want a good room for the boys to pass their evenings in, too."

"And boxing gloves," suggested the druggist.

"I suppose so," was the reply.

"And a mat to wrestle on," continued the merchant.

The bustling citizen nodded.

"And a big foot ball."

"I guess so."

"And foils?"

"Of course. How much shall I put you down for?"

The druggist smiled more sweetly than ever and the bustling citizen thought he saw a ten coming out of the cash box.

"It will be well invested," he urged, seeing that the druggist was not moving toward the financial center of the store very swiftly. "How much?"

"Not one cent."

"What! You can't mean it."

"But I do mean it, my friend."

"You're the first merchant to refuse."

The druggist only smiled.

"If you'll get up some club that will make boys think," he said, "I'll put down a hundred."

"Why, this will make them think."

"Of what? Of prize fights, and

murderous foot ball games, and base ball on Sunday? That's about it. It will make them think they are the whole thing for muscle and make bullies of half of them."

"Well, you are the first man I've struck who doesn't believe in athletics," said the bustling citizen.

"I do believe in athletics," was the reply, "but not in that kind. The average boy gets exercise enough without the churches, and the Y. M. C. A., and the schools getting up athletic clubs for him. His mind is sufficiently far away from his studies and his work without hearing of muscle and brute force from the pulpit and the school forum."

"Why," said the bustling citizen, "I think it keeps the boys out of bad company."

"Look here," said the druggist, "who are the heroes of these would-be athletes? Sullivan, Corbitt, foot ball toughs. Who are the leaders in these ward, school and church clubs? The boys with the biggest arms. The boys who can run fastest. The boys who win any old way in a contest of strength or endurance. It is not the students, the boys who are painstaking in their studies and their work. There is too much of brute force leadership in the world now. What we need is more mental athletics."

"But you must amuse the boys."

"How do these clubs amuse them? During the summer they think of nothing but ball, and every vacant lot has a game on Sunday. In the winter many of them hang about pool rooms, waiting for scores and talking of fights and contests in which men would stand no show if bulls were eligible for entry."

"I know a lot of boys whose health has been improved by athletics, and who will now make good citizens."

"And so do I. And I know of a lot of modest young fellows who have become sallow-faced, pimpled, cigarette-smoking bullies by hanging out around these club rooms. You may put twenty good boys in a club and it will be to their advantage, but you put one tough boy in that bunch and he will ruin half of them. And in a collection of that sort you will find plenty of tough ones who think and talk nothing but athletics. This craze for muscle-breeding is worse than the craze for dime novels. If a boy reads dime novels he will soon tire of them and go to something better, but if he is a crank on athletics he refuses to develop his brain and becomes a failure in business or a road worker. There are too many youngsters now who will grow up without an education to become day laborers. They will have muscle but nothing else."

"I never suspected you of being a crank," said the bustling citizen, scornfully.

"I am not crank enough to go about the ward with a book under my arm, asking men to give money to help exercise youngsters who have too much exercise already," was the reply. "These athletic clubs fill the pool rooms in winter, and in time they fill the saloons. Athletics have ruined more college students than they have ever helped. If you want your boy to become perfectly developed, pick your company for him and set up a neat little gym. at your own home."

"I can't afford it."

"It will be cheaper in the end."

"I can't see it that way."

"Well, you follow the trend of this athletic club business, and you will see that the boy ought to be educated at the top and not at the biceps and in the legs. The brain is all that separates a man from an animal, and the better brain you give him the better he will get along after he gets started for himself. Give the boys physical training if you want to, but keep them away from the gang that talks and thinks athletics from morning until night."

And the bustling citizen went away without a contribution.

Alfred B. Tozer.

Talent is made up of two ingredients: time and trying.

ALABASTINE

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

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

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Grand Rapids, Mich

New York City

OUR CASH AND CHARGE SALES BOOKS
DUPLICATING BOOKS

ARE SATISFACTION GIVING, Error Saving, Labor Saving Sales-Books.

THE CHECKS ARE NUMBERED, MACHINE-PERFORATED, MACHINE-COUNTED. STRONG & HIGH GRADE-CARBON

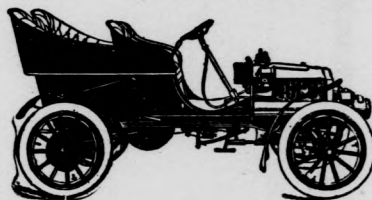
THEY COST LITTLE

BECAUSE WE HAVE SPECIAL MACHINERY THAT MAKES THEM AUTOMATICALLY.

SEND FOR SAMPLES AND ASK FOR OUR CATALOGUE.

W. R. ADAMS & Co. MAKERS - MICH. SALES BOOK DETROIT.

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

A FEW POINTERS ON THE FAMOUS "AIRO-LITE" LIGHTING SYSTEM

It supplies from 600 to 1000 candle power pure white light at every lamp, at a cost of only one-third of a cent per hour for fuel—cheaper than kerosene lamps. It is perfectly safe and reliable. It is made of the best material, and is sold on its merits alone. It is positively guaranteed, and that guarantee backed by a reputation of many years' standing. It makes no noise—no dirt—that it will do all we claim for it.

If you are still using unsatisfactory and expensive lighting devices, and are looking to the betterment of your light, and the consequent increase in your business, write us today, giving length, breadth and height of space you wish to light, and we will make you net estimate by return mail.

189 Elm St. WHITE MANUFACTURING COMPANY, Chicago Ridge, Ill.

Importance of Taking Interest in Your Work.

A very important item in the salesman's alphabet is this: "Let nothing shake your faith in yourself."

In other words, if you think you are going to sell your man, you'll be pretty apt to do so. Never lose confidence in your own ability; if you get weak-kneed and begin to tremble when he asks for something you haven't got, he will notice it and come to the conclusion that you don't know your business.

If you are thoroughly familiar with your stock, it goes a long way toward inspiring confidence in yourself.

A fellow who helps out occasionally on a busy Saturday can appreciate this fact better than any one else. When he starts to wait on a customer, he doesn't know where he is "at;" he will ask for a certain shoe, and the extra man doesn't know whether he has it or not, and if he does happen to know that it is in stock, he can't find it without asking questions, and even then he doesn't know whether he has the size required or not.

It is very embarrassing all around, and when the customer sees him asking questions of the other clerks, he loses faith in his ability to wait on him properly.

Knowing the stock thoroughly is very important for the clerk who wishes to have faith in himself.

"Observe rigidly every rule of your house."

If you are hired with the understanding that you be at work at 7:30, don't come poking in at 7:45 or 8 o'clock; if you are allowed forty-five minutes for lunch don't take an hour; if you are warned against guaranteeing patent leathers, don't swear to your customer that they won't crack; if you are required to dust off all the shoes once a week, don't put it off for three or four weeks; in short, do what you are hired to do, to the best of your ability.

"Repeat strong points of your selling talk occasionally."

In other words, be well posted on the shoe you are showing and enlarge on the points which, in your judgment, will make the deepest impression on your customer.

Find out as nearly as you can what he most desires in a shoe, and keep that feature prominently before him.

If he hints that he wants comfort above everything else, enlarge upon the welt feature; if you are showing him a vici kid, emphasize its softness and pliability; if it's a calkskin leather, explain that the wear will be satisfactory and that it won't peel up and look ugly.

Some clerks are cranks on the fit of a shoe, and it's a mighty good hobby to ride. If your man has had trouble with ill-fitting shoes, give him to understand that you are going to take special pains to give him a comfortable fit. If you have good reasons for urging a certain shoe, repeat occasionally its strongest points, but avoid an argument, if possible. Present its merits in such a way that there will be nothing left for the customer to object to.

Give him to understand that you know whereof you affirm.

"Talk earnestly and always to the point."

Occasionally a fellow will come in who likes to "visit," and who appreciates a little "jolly," but the majority of your trade comes in to buy shoes. Before getting too flippant and attempting to be funny, it would be well to mentally size your man up. You will find that in most cases he will appreciate earnest talk, right to the point.

"Utilize every peculiarity of your customer to appeal to him."

What a customer thinks is frequently at variance with the facts in the case. Some imagine that they have a very low instep, when it is reasonably high; some think their toes come to a point, when they are nearly square; some contend that they have a narrow foot, when it takes a D last to fit it properly; others are dead sure that they can not wear anything but a wide freak last with any comfort, and so on down the line.

When you strike a man that is peculiar in any way, utilize that peculiarity to appeal to him. Don't dispute him.

If he is sure his instep is low and the ball of the foot wide, and that nothing but a combination last will fit him right, so be it; get it for him; if he illustrates with his fingers how his toes are piled up on each other, express appropriate sympathy and urge a freak last; if he declares that nothing but a Blucher will give him any comfort, get it for him, if you have it; if not, convince him that he is mistaken, if possible.

"Watch your customer's face while you talk to him."

It shows indifference on the part of the clerk for him to be showing a shoe to a customer and at the same time holding a conversation with a visitor or one of the other clerks, with his back turned to the customer.

If you keep your eye on him, you can better see what impression you are making and you will be better prepared to meet his objections. You are getting paid for showing him every attention, and should watch him closely.

"Xtend to all a friendly greeting."

Very important, indeed. When you first approach a customer, the impression he receives will go a long way toward determining whether he buys of you or not.

If you strike him as being a pleasant, friendly sort of a fellow, he will be much easier to handle than if you met him with a long face, indicating that you hated to do it, but was obliged to.

Courtesy is never lost on any one, and although your customer may appear cross and surly, a pleasant greeting will go a long way toward establishing a friendly footing.

Be as pleasant toward the plainly-dressed laboring man as you would to the capitalist.

"You must be ever on the watch for new schemes."

Don't be a mere machine; use your head. Your employer will welcome

any suggestion you may make toward the betterment of his business. If he doesn't fall in with all your views, don't get discouraged; keep on thinking harder than ever.

See if you can't make some different arrangement in keeping the stock that will facilitate waiting on trade; suggest a different way of trimming the windows; see if you can't make some improvement in his advertising; study up some better way of keeping a stock book, and in other ways take the same interest in the business as if it were your own.

By close attention to business you will make yourself a valuable man, and when a vacancy occurs higher up, you will be a logical candidate for the position.—Drygoodsman.

Recent Business Changes in the Hoosier State.

Hartford City—O. V. L. Hacker is succeeded in the buggy and implement business by Hacker & Fleming.

Columbia City—The lumber business formerly conducted by S. J. Peabody will be continued in the future by the S. J. Peabody Lumber Co.

Terre Haute—W. R. Miller is succeeded in the grocery business by Miller & Swartz.

Wabash—James D. Beck is succeeded by Beck & Logan in the commission fruit business.

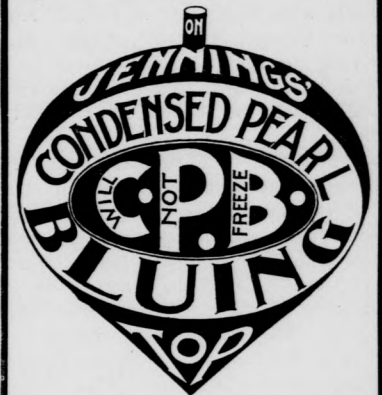
Peru—The creditors of Albert Beck, grocer, have filed a petition in bankruptcy.

Warsaw—A petition in bankruptcy has been filed by the creditors of John J. Nye, grocer.

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

Sold Through all Michigan Jobbers.

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

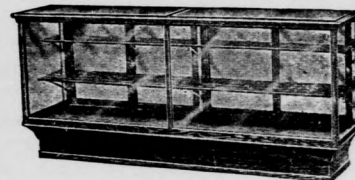


In a Bottle. Will Not Freeze

It's a Repeater

Order of your jobber or direct

JENNINGS MANUFACTURING CO.
GRAND RAPIDS, MICH.



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.

Store and Shop Lighting



600 Candle Power Diamond Headlight Out Door Lamp

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

Brilliant or Head Light Gasoline Lamps

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

Brilliant Gas Lamp Co.

42 State St., Chicago, Ill.



100 Candle Power



The Relation of Shoe Dealers To Customers.

The fact which is apparent to every retail shoe man, that probably no store is more of a debating ground than is that of the retail shoe dealer, for his customers, gives rise to the question, "How many customers come into our store who know precisely what they want in shoes?" Another question thereby arises, viz.: "How am I able to help them in a decision that will secure me the sale and make the customer a steady one?"

When the shoe retailer stops to consider these points the art of selling shoes assumes far greater importance, especially so to the proprietor who not only wishes to make the sale, but realizes the importance of pleasing the customer so there will be no disagreeable after scenes.

It is not, as might be suggested, "easy for people to buy shoes nowadays, because they have such abundance and variety to choose from."

The old retailer knows better than this and he is painfully conscious of the fact that prospective customers consume more time now than they used to require when shoes were not manufactured in such endless variety of styles and leathers.

They are puzzled and frequently confused among the profusion and varying sorts of shoes, and right at that point is where it is up to the salesman to apply a few suggestions coupled with his best judgment as fitted to the case in hand.

Don't show too many styles. How often is a sale spoiled because there are so many styles shown that it is impossible to single out any one pair that appeals particularly strong to the prospective purchaser so that he will select it?

The class of customers who know what they want in footwear at the present day is proportionately small compared with those who do not. A few men approach this mark of decision, put their question straight, as to style, material and size, and the shoe man's burdens are greatly lightened by the state of preparedness on the part of the customer, and if his stock is not broken on this particular number, a sale is very quickly consummated with satisfaction to all concerned.

But as to women, there are very few who know, even approximately, just what they want. Some of them have ideas all formed when they enter the store and state them to the salesman, but as soon as they are shown what they request they are again lost in indecision and request to see some other styles, so they may be sure they have chosen wisely. Here is where the clerk oft-times commits his grievous error. Once started to showing styles he does not stop until he has shown footwear in such vast array of styles and large range of prices that the prospective purchaser is deeper than ever in the sea of indecision.

Now, under such circumstances it calls for all the tact and diplomacy of the salesman if the sale is to be made in a mode creditable to himself, to the store and satisfactory to the customer. When your customer is in doubt and begins to waver in her choice you must help her to a decision the best you can. Assuming that all the shoes you have down are of the required style and proper size, but of different prices, it will be your duty to find out about the price she is prepared to pay. Just as soon as you can find that out, stop talking up the higher priced shoes and concentrate your eloquence upon the styles eligible for her favor, and quietly remove the high-priced tempters, so that she can put her mind only on the former.

Then endeavor to secure her concentration on one particular pair which, in your best judgment, are the proper ones. Place these upon the feet and get her satisfied with them. If possible, after the selection has been made, replace the other shoes in their respective cartons before wrapping the pair selected; for it is no uncommon thing for a woman, after a choice has been reluctantly made, and a fit secured, to hold fast to her second love and fondle it, while the clerk is wrapping up her shoes, as though she had formed her first resolution with a mental reservation. And in some instances she will actually repudiate her first choice and make an exchange right there and then.

It will probably be asserted by some readers of this article that these occurrences are extreme cases and we will agree that possibly occasions of this kind may never happen in some shoe stores, still it is a matter of every-day occurrence in others. Why should this difference exist? Simply because some merchants do not handle shoes as so much merchandise bought and sold without regard to its adaptability to their trade; but, those shoe dealers who are most fortunate in the selling of their line are those who have made a study of footwear, not in a general way, but as it affects their particular class of custom.

Such a man has proven to his customers that he can serve them better in the selection and fitting of their footwear than they can select for themselves. How often do we hear in the shoe store, as previously described, the following category: "What size do you wear? What last?" etc.

The experienced retailer or his clerk is able to measure, with tolerable accuracy the customer's foot by his eye alone, but when he is in doubt, he can usually get a clue from the shoe she has been wearing.

The point is to have your customer seated as soon as you commence the sale, and remove the old shoe before a new one is shown. Although it may be interesting to the lady it is not particularly edifying to the salesman to know what size she wears, or did wear once, or would like to wear, but what you wish to do, in



"Come Again, Customers"

The First Sale of Hard-Pan Shoes

never fails to bring the buyer back for another pair. One first-class dealer in a town sells them. That's where your profit comes in. There is a big demand right now for Hard-Pan Shoes from the dealers who handle them. Made in 15 styles—High cuts, Bals and Congress, plain toe and tipped, single soles, half double soles and double soles and tap.

We're stocked all right on every number. Don't want to unload any goods on you—just give us a chance to show you samples.

Our name on the strap of every pair of genuine Hard-Pans.



The Herold-Bertsch Shoe Co.

Makers of Shoes

Grand Rapids, Mich.

Reeder's

of

Grand Rapids

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

Hood and Old Colony Rubbers

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

Geo. H. Reeder & Co.

Grand Rapids, Mich.

justice to the lady and thereby to yourself, is to fit the foot carefully and accurately.

Some knowledge of the feet is necessary in order to accomplish good results.

If, in addition to guessing correctly the size of shoe required, the shoe man can make a fairly accurate prognostication of the style that would best suit a customer, then he will have discovered another time-saver. This is a more difficult proposition, if not actually impossible, but is only guessing, after all.

But the shape of the shoe required will be shown by the foot, if carefully studied by the shoe man. Not merely is breadth to be considered, but shape and length of shoe, in which feet differ much. Then there is the chubby foot, which requires some breadth of sole to let it lie comfortably; the extremely slender foot, for which a wide shoe would be a mistake; the foot with a very high instep and the one with the very low one, with scarcely any arch under it. All these points must be considered if the feet to which they belong are to be fitted accurately. It is not necessary in order for the salesman to make a favorable impression that the feet should be fitted at the first attempt. In fact, the reverse is the case, for two or three attempts leave the impression that you understand your business and that you are desirous of fitting them in the best possible manner. At any rate, the observing retailer who has some knowledge of human nature can make a good many shrewd predictions as to features of the coming contest when a customer comes into his store, which will be helpful to him in making a sale and securing a new friend or attaching to him more closely an old customer.—A. B. Cowley in Shoe Trade Journal.

The Importance of Confidence.

The dealer who sells footwear in which he has no confidence cannot convince his clerks of its worth, nor can he in turn talk convincingly to customers. A business in which those interested have little confidence cannot be lasting and healthy. You build a substantial, lasting and increasing business only by selling such footwear as possesses real worth and intrinsic value. If you carry inferior qualities of shoes and rubber "seconds" in stock, it is a certainty that they will not be as good as the standard grades. Our advice is to close them out and get rid of them. Hold a sale that will move them at once. Never mind the cost. Call the sale anything you like, so long as it doesn't convey a false impression to the purchasers. When these unreliable shoes are unloaded and you have in stock footwear of quality and value that you can confidently recommend and guarantee, because the maker's guarantee is behind you, then you can impress this fact upon your salesmen and inspire them with confidence that they in turn cannot fail to convey to customers. If, with this sort of backing, they are not able to enthuse, they are useless to you, in which event you had better replace them as you did the stock.

It is not enough for you to have a general knowledge of the shoes you sell, to engender confidence in them. You should know thoroughly why they are worthy of your confidence. You and your salesmen should be able to explain to customers why any of your shoes in stock are good and suitable. Sales people should make no claims they are unable to substantiate. Do not say these shoes are "all solid leather" unless you know them to be so and are able to guarantee them in an honest manner. Tell customers what there is in the shoes that makes them good, fine, or very fine or the "best shoe on the market" as salesmen often put it. Explain why they are better than some others at the same price and why they will give better service and longer wear. The very fact that you are familiar with and know the quality of each of the many lines of shoes you carry in stock will impress purchasers. Give them this information at the earliest opportunity.

When you get in new lines, other than those you have been carrying in your store, study the styles and features as you did at the time you placed the order for them. Observe the stock, workmanship, and finish, the methods of manufacture—welt or McKay—pointing out what you have gleaned to your assistants, so that they may be able to talk intelligently to your trade. Talk to every traveling salesman that comes in and soak up a little information from each one of them. This is the true secret of successful shoe retailing so far as the inside of the store is concerned. With this as a basis your window trimmer can go ahead with confidence and display footwear in a way to magnetize the passing throng. Your advertising man can talk for you through the press in a way that will compel enthusiasm and confidence and draw the trade to your store. The dealer who can truthfully say that he has accomplished this much and is dealing fairly with his employees and customers is sure to make money, and even success. He is bound to make money unless there is something radically wrong in his business.—Shoe Trade Journal.

Comanche Counts Queerly.

A peculiar feature about the Comanche language is the method of counting. Comanche will count up to ten in the 1, 2, 3, 4, 5, 6, 7, 8, 9, 10 method, but there he stops. He does not use eleven, but instead he counts it as "ten and one more," and so on, until he reaches nineteen, which he pronounces nineteen. He then pronounces twenty, but starts in with "twenty and one more" until he reaches twenty-nine, which he counts twenty-nine, then starts in with thirty, like he did twenty, and counts to thirty-nine, and so on all the way up. Counting is the most difficult thing to learn in the Comanche language. In fact, by the time a person has learned to count in that language he has pretty well mastered it. As there is no alphabet in the language the only way to learn it is by word of mouth.

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.

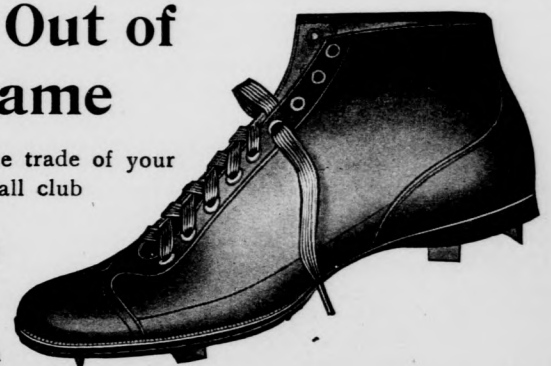
Grand Rapids, Mich.

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

Outcome of a Shoe Man's Christmas Eve Stroll.

It was Christmas eve.

The hour was ten-thirty.

The place was Pearson & Son's, exclusive dealers in men's footwear.

The day had been a busy one, an unusually busy one, for the morrow was Christmas day. The rush had kept up until ten-thirty, and then, as is often the case, had dropped off altogether. Andy Pearson, the junior member of the firm, had been the busiest of the busy; he had even thrown off his coat to better facilitate his motions as the evening advanced, and the heat of the store became more intense. When he found that the business of the day was over, but for a stray straggler or two, he had hied himself to the back door to smoke a cigarette. The balmy air of the moonless night then lured him into the alleyway for a quiet stroll. His muscles required some action to limber them up after his arduous day's toil.

A man appeared before him.

"How do you do, Judge?"

"Doing nicely, thank you. Say! there's just the shoe I've been looking for so long," answered the Judge, handing the sample to Andy.

He was somewhat surprised to find that it had the label of a rival firm sewed on the inside. It was a new shoe and caused Andy to look around. He had been mooning over his cigarette, enjoying its soothing effect after a day's abstemiousness, and had strolled farther than he knew. He found himself in the immediate neighborhood of the rival's store, and, much to his surprise, he also found that he had strayed into a vine-covered arbor provided by the rival establishment for the convenience of their customers. It was half-lighted, as public gardens usually are, by the tiny incandescent lights.

The Judge was a particular friend of Andy's father, and a life-long customer of their store. It would never do to have him find in a rival's stock something that suited his fancy that Pearson & Sons could not supply. Andy's salesmanship was now brought into play. Eagerly looking at the size he gave a satisfied sigh—it was much too small for the Judge. "Sit down here and let's try this on, Judge."

The Judge consented to do this and took a seat on the slatted green bench provided for tired strollers. Contrary to custom, Andy allowed the Judge to unlace his old shoe himself, and try on the shoe while he leaned against a trellised post looking on.

"Why, this is much too large for me," and an old gentleman stood up and handed the shoe to Andy.

Surprise again marked Andy's face as he took another good look at the kindly old gentleman who stood before him. How on earth could he have mistaken him for Judge Schovill. The Judge was a young man of fewer than forty years, while this old gentleman would never see sixty again.

His reflections were interrupted by the question, "Have you any of those new styles in blucher patents? I

think they call them 'The Picque Toe?'"

"Oh, yes, we have lots of them over in the store," answered Andy, still wondering how he could have mistaken this white haired old man for his friend, the Judge. But business is business, and the two started for the store.

As they turned the corner the old gentleman called out to George Rowell, the liveryman, who was standing in the stable door: "I say, George, have the carriage around at 12 o'clock sharp."

"Don't you do anything of the kind," exclaimed an irate elderly female who had just come up in the companionship of a younger and most beautiful lady. As the elderly woman spoke she gave the old gentleman a quick crack over the forehead with her umbrella.

Andy thought he was in for one of those disgraceful street rows, sure. But, to his surprise, the old gentleman, instead of resenting the insult and injury he had received, gracefully offered his arm to the woman, which she took and they started off down the street.

"I am going to buy a pair of shoes, my dear; come along." Andy heard him say and he was left standing with the blushing maiden.

He could do nothing but offer her his arm, which was also accepted, and the two couples started for the store, laughing and chatting as if no unpleasantness had ever invaded the precincts of the quartette.

After traversing many blocks of darkened streets they reached the store. Andy found seats for his customers, or rather his friends now, for it is surprising how little time it takes for genial folks to become acquainted and fast friends.

Everything seemed strange and unfamiliar to Andy, and he had to confess to the old gentleman, who was alone now, the ladies having departed on a shopping tour of inspection of the other departments of the store, that he had brought him into the store by an unfamiliar entrance and that he would have to hunt up the shoe department.

The old gentleman gracefully accepted the situation, and prepared himself to await Andy's return.

With a light step he set forth to locate the shoe department. The hour being late the store was all but deserted. After searching for some time Andy became more perplexed than ever. He knew just where the shoe department was located, but when he got there he found that the space had been pre-empted by the mantle department. After another look he found it was occupied by the grocery department, and lastly by a booth being organized by the ladies of his own church. They were holding a bazaar there.

Not being able to find the shoe department without aid he began asking where it was. Every one, customer and employe, confessed ignorance, until he came across a package boy.

"Why, there it is; can't you see? There's the ladies' department, and there's the men's," and the boy look-



Thousands and Thousands of Dollars

are spent every year for

Walkabout Shoes

The \$3 shoes with a \$5 look.

Do you get your share?

If you don't it is your own fault.

We have a very interesting proposition to make to one dealer in each town. Do you want to be **the one?** Write us.

MICHIGAN SHOE CO., Distributors
DETROIT, MICHIGAN



The Value

of a line of Boys' and Girls' Shoes that is thoroughly dependable can hardly be over-estimated.

Those we make vary in price and fineness, but all have unequalled wear and lasting qualities.

They are just the shoes that will hold trade and increase your business.

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

ed closely at Andy to see if he had not lost his senses.

With an effort Andy pulled himself together and saw now why he could not see the department before. The long rows of shelves, filled with natively arranged white cartons, had been suddenly contracted. There had been unusually heavy selling, and there remained but a few dozen sadly broken and defaced boxes to tell the tale. Into these Andy dived, first one and then another, in an effort to find a shoe to suit the old gentleman's ideas. But he found only old styles and out-of-date goods. There were plenty of those broad-toed, elastic sides so familiar to us some years ago as "old men's" shoes, but none of the new graceful curves could be discerned on even one pair.

"That's just the way with these department stores," muttered Andy, as he was about to return to the old gentleman to confess that he had been mistaken in saying there were plenty of the new styles in stock.

It must be confessed that Andy did not fear so much the displeasure of the old gentleman as he did the thought of how ridiculous he would appear in the eyes of his new friend, the old man's daughter.

As he was about to turn away there was an unsteady flicker of the lights and half of them were out. This was the signal that business was over for the day, and Andy had visions of a delightful stroll as he escorted his fair young friend to her home.

"Isn't it about time you were going home, Andy?" asked the demure creature who stood beside him, as he reached the broad aisle of the store.

"I should think it was," answered Andy, as he fondly lifted his wife from her feet and kissed her young, fresh lips. "Let's be off."

As they were treading their way towards the exit they were accosted by a Sister of Mercy.

"Are you going now?" she asked, and without waiting for an answer turned away.

Andy gazed after the nun, whose face had worn a particularly sweet and innocent smile. Her somber gown and hood were only relieved by the whiteness of her veil. As he gazed he saw her form tremble and heard her exclaim, "My, how cold it is." She then sat down at a piano and began strumming out a popular negro melody, which soon changed into "There'll Be a Hot Time in the Old Town To-night."

As the nun's voice was raised in this unseemly song, Andy stepped across the window sill and awoke.

"Well, Andy," said his father, "I guess you must have been pretty tired to drop off to sleep in that way."

"That's no joke," was Andy's reply.

The writer has given this matter publicity merely because of the peculiarity that runs through it. It is said that dreams never come true, but that they always go by contraries. It is this general running to contraries that makes it interesting. This is the statement of a dream that occurred the other night to the writer.—E. A. Edgar in Boot and Shoe Recorder.

Prosperous Condition at Holland.

Holland, Dec. 19.—The Holland Sugar Co. will close this season's campaign within two weeks. The beet crop has not been extra good this year, the company having received only about 22,000 tons of beets, while last year's crop totaled over 32,000 tons. The shortage is attributed to rainy weather.

The H. J. Heinz Co. experienced its most successful season this year, and has paid out \$35,000 to its farmer patrons. There is considerable trouble in securing girls to work in the bottling department. At present the company needs fifty girls, and if this shortage continues the company may remove its bottling department to Grand Rapids.

One of Holland's most flourishing industries is the Wolverine Motor Co. Orders have recently been filled for between forty and fifty launches for various points in the Republic of Panama. They have recently built a gasoline boat to be shipped to Argentine Republic. The company is at present building a forty-five foot launch for parties in Montevideo, Uruguay. The Wolverine Motor Co. makes both gasoline engines and launches. About 60 per cent. of the product is exported.

Excellent progress is being made on the Limbert furniture factory. The contractors promise to have it ready for occupancy by March 1. The main building will be three stories high and 250x60 feet.

In the District Court of the United States for the Western District of Michigan—Southern Division—in Bankruptcy.

In the matter of

Hans Ostensen, bankrupt.

Notice is hereby given that the Hans Ostensen stock of clothing, gentlemen's furnishing goods, fixtures, book accounts, notes and other articles usually kept in a clothing store, will be offered by me for sale at public auction, according to the order of the U. S. District Court for the Western District of Michigan, on Tuesday, the 26th day of December, A. D. 1905, at 3 o'clock in the afternoon of said day, at the front door of the store room kept by said Hans Ostensen, at 107 Mitchell street, in the city of Cadillac, Mich. There are about \$5,000 worth of stock and fixtures and about \$4,000 of notes and accounts. A copy of the inventory may be seen at my office in the city of Grand Rapids, Mich., or by enquiring of John M. Fell, at the said store in Cadillac, Mich.

George H. Reeder,
Receiver.

Peter Doran,
Attorney for Receiver.
Dated Grand Rapids, Mich., Dec. 18, 1905.

From a crowd of Italians returning to their native land for the winter, over five hundred stiletos were taken before they were allowed to go aboard the steamship on which they enjoyed passage from New York. The steamship officials regarded this measure as necessary to insure a calm and peaceful voyage.

Mayer
HONORBILT
Shoes for Men

These elegant, stylish and up-to-date shoes are made of the finest leather. They are built over "foot form" lasts that insure a perfect fit and are guaranteed to wear better than most shoes sold at higher prices. Every piece of material used is honest. The workmanship is perfect; style correct.

THEY ARE BUILT ON HONOR

Let your next pair of shoes be "Honorbilt." Your shoe dealer will supply you. If he refuses write to us. See that the name "Honorbilt" and Mayer trade-mark appear on the sole. It is a guarantee of quality. We make the "Western Lady" and the "Martha Washington Comfort Shoes."

F. MAYER BOOT & SHOE CO.
Milwaukee, Wis.

Increase Your Holiday Trade

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

Noel & Bacon Co.
Grand Rapids, Michigan

DO IT NOW

Investigate the
Kirkwood Short Credit System of Accounts

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

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

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



Grocers

Your best trade will demand the original

Holland Rusk

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

Holland Rusk Co., Holland, Mich.
Order through your jobber.
Get the original, the only genuine.

MEN OF MARK.

Wm. Barie, President Wm. Barie Dry Goods Co.

Close attention to business is a virtue whenever it shall develop a man as well as the business, and while one sometimes is accused of carrying everyday work too far, especially when it is made to engross one's every thought and action, it is still this devotion to it that has placed the business man on the level with the best in the land. It is a matter for congratulation that, though our society is based on that of England more than on any other—in colonial days, at least in the north, it was as nearly identical as possible, there being little other to copy—business has never been considered belittling. "Going into trade" has not been an epithet of disparagement here as it has been so long in England, and the people who once looked upon us as a "nation of shopkeepers" have failed to hit us at all hard and when they or any other antagonists were through with our "tradesmen" army or navy they did not feel much like repeating Shakespeare's mingled sneer and boast about the "cheating yard and turned weapon." Respect has been compelled by the vigorous and well directed wielding of the common weapons of war, which always we are able to cast aside in time of peace as no other people ever has succeeded in doing so easily, so quickly and withal so gracefully.

And so it seems that the chief lesson America has been able to teach the mother country is the fact that business is no second grade influence in the life of a people and that to look down upon it has been one of the weakest points in any civilization. While it is true that the existence of a large leisure class may be useful to certain much desired development, it is at the same time dangerous unless the guiding influence shall be exerted vigorously and in the right direction, by either the maintenance of high ideals or the personal example of great men. America had and still as much as ever has need of steady workers in the higher industrial callings and while they exist there will not be great need of the elegant nonproducing class and little possibility of the development of the peasant. Boundless resources offer too much opportunity to all and though the old saying that from shirtsleeves to shirtsleeves requires but three generations may be true it is this very round of achievement and acquirement, the steady rise through merit and the descent by the lack of it, that keeps us the most mixed people in the world and still the least separated into conflicting and friction producing classes.

Look on the close applying business man, then, as one of the forces that save from class and caste, his influence being all the same whether he builds ships or deals in lumber, runs a railroad or goes into trade. He is a leader worthy of an admiring following and if he is to achieve success in his occupation he must be very much of an everyday worker.

With much of this sort of con-

viction of mind one of Saginaw's most successful merchants began his business life.

Forty-five years of strenuous activity has characterized the energetic business career of Wm. Barie, and few men who have been concerned in commercial pursuits for that length of time in this State can look back upon a more honorable pathway or point with a greater degree of pardonable pride to what has been achieved. The enviable position of the Wm. Barie Dry Goods Co. in the commercial world is due largely to the careful and painstaking methods of its founder. His upbuilding and able administration of a great mercantile house demonstrate the mettle of the man; he knows how to work and to win, and in increasing his business

died in 1852, he went to Erie, Pa., where he entered the store of his uncle, receiving a salary of \$8 a month, but his services became so valuable to his employer that after four months his stipend was increased to \$12 a month and subsequently to \$16, at that time considered a very good compensation for a young man employed in a mercantile establishment.

Mr. Barie remained in Erie but four years, returning to Saginaw in 1856 and starting business with his brother-in-law, John J. Springer, investing \$80 as his share of the capital stock of the concern. Three years later Mr. Barie formed a co-partnership with A. Schupp in the grocery business, investing \$285 in the firm. This venture proved suc-

admitted to a partnership in the business, and a year later the firm occupied the large store building at 316 and 318 Genesee avenue. Here the business expanded so rapidly that more room became necessary and arrangements were perfected for the erection of the present magnificent building at the corner of Genesee avenue and Baum street, which was occupied in February, 1901, the name of the house having in March, 1900, been changed from that of William Barie & Son to that of the Wm. Barie Dry Goods Co., a corporation having been formed composed of members of the Barie family, with the subject of this sketch as President; William Barie, Jr., Vice-President, and Hugo G. Wesener, son-in-law of Mr. Barie, Secretary and Treasurer.

Since the formation of this company its development in the wholesale and retail departments has been marked. As stated, the large four-story building occupied by the retail department was erected in 1900 and was occupied by this company in February, 1901. An idea of the magnitude of this store is furnished in the fact that it is 180 feet in length, 60 feet in width and contains about 60,000 square feet of floor space. The wholesale store building on Baum street is a three-story affair of ample dimensions. One year ago an annex to the main building was erected and in this are located the general offices of the company, admittedly the most conveniently arranged of anything of the kind in the State.

The Wm. Barie Dry Goods Co. gives steady and permanent employment to an army of 200 salesmen and accountants, and is recognized as one of the substantial business houses of the State.

As a progressive and representative citizen the personality of William Barie has been impressed upon the community in which he has resided so many years. He is one of the founders of the Germania Society, a social organization, and has filled the office of President and member of the board of trustees with credit; he has been President of the Saginaw Board of Trade, and not only has he been active in promoting every worthy enterprise, but he has been closely identified with everything calculated to enhance the material prosperity of Saginaw and aid in its development.

Personally, Mr. Barie is companionable, but business first and social amenities after has been the guiding principle of his daily life. He is known by all business men and highly esteemed. He has always been a Republican in politics, casting his first vote for Abraham Lincoln, but his ideas have not been carried into offensive partisanship, and those who do not share his political views hold him in none the less esteem, respecting his sincerity and the purity of his motives. He has never sought political honors and, although repeatedly solicited to accept such, has invariably declined.

In a word, Mr. Barie represents those qualities of citizenship that



William Barie, Sr.

he has done so with rare judgment, never overstepping the bounds of prudence.

A glance at the past of this hustling and interesting figure in the business community is interesting, for we all like to note human progress and study the careers of successful men in every avocation in life. William Barie was born in Detroit, February 16, 1839. His father was a native of the Grand Duchy of Baden and emigrated to America in 1828, settling in Detroit, where he resided until 1850, when he removed to what was then East Saginaw, at the time beginning to be noted as a growing lumbering town and which has since been merged into the flourishing city of Saginaw. When Mr. Barie was 12 years of age, his father having

successful and a year later the premises were enlarged and a stock of dry goods added. The firm carried on this business seven years, during which the volume of trade steadily increased and a larger store was occupied, the firm becoming the leading one in its line in the young and growing city. In 1865 the firm was dissolved, Mr. Barie taking the stock and continuing the business six months, when he removed to still more commodious quarters. The business was finally merged into a strictly dry goods and department store and it has steadily and successfully been developed as the result of the ability and indefatigable industry, excellent judgment and foresight of the man at the helm.

In 1880 William Barie, Jr., was

make for the good of the community, and all that he has accomplished in business success is the fitting reward of indefatigable industry, sagacity, sterling integrity and sound common sense in dealing with his fellows. His business career is an object lesson to those who would make their impress on the commercial world.

Girls' Hair Correct Indication of Neatness in Work.

Written for the Tradesman.
"Did you notice that girl that just went out of my office?"

The speaker was a man just a little past what is generally accepted as "middle age"—or what used to be designated as such, but nowadays we are told there is no such thing as "middle age," there being "only youth and old age."

He is a man of good judgment, an accurate reader of character, one of the most looked-up-to men among the business fraternity.

"Did you see her?" he repeated.

Yes, I had rather closely observed the young lady, who, although faultlessly attired, and with a general air of go-ahead-attiveness about her, when leaving carried a decidedly disappointed expression on her otherwise good-looking face.

"It was her hair that set me against her," he continued, meditatively, "yes, her hair. I've had occasion to hire quite a number of girls in my day, and I never once have given the preference to any with such a towzle head as the one that just went out."

"Why, do you know what she'd do? She's more than likely to be slipshod in everything she undertakes. If she attempted only so much as to copy a letter in the press she's quite as apt to place it upside down as the proper way and to smear it all over the moment the writing comes in contact with a damp sheet."

"I always look at their hair the very first thing," continued the wise gentleman, "and you'll find this to be an infallible rule to go by: If a girl's coiffure is neat, she is apt to be particular about every bit of work she essays, whether it be office or domestic, clerking or whatnot."

"That girl who just left here is an example of the way they average. She seemed more than ordinarily bright, but one look at her hair convinced me. As a matter of fact, she came well recommended."

"If you think I am in error in my diagnosis you just keep your eyes open and see if I am not right."

Since listening to the above remarks I have been on the lookout to confirm or reject my friend's theory, and can not now repudiate it.

A. T. R.

Proof of the Pudding.

Little girl—Please, sir, mamma sent me back with this castile soap and says to tell you it won't raise a lather.

Grocer (examining substance)—Let me see. Didn't you buy this the other day? Didn't you buy some cheese and some soap together? This isn't the soap.

Little girl (light breaking in)—Oh! Then that's what made the Welsh rarebit taste so funny last night!

Hardware Price Current

AMMUNITION

Caps	
G. D., full count, per m.	40
Hicks' Waterproof, per m.	50
Musket, per m.	75
Ely's Waterproof, per m.	60

Cartridges	
No. 22 short, per m.	2 50
No. 22 long, per m.	3 00
No. 32 short, per m.	5 00
No. 32 long, per m.	5 75

Primers

No. 2 U. M. C., boxes 250, per m.	1 60
No. 2 Winchester, boxes 250, per m.	1 60

Gun Wads

Black Edge, Nos. 11 & 12 U. M. C.	60
Black Edge, Nos. 9 & 10, per m.	70
Black Edge, No. 7, per m.	80

Loaded Shells

New Rival—For Shotguns

No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge	Per 100
120	4	1 1/4	10	10	\$2 90
129	4	1 1/4	8	10	2 90
128	4	1 1/4	8	10	2 90
126	4	1 1/4	6	10	2 90
135	4 1/2	1 1/4	6	10	2 90
154	4 1/2	1 1/4	4	10	3 00
200	3	1	10	12	2 50
208	3	1	8	12	2 50
236	3 1/4	1 1/4	6	12	2 65
265	3 1/4	1 1/4	5	12	2 70
264	3 1/4	1 1/4	4	12	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. S. Steel	7 00
First Quality, D. B. Steel	10 50

Barrows

Railroad	15 00
Garden	33 00

Boils

Stove	70
Carriage, new list.	70
Plow	50

Buckets

Well, plain.	4 50
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Butts, Cast

Cast Loose Pin, figured	70
Wrought, narrow.	60

Chain

Common, 7 c., 6 c., 6 c., 4 c.	4 c.
BB, 8 c., 7 c., 6 c., 6 c.	6 c.
BBB, 8 c., 7 c., 6 c., 6 c.	6 c.

Crowbars

Cast Steel, per lb.	5
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Chisels

Socket Firmer.	65
Socket Framing.	65
Socket Corner.	65
Socket Slicks.	65

Elbows

Com. 4 piece, 6 in., per doz.	net. 75
Corrugated, per doz.	1 25
Adjustable	dis. 40 & 10

Expansive Bits

Clark's small, \$18; large, \$26.	40
Ives' 1, \$18; 2, \$24; 3, \$30	25

Files—New List

New American	70 & 10
Nicholson's	70
Heller's Horse Rasps.	70

Galvanized Iron

Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	
List 12 13 14 15 16 17	
Discount, 70.	

Gauges

Stanley Rule and Level Co.'s	60 & 10
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Glass

Single Strength, by box	dis. 90
Double Strength, by box	dis. 90
By the light	dis. 90

Hammers

Maydole & Co.'s new list.	dis. 35 & 40
Yerkes & Plumb's	dis. 40 & 10
Mason's Solid Cast Steel	30c list 70

Hinges

Gate, Clark's 1, 2, 3.	dis 60 & 10
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Hollow Ware

Pots.	50 & 10
Kettles.	50 & 10
Spiders.	50 & 10

Horse Nails

Au Seale.	dis. 40 & 10
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House Furnishing Goods

Stamped Tinware, new list.	??
Japanned Tinware.	50 & 10

Iron

Bar Iron	2 25 rate
Light Band	3 00 rate

Knobs—New List

Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85

Levels

Stanley Rule and Level Co.'s	dis.
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Metals—Zinc

600 pound casks	8
Per pound	8 1/4

Miscellaneous

Bird Cages	40
Pumps, Cistern.	75 & 10
Screws, New List	85
Casters, Bed and Plate	50 & 10 & 10
Dampers, American.	50

Molasses Gates

Stebbins' Pattern	60 & 10
Enterprise, self-measuring.	30

Pans

Fry, Acme	60 & 10 & 10
Common, polished	70 & 10

Patent Planished Iron

"A" Wood's pat. plan'd, No. 24-27.	10 80
"B" Wood's pat. plan'd, No. 25-27.	9 80
Broken packages 1/2 c 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
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance.	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85

Rivets

Iron and tinned	50
Copper Rivets and Burs	45

Roofing Plates

14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20, IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00

Ropes

Sisal, 1/2 inch and larger	9 1/2
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Sand Paper

List acct. 19, '86	dis 50
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Sash Weights

Solid Eyes, per ton	28 00
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Sheet Iron

Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	

Shovels and Spades

First Grade, Doz.	5 50
Second Grade, Doz.	5 00

Solder

1/4 @ 1/2	21
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The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

Squares

Steel and Iron	60-10-5
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Tin—Melyn Grade

10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25	

Tin—Allaway Grade

10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50	

Boiler Size Tin Plate

14x56 IX, for Nos. 8 & 9 boilers, per lb	13
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Traps

Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Moose, choker, per doz. holes	1 25
Mouse, delusion, per doz.	1 25

Wire

Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45

Wire Goods

Bright.	30-10
Screw Eyes.	30-10
Hooks.	30-10
Gate Hooks and Eyes.	30-10

Wrenches

Baxter's Adjustable, Wrenches	40
Coe's Genuine.	40
Coe's Patent Adjustable, Wrenches	40

Crockery and Glassware

STONEWARE

Butters	
1/2 gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	56
12 gal. each	70
15 gal. each	84
20 gal. meat tubs, each	1 20
25 gal. meat tubs, each	1 60
30 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70

Churns

2 to 6 gal. per gal.	6 1/2
Churn Dashers, per doz	24

Milkpans

1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6

Fine Glazed Milkpans

1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6

Stewpans

1/2 gal. fireproof, bail, per doz	85
1 gal. fireproof bail, per doz	1 10

Jugs

1/2 gal. per doz.	60
1 to 5 gal., per gal.	7 1/2

Sealing Wax

5 lbs. in package, per lb.	2
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LAMP BURNERS

No. 0 Sun	31
No. 1 Sun	38
No. 2 Sun	50
No. 3 Sun	85
Tubular	50
Nutmeg	50

VALUE OF TACT.

Some Very Good Illustrations of Its Use.

Some salesmen are naturally tactful, just as they may be naturally strong, or weak, bashful or blustering, fat or lean, as the case may be—it comes with little outlay of brain power on their part. Some admire tact in others, and strive for it in themselves. These may be interested in some passing examples of its application in men's affairs.

Abraham Lincoln had an abundance of tact, and he showed it to advantage on the occasion of a visit which an old friend from the lumber country paid him after his installation at the White House. The visitor had known Lincoln in his "hard-up days"—days when the executive lived on a farm and when his immediate ambition was to make money enough to afford a cow.

His material circumstances had wonderfully changed when the old friend from the backwoods "dropped in at the White House," and dined with the President. All the evidences of splendor impressed the guest, but nothing so much as the lavish quantity of cream which was served with the strawberries.

"My eye, Mr. President, you keep a cow now, don't you?" asked the man, as if this supposition premised the acme of worldly magnificence. Lincoln was too gentle, too tactful to wound the visitor by laughing at the absurdity of the proposition. He fixed the other with a kind glance, and said very seriously:

"Well, you see, I can afford to keep a cow now."

The visitor from "r-p country" never dreamt that had "made a break" by his ridiculous question. That was the President's tact.

Here is another instance, relating to a salesman. Fred Clayton was invited to spend an evening at the home of a prospective customer, Mr. Corrigan, who is a self-made man of the kind with which the funny papers have so much sport. Clayton found an elaborately furnished house, an over-dressed and corpulent Mrs. Corrigan, and several Misses Corrigan who, like their father, appeared to be self made, only more so. The whole family wanted to impress the salesman, whom they scented as a man of brains and social training. When inspecting the library, Clayton hazarded the remark that he supposed his host was fond of literature. Corrigan swelled with pride at the bare imputation.

"You just bet I am," he said. And when asked what his idea of George Eliot was, he answered judiciously, "I ain't got any use for him. No, sir. Give me some of these lively chaps, like the fellow that wrote 'Peck's Bad Boy,' and I'm with you."

And here's where the salesman's tact availed him. He didn't smile at the anachronism, but turned a gaze of sympathetic interest on old Corrigan, as he replied:

"Peck's Bad Boy! That was a winner, wasn't it? Have you got a copy? I should enjoy reading a chapter aloud to you."

Before he left that evening he had read half the book to his prospect, while the latter roared with appreciation. Corrigan was of course in just the humor to close the sale when Clayton approached him next day; and now when any one mentions salesmen he launches into a eulogy of "that bright young man; a chap, I tell you, who knows a good thing and is up and comin'."

At that critical moment in Corrigan's library, a tactless man would not have resisted the temptation to show condescension; a smile or a word evidencing an idea of his own superiority would have chilled the prospect's good nature and lost an order.

Bennett was interviewing a prospect, and after a hard fought battle with the man's prejudices was just at the point of convincing him and closing the sale, when a telegram was handed the customer announcing the death of a member of his family. The shock of it of course put all remembrance of Bennett and his errand out of the prospect's mind, and with a hurried explanation he started to leave the store. Some salesmen would have thought there was nothing left for it but to pack up their samples and quit the premises, counting their labor and painstaking on that customer wasted. But this was a salesman of a different sort. He was genuinely sorry for the man's bereavement and wanted to help. He followed to the door and unobtrusively inquired whether there was not something he could do to assist the other, since death usually entails so many impromptu plans and unprepared arrangements. The customer asked Bennett to procure him transportation and a sleeper to the town to which his bad news had summoned him. "It's a lot to ask of a busy man, but it will help out. I've a good deal to see to," he said.

The salesman performed these errands and others that suggested themselves; then he saw his customer abroad the train that evening. Their relation as buyer and salesman had of course been thrust out of the way. But, a month later, when Bennett approached this man for the second time and took up the interrupted selling talk, he found that he had made a friend—one who has since developed into a regular customer.

Tact is the ability to understand others, and the generosity to consider them. It is a useful and becoming quality in all walks of life. The salesman, especially, must have it.—Salesmanship.

Acted as His Own Detective.

Hillsdale, Dec. 19—H. W. Samm discovered the loss of \$40 worth of furs from in front of his store. He applied for a warrant, but was told the evidence was not strong enough. He took the case into his own hands and recovered the furs in a few hours in the southern part of the county. He blandly informed the officers that "he hadn't the evidence, but he had the furs."

Ever notice how long the day is when you start it off grumbling?

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

If You Are
"On the Fence"

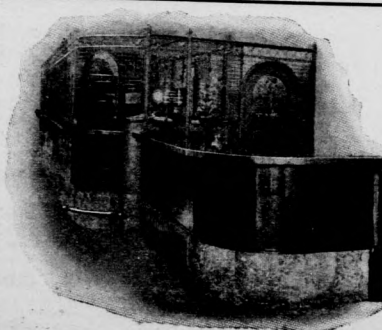
as to the smoke question—dissatisfied with the cigars you've been buying, or with their price if their quality suited you—make just one move: Invest just one nickel in an

S. C. W.

5c Cigar

and your mind will be made up in less than five minutes that that is the cigar for you. A few puffs will make you want more.

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

Wolverine Show Case
& Fixture Co.

47 First Ave., Grand Rapids, Mich.

Bank, Office, Store and Special
Fixtures

You may anticipate making changes in your store arrangements. Write us for suggestions.

Beginning of New Era for Southern Michigan.

Jackson, Dec. 19—Close to 2,000 automobiles will be turned out of the Jackson factories during the present manufacturing season, which is just now getting under full swing. The plans of the big Buick Company contemplate the building of 1,200 machines at the Jackson plant, while the Jackson Automobile Co. will make 700 machines, 100 of which will be of the new four-cylinder type. Prospects for the business could scarcely be brighter.

Both companies report their product sold, their principal trouble being their inability to turn out all the machines they can dispose of.

The Clark Motor Co., which is owned by the interests controlling the Jackson Company, is also working under full pressure. Upwards of 500 men now find employment in the automobile business in this city.

What is prophesied to mark the beginning of a new era in manufacturing hereabouts was the abandonment of steam power by the Withington & Cooley Manufacturing Co. at its agricultural implement factory, and the substitution of electric power under contract with the Commonwealth Power Co. This is the first and largest, but not the only application of Kalamazoo River water power to heavy manufacturing in this city. Not only is this company—which has ready for delivery 15,000 horse-power, and has plants under construction and water rights for more than as much more—in a position to furnish electric power cheaper than steam power, but it can offer more advantageous propositions than can be secured from such companies as at Niagara Falls, according to the statement of President W. A. Foote.

In addition to the 15,000 horse-power already developed by its Kalamazoo River plants, associated companies are building a 6,000 plant on the Muskegon River, and has water rights for much more, as well as rights from which 20,000 horse-power can be developed from the Grand River near Lansing.

All these plants are within reach of this city, and the other cities of Central Southern Michigan, and the prediction is freely made that good and cheap power, together with the railroad facilities for reaching the markets, should and undoubtedly will mean a great deal in the way of manufacturing development.

All manufactories are exceptionally busy. Locally, the holiday trade of retailers has been the best known for years. Prospects generally were never so bright.

Skunk Oil Is Scarce and High.

Prospect, Me., Dec. 11—Neither tradition nor the memory of living man runs back to a time when Prospect was not the skunk oil metropolis of Maine. Even in the times when angleworm oil and snake oil ran skunk oil a close race for leadership Prospect maintained its reputation for producing more skunks to the acre and fatter skunks than any other town. In the days of the civil war General Heagan, a veteran of the conflict with Mexico, gained a repu-

tation for benevolence and a small fortune by extracting the oil from skunks and sending it to the army hospitals for the relief of the stricken troops.

The harvest of skunk oil for 1905 has been very much below the average, due, it is said, to the fact that last June and July were cold and wet, and as grasshoppers hatch in those months the weather killed most of the insects in infancy, thus cutting off the food supply of the skunks. As an offset for the poverty in yield, the selling price of the oil has advanced from \$4 to \$6 a gallon, and buyers are busy collecting all the job lots on hand. In average years a fair-sized skunk would yield a quart of pure oil, which was worth \$1, and this sum, added to the 50 cents to \$2 received for the pelt, made skunk hunting an important industry for the farmers and their sons.

The skunk hunters say that the crime of substitution has afflicted their trade more than any other, as dealers who are unscrupulous do not hesitate to dilute the genuine product of the skunk with 50 per cent. or more of hen's oil, which resembles skunk's oil in every respect except in smell. By adding a small quantity of the flavoring extract which skunks keep in stock the imitation article can be sold to customers without fear of detection.

The practice of selling adulterated oils for genuine has become so widespread that the hunters of skunks say that they will ask the next Legislature to pass an act making adulteration a crime punishable with a heavy fine or imprisonment. As science is unable to distinguish skunk's oil from hen's oil or goose's oil, by any test except its smell, it is feared that evidence sufficient to convict will be hard to secure.

Dealer Knew What He Wanted.

Customer—I want some kind of a door spring—one that won't get out of order.

Hardware Dealer—A door spring?

Customer—Yes, and one that won't require the strength of an elephant to open.

Dealer—Hem!

Customer—And yet it must be strong enough to bring the door all the way to and not leave it swinging a couple of inches.

Dealer—I see.

Customer—And when the door closes I don't want it to ram shut like a catapult, with a jar that shakes the house from its foundation.

Dealer—Yes, you want one that will bring the door all the way to and yet do it gently.

Customer—That's the idea. But I don't want any complicated arrangement that requires a skilled mechanic to attend to it.

Dealer—No, of course not. You want something simple, yet strong and effective.

Customer—That's the talk; something that can be put on and taken off easily; something that will do its work quietly, yet thoroughly, and won't be eternally getting out of order.

Dealer—I see. I know exactly what you want, sir; just exactly.

Customer—Well, show me one.

Dealer—We do not keep door springs!

Most people who break into society get broke.

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.

Crackers and Sweet Goods



TRADE MARK

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

Aikman Bakery Co.
Port Huron, Mich.

HATS At Wholesale

For Ladies, Misses and Children
Corl, Knott & Co., Ltd.

20, 22, 24, 26 N. Div. St., Grand Rapids.

Useful Xmas Goods



Suspenders, Neckties, Brushes, Mufflers, Handkerchiefs, Ribbons, Lace Curtains, Fancy Sox, Perfumes, Fancy Shirts, Umbrellas, Sterling Silver Novelties. Also a large assortment of Floor Rugs in different grades and in sizes from 26 in. x 65 in. to 9 ft. x 12 ft. We would be pleased to show you our line.

P. STEKETEE & SONS

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

Quinn Plumbing and Heating Co.

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

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.



Michigan Knights of the Grip.
President, H. C. Klockseim, Lansing;
Secretary, Frank L. Day, Jackson; Treasurer, John B. Kelley, Detroit.

United Commercial Travelers of Michigan
Grand Counselor, W. D. Watkins, Kalamazoo; Grand Secretary, W. F. Tracy, Flint.

Grand Rapids Council No. 131, U. C. T.
Senior Counselor, Thomas E. Dryden;
Secretary and Treasurer, O. F. Jackson.

Tips from a Veteran Commercial Traveler.

No department in the commercial house is so important as that of selling; no branch requires as much honest effort, tact and general knowledge; still how few have made any intelligent effort to teach their men the first rudiments of salesmanship before sending them out as representatives. They may teach them the stock but there they stop, expecting the green, untried, untaught young man to go out on the road, compete with the old traveler and "make good" with nothing but his expense money and route list for arguments.

The requirements for a salesman are many and he can be greatly assisted by instruction and suggestions from such a medium as this publication and practical talks by the older salesmen of his house.

After more than twenty years' experience as a salesman the writer is still learning new ways and methods of approaching men and selling goods.

A few practical suggestions may not be amiss.

The local salesman's work is largely routine. Do not object to calling upon your trade regularly. So many say they do not think it necessary to make it a rule to see the same man at the same hour each day; too much like a machine they say, might just as well send an errand boy, as it reduces them to mere order takers.

Not so, my friend, order takers by industry, punctuality and attention soon become order makers and that is what your house pays you for.

If your customer learns to expect you every day at 10 o'clock he will soon save his orders for you; if you are irregular he gives the order to the other fellow.

Only yesterday a customer of the writer called him over the 'phone; as I was out the message was delivered two hours later. The customer was called up but too late; the other fellow, a competitor, had dropped in and taken the order. In this case time was an important factor, and the daily caller took the order.

The salesman should aid the credit department as much as possible; give it all the information you can about the trade. The credit man can help you in many ways, and with incomplete information can work you untold harm, unintentionally.

Work together; it is well to know when to curtail your sales to a concern and when to increase them, when there is trouble brewing, and when all is serene.

Upon one occasion the writer was given a customer new for him, but an old one of the house. The initial call was made and such a reception! "When your goods are 3c a pound lower than any other house on the market I will then buy of you, and not until then." That was the ultimatum.

The previous salesman had sold this house, but paid no attention to their financial worth, left it all to the credit man. The bill became due and the credit department rather arbitrarily, though justly, insisted upon immediate settlement, without consulting with the salesman who probably knew well or should have known his customer's resources, which proved to be A1. And he could have arranged in a friendly and diplomatic manner a satisfactory settlement and retained a good customer, for this house afterwards discounted its orders and does so to-day.

Remember always that it is very much harder to win back a dissatisfied or disgruntled customer than to make a new one, and making enemies of your customers won't collect their accounts any sooner, but will create a "booster" for your competitor.

Do not lose your courage or your temper when you lose an order. Smile as genially as though you had booked it.

To be a good order winner you must know how to be a good loser.

Among the writer's largest and best customers to-day is a firm who a little more than a year ago told him they would buy very little from his house because a competitor's salesman had been calling there for fifteen years and they did not care to change. They meant what they said and for one whole year, although called upon at least twice a week, they bought little or nothing.

Something had to be done. Another customer wanted some work done in their line. The writer brought the two together. They thereby secured a good new account, and they were good enough to reciprocate, for they are now not only big customers but excellent friends who frequently go out of their way to influence business in the writer's favor.

Don't overlook the office boys, they grow, and very rapidly. They can help you in many ways. Treat them kindly. They often know when the buyer is in the market. A word to the wise sometimes makes a sale.

An office boy who attended night school and also his business lately succeeded a buyer who was one of our star customers. When he started in his new position the writer spent the most of one day teaching him the technical points and giving him information that would enable him to buy intelligently the lines we sold.

He has not forgotten the favor nor the lesson, for the firm are now buying more than ever as a direct result.

Be courteous at all times; it cannot lose you anything, but often wins for you. Many years ago in a New York department store, a lady stepped up and asked to be waited upon by the same salesman she had just watched selling some neckties, remarking that

he was so attentive and courteous that she preferred his services.

I was the salesman. I was lucky enough to have taken a good deal of pains with the customer preceding, when I was being observed.

The lady was Mrs. Grover Cleveland, and when her remark was repeated to the firm the writer's wages were increased two dollars a week. That little incident taught me a lesson that has been very valuable since.

Personal neatness is an absolute necessity and a valuable asset.

Above all things be absolutely truthful in all your statements with reference to your goods.

If your customer catches you in a falsehood, and the chances are two to one he will if you have told one, he may still buy your goods but he has lost confidence in you. A sale may hang in the balance; that very lack of confidence will turn the scales against you. Sooner or later you will lose as a result.

Don't take advantage of technicalities or the errors of your customers.

Once having quoted on an order 5¼c per pound, the customer, through a misunderstanding wrote it out 5½c. The total amount of the sale was about \$12,000, so that the increased profit would have been about \$575. The order was filled and billed at the quoted price, and it will take a mighty strong argument to win that customer from the writer, and when all things are equal the balance is always tipped in his favor.

In these days of keen competition you often hear said that "price talks." The writer grants that it does at times, but experience has taught him that quality talks louder. All things being equal, price is the issue; otherwise quality will win. Know your goods so well that you will be able to state all their advantages. Your competitor may overlook one or two of his, then you have him.

One of the shrewdest and largest buyers of the line represented by the writer once told him that he was the only salesman who came into his office who talked quality and not price, and no higher compliment can be paid to a seller of staple merchandise.

Gather in the small orders, they soon make a splendid total and the profits are all there. Give the little fellow as much attention as the big.

George Bauerschmidt, the successful Baltimore brewer, said he lost money on many of his small customers who were located at long distances from his wagon routes and who only bought an eighth at a time, but, said he, "they grow, and when they grow I grow with them."

The new rules that your house may issue from time to time obey without criticism. They are made for the good of the cause, and if found useless or a mistake, your principals will know it sooner than you and will abolish them without suggestions from those who are asked to obey them.

When calling upon a new firm, it is not wise, as a rule, to offer your goods for sale except in a general way. Get acquainted with your man, study him casually and when you call

again you have broken the ice and are better able to present your line attractively, obtaining also closer attention.

Make your buyers your personal friends; they are fine fellows and are usually glad to reciprocate any friendly feeling you may exhibit.

Don't try to alter the dispositions of your customers, they are all different; look for their good qualities and forget their bad ones. After awhile you will know none but the good ones.

Beware of the buyer who tells you the other fellow's prices, for in a large majority of cases your prices go the same road. Find out if possible why you lose an order, it will help win the next one.

If you give away cigars—and the most of us do—give good ones. They cost a little more, but they smoke better. If you cannot afford good ones, don't give any.

Don't tell your firm it was hard to make a sale. What do they employ you for?

Be liberal in everything but money. Never lend it to a buyer; it teaches him a bad habit and reacts against you sooner or later, for you will usually lose both money and customer.

Did you ever have a buyer call you a liar when you were stating absolute facts? It is not a very pleasant remark. That is the time to take a reef in your temper. Let him lose his, if he will, but never under any circumstances lose yours. Convince him to the contrary, if possible, but at all events convince him that you are a gentleman by your actions, not words. He will soon realize that he has not acted as one.

There are excuses for the ill nature sometimes displayed by purchasing agents. They are cooped up in an office all day. Many of them are dispeptic from lack of exercise, ill natured or narrow from lack of association with their fellow men. We salesmen are out in God's sunlight all day long, doing things, and seeing things, meeting new faces and old friends, and when all is summed up are thoroughly enjoying life. After twenty-three years of selling goods and of necessity meeting all classes of men, I can say truthfully that taken as a whole the salesmen, both traveling and local, are fine, clean, whole-souled fellows, and that I am mighty proud to associate with and be one of them.—S. Warren Barnes in Salesmanship.

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

Meeting of Directors of the M. K. of G.

Grand Rapids, Dec. 16—Meeting called to order by Chairman A. A. Weeks. Full Board present excepting President Randall, James Cook, C. W. Hurd and H. C. Klocksien. The Secretary's report showed total receipts of \$2,230 in the death fund, \$24.50 in the general fund and \$15 in the entertainment fund. Approved.

The Treasurer's report showed the following balances on hand: Death fund, \$1,275.59; general fund, \$951; entertainment fund, \$31; employment and relief fund, \$106.40. Approved.

Four death benefits of \$500 each were ordered paid, as follows:

Caroline Booth, claim of Charles H. Booth.

Anna M. Townsend, claim of W. P. Townsend.

Mary D. Curtis, claim of A. E. Curtis.

Annetta P. Smith, claim of G. T. Smith.

Moved \$500 be transferred from the general fund to the death fund. Carried.

Moved an assessment be called for January 1, to be closed January 31. Carried.

The following bills were allowed and orders drawn to pay same.

C. W. Stone, Board meeting..\$ 4 96

H. E. Bradner, Board meet-

ing 4 60

H. E. Bradner, salary..... 45 39

C. J. Lewis, Board meeting.. 11 30

C. J. Lewis, sundries..... 55

C. J. Lewis, salary..... 113 47

C. J. Lewis, stamps..... 4 50

Moved an order be drawn in favor of the Secretary for \$50 for stamps. Carried.

Moved the next Board meeting be held in Lansing, January 20, 1906. Carried.

The meeting then adjourned.

C. J. Lewis, Sec'y.

Gripsack Brigade.

P. F. Ostema, Western Michigan representative for the Steele-Weddes Co., of Chicago, has removed from Holland to this city, locating at 8 Innis avenue.

Geo. S. Baxter, formerly on the road for M. M. Stanton, of Detroit, is now Michigan representative for Parsons & Parsons, manufacturers of Boniface rubber collars and cuffs, Cleveland. Mr. Baxter will undertake to see his trade every three months.

Chas. M. Wiseman, for the past year on the road for John Schaber, of Cleveland, has engaged to travel next year for the Milwaukee Art Specialty Co. He will cover practically the same territory as before, including North and South Dakota, Minnesota, Wisconsin, Illinois, Iowa and Missouri. He will see his trade twice a year.

Lansing Republican: S. F. Ross will sever his connection with the Simons Dry Goods & Carpet Co., of which he is a stockholder, in two weeks, when he will take a traveling position with the Gould-Mersereau Co., of New York City, dealers in upholstery hardware. This is the firm with which he was formerly connected. Lansing will continue

to be his headquarters and his territory will comprise Michigan, Illinois, Indiana and Ohio.

The Armour Crowd on the Run.

The Armour Car Lines has a representative in the State for the purpose of securing signatures to a paper recommending the system. As usual with the Armour crowd, all sorts of misrepresentations are being resorted to and money is being used with a prodigality which plainly indicates the profit there is in the car line business. As illustrating the desperate expedients to which the cohorts of monopoly will resort, the Tradesman calls attention to the following letter, from a valued correspondent, showing the character of most of the signatures solicited by the Armour representatives:

Hart, Dec. 19—An article in the to-day's Grand Rapids Herald headed, "Fruit Jobbers Are Indignant," was duly read by the writer and much appreciated. I wish to corroborate the facts set forth therein. An Armour representative has been here trying to induce many of the so-called fruit shippers and others to sign the paper referred to. This party was at my office and solicited my signature, which I flatly refused. I wish to state that many of the signatures to that paper are by persons who never shipped a car of fruit, and, for that matter, I think never raised ten bushels of peaches in their lives.

Lansing—One of the oldest and most substantial manufacturing establishments of this city, the Lansing Spoke Co., has changed hands. Lawrence Price and Harris E. Thomas purchasing the interest of Lucien J. Driggs in the partnership. The firm is now composed of the two purchasers mentioned and E. S. Porter.

Rose City—The railroad built by the Detroit & Mackinac for the purpose of enabling the Prescott Lumber Co. to reach timber in Ogemaw county, four miles north of this place, is in operation. The company is hauling logs to the Prescott mill near here and several million feet will be put in during the winter.

Port Huron—The Flint Pantaloon Co.'s stock of goods on Huron avenue has been purchased by David Traxler, proprietor of the Boston store, and the store has been closed for inventory. The store has already been leased to a Detroit concern, which will open a confectionery business here.

Pontiac—A corporation has been formed under the style of the Michigan Refining Works Co. to manufacture and refine gold and silver. The company has an authorized capital stock of \$50,000, of which \$25,000 has been subscribed, \$5,000 being paid in in cash and \$20,000 in property.

You can not break a bad habit by trying to bend it.

The finest way to get old is to forget about it.

Importance of Prompt Action by Traveling Men.

The salesman's situation bristles with difficulties. Upon their solution he must bring to bear an unflinching good nature and a ready perception of means to be employed. Buyers often complain of his firm; the treatment may not have been liberal, the goods may have proved inferior, credit enquiries may have been too insistent; any number of irritating comments rain about his head. To these he must listen patiently, sympathetically, and then lead his man along the pleasant paths of complacency to a different point of view.

Sometimes a playful artifice may be necessary to disarm a blustering kicker, as happened one day to a salesman entering the office of a country merchant.

"Will never buy anything of your house again, Smith, as long as I can beg it elsewhere," growled the merchant.

Smith looked up wonderingly.

"I don't have to buy of people who are afraid of their money."

Smith saw at a glance that defense would be futile. The firm evidently had committed the unforgivable offense of questioning a sensitive credit, and he jocularly enquired for the full extent of the penalty.

"Is it a ten years' sentence?"

The meanness had softened in the man's face, as he replied with barely a gleam in his eye:

"Six years and eight months, commuted for good behavior."

Smith did not sell his man this trip, but he left the office with a pleasurable sensation of having at least pulled the tares from his wheat.

His experience in the office of a large manufacturer was just the reverse. The buyer met him with a dignified courtesy and a shrewd glance. There was no chance for personal influence; it was a question of figures. As the two men faced each other, settling back comfortably in their chairs, each experienced and evinced in his glance the subdued penetration with which a shrewd business man habitually weighs the other fellow's advantage.

"What is your proposition, Mr. Smith?"

The question was just what Smith had prepared for, but somehow its tone of finality flashed through his mind the whole broad of alternatives between which success hung suspended. Would his figure get the business, or would it be betrayed to a competitor? Was the man ready to buy or only sounding the market? Should he name a maximum or a minimum figure—a gratifying profit or bare cost? Hours of deliberation had developed plausible answers to these questions, but in the moment of decision they seemed to melt and dissolve before the searching glance of his customer.

In a close market it often becomes necessary to place some business at cost in order to swell the total volume upon which cost figures have been based. It is the salesman's problem to guess shrewdly when and where conditions will permit of a normal

profit to be asked, without losing business.

Thorough knowledge of conditions in general and a quick recognition of their value in a particular instance are the salesman's equipment to meet the unforeseen, and to these should be added the self-control which is ever confident and serene. He must pass boldly from one to the other with all the impression of success, for apparent failure begets failure.

To seem sincere one must be sincere, and truth is the foundation of all saleswork. Unless a salesman can maintain an honest reputation for himself and his firm in the trade, extending it in widening circles as the years pass, his work is in vain and his firm the worse off for his efforts. The fact is self-evident, but difficult to observe. It is so tempting to take an unfair advantage. Ephemeral competition presents attractive bargains which appear better than they are, provoking similar tactics on the part of the salesman; sometimes his goods are inferior at the price, his firm does not or can not produce them on a par with the best competition. The impulse to misrepresent is then urgent and always fatal in the end.

The weak man is ever prone to make concessions to get business. Competitors do so; why should not he? If other people make a better article, why should he be expected to get their price for his product? He naturally asks this question of himself.

There is a large manufacturer of leather in Wisconsin who tans a grade of calf-skin slightly inferior to the best and at a less cost, expecting his salesmen to get the top price for his product. Since it was not permissible to misrepresent, scores of salesmen starting out to sell this leather failed and accompanied their protests to the office with confident offers to sell train loads of stuff as good as the price. It was not the tanner's idea of salesmanship to spend money to sell goods on a "mail order basis" and gradually his force decreased until but one remained in the field. The secret of his success was in keeping his leather out of direct competition with the better grades, accumulating it during periods of light demand and then forcing the price whenever leather fell short in the market. For this service he received a \$10,000 salary.

Success comes to the persistent. During months of dull markets the salesman must persevere, redoubling his efforts to garner the little business in sight. To hold out for a price during such periods, when weaker competitors are "cutting" to get business, takes pluck and a sure judgment. John Benson.

Detroit—The trunk manufacturing business formerly conducted by Martin Maier & Co., has been merged into a stock company under the style of the Martin Maier Co. The new company has an authorized capital stock of \$30,000, all of which is subscribed and paid in in property.

Do Now is always envied by Wait Awhile.



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.

Window Dressing With a Small Stock.

It was my belief originally that the average pharmacist does not carry enough stock to make a different window display each week. Experience has taught me differently. There are plenty of things in the drug-store which afford a profitable window display without any extra expense. The show windows don't need to be filled full of stock to sell goods; nor is a pretty window always a profitable one. A little stock well displayed is usually sufficient.

Tie up about two dozen packages of pipe-clay in 2 oz.-packages and put into the window. Use a sign something like this: "Clean your white slippers with pipe-clay. 5 cts. per package."

Stock invested? About fifteen cents.

Witch hazel put up in pint, quart and gallon bottles nicely displayed makes a good seller. Five gallons of stock would be ample.

Thermometers for the temperature are great sellers on either very warm days or very cold days. The poles which support the window make an excellent place to hang the thermometers.

Take a small stand or box covered with pretty crepe paper, place on it either a box of candy, a bottle of perfume, a box of cigars, a box of writing paper, a box of fancy soap, or a large jar of cold-cream. Place in rear of the displayed article this sign: "Always an Acceptable Present."

This one article alone makes a profitable display.

Bags of sea-salt in the window make a good seller. I have sold this on Sundays and holidays to persons who wanted it just to pack ice cream with, as the groceries were closed.

Five and ten-cent packages of Rochelle salt, Epsom salt, cream tartar, compound licorice powder, salts and senna, and the like; bottles of paregoric, syrup of rhubarb, spirit of camphor, and, in fact, most of those little things that are kept ready put up, can be placed in the window with this sign:

"Time savers—We have these small medicines put up just to save you time."

Owing to the nature of these, this display can not run a week.

Ten cents' worth of your egg dye will color a large basket of Easter eggs. Select a nice round, low basket and place in the center of window. This makes a good display.

The needs of foreigners should be recognized in your windows. Fix up a German window by placing in it some of their favorites, such as yellow wax, coriander seed, fennel seed, juniper berries, Epsom salt, German chamomile, zinc salve, mullein flowers, etc.; place a sign written in German on each pile of the drugs, telling what they are. Likewise a display can be arranged to please several other nationalities. The U. S. Dispensatory gives the names of our drugs in many languages.

At the end of the year, before taking your inventory, select such stock as you do not contemplate carrying any longer, and place in the window. A variety of goods is permissible in this display, as it also reduces the stock.

A good window to show your studious bent can be made by placing all your pharmaceutical books and several of your drug journals in the window; have the journals bound. Use these signs: "Our Pharmaceutical Library," "We will look up any information you desire."

I wish to say in conclusion, don't attempt to make your windows too scientific, as the average mind can not appreciate it. To draw attention I find an old picture to be about the best thing I know. A picture of your first city hall, or your first village school, or the first church in your town. There may be several of your patrons who have in their possession some old, interesting picture which they would lend you for your window. With your windows carefully displayed and nicely trimmed you will sell goods a year after the display is made. I had a customer this day ask me if we had any more of the hellebore left that we had in the window last spring.

Geo. W. Hague.

Know Your Stock.

Little journeys around the store may not yield much pleasure, but they are sure to yield profit. Do you know the stock well? Here comes a man with a sample line. It looks good. You are tempted to buy because he has some good things. You know you can sell them. What is your investment now in that line? Is it large enough? Maybe you do not take the trouble to find out. Maybe you glance over the stock and think it will stand up anyway. About the time the goods come in, after you have studied the invoice for a few days, you find your stock in that particular line is a little bigger and your investment more than it should be. That may be no great thing in itself, but you may be repeating that same work in a dozen lines which you handle, and all of them combined make a problem for you. Little journeys about the store will help you some.

Three Interpretations of the New Ruling.

Does the recent ruling of the Commissioner of Internal Revenue apply to toilet articles?

The Commissioner of Internal Revenue has answered this inquiry as follows:

"You are hereby advised that the ruling in Circular No. 673, herewith inclosed, concerning alcoholic compounds labeled and sold as medicines, does not apply to toilet articles, such as bay rum, witch hazel, etc., nor to 'paregoric and similar preparations containing alcohol.'"

Can a physician prescribe and furnish his own medicines, such as alcohol or whiskey, to patients, without violating the internal revenue law?

The Commissioner of Internal Revenue says that "he can not prescribe, and furnish to his patients, alcohol or whiskey, or any other alcoholic liquor not compounded into a medicine by admixture with drugs or medicinal substances, without involving himself in special tax liability under the internal revenue laws, even though he thus sells such liquor for use as medicine only."

Can a retail druggist, not carrying an internal revenue license, compound prescriptions and formulas containing alcohol from 25 per cent. to 75 per cent.? Can he sell tinctures containing 25 per cent. to 75 per cent. alcohol?

The Commissioner of Internal Revenue says that he can, "without subjecting himself to special tax as a retail liquor dealer under the internal revenue laws of the United States, in view of the exempting provision of section 3246, Revised Statutes, if the preparations which he thus sells contain drugs which give a medicinal quality to the alcoholic liquor other than that which it may inherently possess, and he sells these compounds in good faith for medicinal use only, never selling them as beverages nor selling them knowingly to those buying them for use as beverages."

Ammonia Liniment That Will Not Separate.

Trouble is experienced when cottonseed oil is used for ammonia liniment as directed by the U. S. P., the oil and water separating, though with other oils there is also more or less separation. Lard oil or neatsfoot oil, used instead of cottonseed oil, makes a fairly good mixture; or the cottonseed oil will make a good mixture if to every pint of it half an ounce of crude oleic acid be added. The following method will usually insure good results: Mix 16 fluid-ounces of cottonseed oil with ½ fluid-ounce of crude oleic acid, add 8 fluid-ounces of stronger ammonia water, agitate thoroughly, set aside for some time, agitate occasionally, and then add water with a little alcohol if necessary to reduce the mixture to the proper degree of thinness.

J. Morley.

The Drug Market.

Opium—Is quiet at unchanged price.

Morphine—Is steady.

Quinine—Is unchanged.

Bismuth Preparations—Have de-

clined about 75c per pound on account of lower price for metal.

Cocaine—Is very firm, but the expected advance has not taken place.

Haarlem Oil—Remains scarce and high.

Wahoo Bark—Has again advanced and is very scarce.

Sassafras Bark—Is in very small supply and has advanced.

Oil Cedar Leaf—Is scarce and has advanced.

Gum Camphor—Has again advanced 3c per pound and is tending higher.

Blue Vitriol—Has again advanced on account of higher price for copper and is tending higher. Indications are that metal will remain high during the first months of the new year.

Linseed Oil—Has advanced 1c per gallon on account of higher price for the seed.



DOROTHY VERNON

the
distinctively
rare

Perfume

In Bulk or

Holiday

Packages

Direct or through wholesale
druggists.

The Jennings Perfumery Co.
 Manufacturers and Sole Owners
 Grand Rapids

Holiday Goods

Visit our sample room
and see the most complete line.

Druggists' and Stationers'

Fancy Goods Leather Goods

Albums Books

Stationery

China Bric-a-Brac Perfumery

Games Dolls

Toys

Fred Brundage

Wholesale Druggist

Muskegon, 32-34 Western Ave. Mich.

Do You Sell Holiday Goods?

If so, we carry a Complete Line Fancy Goods, Toys, Dolls, Books, Etc. It will be to your interest to see our line before placing your order.

Grand Rapids Stationery Co.
 29 N. Ionia St., Grand Rapids, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Aceticum	60@	8	Copalba	15@1	25	Scillae Co	50@	50	Liquor Arsen et Hydrarg Iod	25@	25	Rubia Tinctorum	12@	14	Vanilla	9 00@	8
Benzolcum, Ger.	70@	75	Cubebae	15@1	30	Tolutan	50@	50	Liq Potass Arsinit	10@	12	Saccharum La's	22@	25	Zinci Sulph	7@	8
Boracie	26@	29	Evechthitos	10@1	10	Prunus virg	50@	50	Magnesia, Sulph	2@	3	Salacin	4 50@	4 75	Oils	bbl. gal.	
Carbolicum	26@	29	Erigeron	10@1	10	Tinctures	50@	50	Mannia, S F	45@	50	Sanguis Drac's	40@	50	Whale, winter	70@	70
Citricum	42@	45	Gaultheria	25@2	35	Anconitum Nap'sR	60@	60	Menthol	3 30@	40	Sapo, W	12@	14	Lard, extra	70@	80
Hydrochlor	3@	5	Geranium	50@	60	Anconitum Nap'sF	60@	60	Morphia, S P & W2	35@2	60	Sapo, M	10@	12	Lard, No. 1	60@	65
Nitrocum	8@	10	Gossypii Sem gal	60@1	70	Aloes	50@	50	Morphia, S N Y Q2	35@2	60	Sapo, G	10@	12	Linseed, pure raw	33@	43
Oxalicum	10@	12	Hedeoma	40@1	20	Arnica	50@	50	Morphia, Mal.	2 35@	2 60	Sinapis	10@	12	Linseed, boiled	39@	44
Phosphorium, dil.	42@	45	Juniper	90@2	75	Aloes & Myrrh	50@	50	Moschus Canton.	40@	40	Snuff, Maccaboy	30@	30	Neat's-foot, w str	65@	70
Salicylicum	42@	45	Lavendula	90@2	75	Asafoetida	50@	50	Myristica, No. 1	25@	30	DeVoes	51@	51	Spts. Turpentine	Market	
Sulphuricum	13@	5	Limonis	90@2	75	Aatrope Belladonna	50@	50	Nux Vomica po 15	10@	10	Snuff, S'h DeVoes	51@	51	Paints	bbl. L.	
Tannicum	75@	80	Mentha Piper	30@3	25	Aurant Cortex	50@	50	Os Sepia	25@	28	Soda, Boras	9@	11	Red Venetian	13@	2 3
Tartaricum	38@	40	Mentha Verid	1 25@1	50	Benzoin	50@	50	Pepsin Saac, H & P D Co	1 00@	1 00	Soda, Boras, po	9@	11	Ochre, yel Mars	13@	2 4
Ammonia			Morrhuae gal	1 25@1	50	Benzoin Co	50@	50				Soda et Pot's Tart	25@	28	Ochre, yel Ber	13@	2 3
Aqua, 18 deg.	4@	6	Myrica	30@3	50	Barosma	50@	50				Soda, Carb	13@	2	Putty, commer'l	2 1/2@	2 1/2
Aqua, 20 deg.	6@	8	Olive	75@3	00	Cantharides	50@	50				Soda, Bi-Carb	3@	5	Putty, strictly pr2	2 1/2@	2 1/2
Carbonas	13@	15	Picis Liquida	10@	12	Cardamon	50@	50				Soda, S'h Carb	3@	5	Vermillion, Prime	13@	15
Chloridum	12@	14	Picis Liquida gal	94@	98	Cardamon Co	75@	75				Soda, S'h Carb	3@	5	Vermillion, Eng.	75@	80
			Ricina	94@	98	Castor	1 00@	1 00				Soda, S'h Carb	3@	5	Green, Paris	14@	18
Black	2 00@2	25	Rosmarini	10@	00	Catechu	50@	50				Soda, S'h Carb	3@	5	Green, Peninsular	13@	16
Brown	80@1	00	Rosae oz	50@	60	Cinchona	50@	50				Soda, S'h Carb	3@	5	Lead, red	6 1/2@	7
Red	45@	50	Succini	40@	45	Cinchona Co	50@	50				Soda, S'h Carb	3@	5	Lead, white	6 1/2@	7
Yellow	2 50@3	00	Sabina	90@	1 00	Columbia	50@	50				Soda, S'h Carb	3@	5	Whiting, white S'n	9@	90
			Santal	2 25@4	50	Cubebae	50@	50				Soda, S'h Carb	3@	5	Whiting, Gilders	9@	95
Baccaae			Sassafras	75@	80	Cassia	50@	50				Soda, S'h Carb	3@	5	White, Paris Am'r	1@	25
Cubebae	15@	18	Sinapis, ess. oz.	65@	65	Cassia Acutifol	50@	50				Soda, S'h Carb	3@	5	Whit'g Paris Eng	1@	40
Juniperus	7@	8	Tigil	10@1	20	Cassia Acutifol Co	50@	50				Soda, S'h Carb	3@	5	cliff	1@	40
Xanthoxylum	30@	35	Thyme	40@	50	Digitalis	50@	50				Soda, S'h Carb	3@	5	Universal Prep'd	1 10@1	20
Balsamum			Thyme, opt	1@	60	Ergot	50@	50				Soda, S'h Carb	3@	5	Varnishes		
Copalba	45@	50	Theobromas	15@	20	Ferri Chloridum	35@	35				Soda, S'h Carb	3@	5	No. 1 Turp Coachl	10@1	20
Peru	60@	65	Potassium			Gentian	50@	50				Soda, S'h Carb	3@	5	Extra Turp	1 60@1	70
Terabin, Canada	60@	65	Bi-Carb	15@	18	Gentian Co	50@	50				Soda, S'h Carb	3@	5			
Tolutan	35@	40	Bichromate	13@	15	Guilaca	50@	50				Soda, S'h Carb	3@	5			
Cortex			Bromide	25@	30	Guilaca ammon	50@	50				Soda, S'h Carb	3@	5			
Abies, Canadian	18@	20	Carb	12@	15	Hyoscyamus	50@	50				Soda, S'h Carb	3@	5			
Cassiae	18@	20	Chlorate	12@	14	Iodine	75@	75				Soda, S'h Carb	3@	5			
Cinchona, Flava	18@	20	Cyanide	34@	38	Iodine, colorless	75@	75				Soda, S'h Carb	3@	5			
Buonymus atro.	18@	20	Iodide	60@3	65	Kino	50@	50				Soda, S'h Carb	3@	5			
Myrica Cerifera	20@	20	Potassa, Bitart pr	30@	32	Lobelia	50@	50				Soda, S'h Carb	3@	5			
Prunus Virginl.	15@	15	Potass Nitras opt	7@	10	Myrrh	50@	50				Soda, S'h Carb	3@	5			
Quillaja, gr'd	12@	12	Potass Nitras	6@	8	Nux Vomica	50@	50				Soda, S'h Carb	3@	5			
Sassafras	24@	25	Prussiate	23@	26	Opil	50@	50				Soda, S'h Carb	3@	5			
Ulmus	25@	25	Sulphate po	15@	18	Opil, camphorated	50@	50				Soda, S'h Carb	3@	5			
			Radix			Opil, deodorized	50@	50				Soda, S'h Carb	3@	5			
Glycyrrhiza Gla.	24@	30	Aconitum	20@	25	Quassia	50@	50				Soda, S'h Carb	3@	5			
Glycyrrhiza, po.	28@	30	Althae	30@	33	Rhatany	50@	50				Soda, S'h Carb	3@	5			
Haematox	11@	12	Anchusa	10@	12	Rhel	50@	50				Soda, S'h Carb	3@	5			
Haematox, 1s	13@	14	Arum po	10@	25	Sanguinaria	50@	50				Soda, S'h Carb	3@	5			
Haematox, 1/2s	14@	15	Calamus	20@	40	Serpentaria	50@	50				Soda, S'h Carb	3@	5			
Haematox, 1/4s	16@	17	Gentiana po 15	12@	15	Stromonium	50@	50				Soda, S'h Carb	3@	5			
			Glycyrrhiza pv 15	16@	18	Tolutan	50@	50				Soda, S'h Carb	3@	5			
Carbonate Precip.	15@	15	Hydrastis, Canada	1 90@	90	Valerian	60@	60				Soda, S'h Carb	3@	5			
Citrate and Quina	2 00@	20	Hydrastis, Can. po	2 00@	20	Veratrum Veride.	50@	50				Soda, S'h Carb	3@	5			
Citrate Soluble	55@	55	Hellebore, Alba.	12@	15	Zingiber	50@	50				Soda, S'h Carb	3@	5			
Ferrocyanidum S	40@	40	Inula, po	18@	22		20@	20				Soda, S'h Carb	3@	5			
Solut. Chloride	15@	15	Ipecac, po	25@2	25	Miscellaneous						Soda, S'h Carb	3@	5			
Sulphate, com'l	2@	2	Iris plox	35@	40	Aether, Spts Nit 3f 30@	35@	35				Soda, S'h Carb	3@	5			
Sulphate, com'l, by	70@	70	Jalapa, pr	25@	30	Aether, Spts Nit 4f 34@	38@	38				Soda, S'h Carb	3@	5			
bbl. per cwt.	7@	7	Maranta, 1/4s	15@	18	Alumen, grd po 7	4@	4				Soda, S'h Carb	3@	5			
Sulphate, pure	7@	7	Podophyllum po.	15@	18	Annatto	40@	50				Soda, S'h Carb	3@	5			
			Rhel	75@1	00	Antimoni, po	4@	5				Soda, S'h Carb	3@	5			
Flora			Rhel, cut	100@1	25	Antimoni et po T	40@	50				Soda, S'h Carb	3@	5			
Arnica	15@	18	Rhel, pv	75@1	00	Antipyrin	25@	25				Soda, S'h Carb	3@	5			
Anthemis	22@	25	Spigella	30@	35	Antifebrin	20@	20				Soda, S'h Carb	3@	5			
Matricaria	30@	35	Sanuginari, po 18	15@	15	Argenti Nitras oz	50@	50				Soda, S'h Carb	3@	5			
			Serpentaria	50@	55	Arsenicum	10@	12				Soda, S'h Carb	3@	5			
Barosma	25@	30	Senega	85@	90	Balm Gilead buds	60@	65				Soda, S'h Carb	3@	5			
Cassia Acutifol	15@	20	Smilax, off's H.	10@	12	Bismuth S N.	1 85@1	90				Soda, S'h Carb	3@	5			
Tinnevely	15@	20	Smilax, M	10@	12	Calcium Chlor, 1s	9@	9				Soda, S'h Carb	3@	5			
Cassia, Acutifol.	25@	30	Scillae po 35	10@	12	Calcium Chlor, 1/2s	9@	9				Soda, S'h Carb	3@	5			
Salvia officinalis.	18@	20	Symplocarpus	10@	12	Calcium Chlor, 1/4s	12@	12				Soda, S'h Carb	3@	5			
1/4s and 1/2s	18@	20	Valeriana Eng	15@	20	Cantharides, Rus	1 75@	80				Soda, S'h Carb	3@	5			
Uva Ursi	8@	10	Valeriana, Ger.	15@	20	Capsici Fruc's af	20@	20				Soda, S'h Carb	3@	5			
			Zingiber a	12@	14	Capsici Fruc's po	22@	22				Soda, S'h Carb	3@	5			
			Zingiber f	16@	20	Cap'i Fruc's B po	15@	15				Soda, S'h Carb	3@	5			
Gummi						Carophyllus	20@	22				Soda, S'h Carb	3@	5			
Acacia, 1st pkd.	45@	45				Carmine, No. 40.	4@	25				Soda, S'h Carb	3@	5			
Acacia, 2nd pkd.	45@	45				Cera Alba	50@	55				Soda, S'h Carb	3@	5			
Acacia, 3rd pkd.	45@	45				Cera Flava	40@	42				Soda, S'h Carb	3@	5			
Acacia, sifted sts.	22@	25				Crocus	1 75@1	80				Soda, S'h Carb	3@	5			
Acacia, po.	45@	45				Cassia Fructus	10@	10				Soda, S'h Carb	3@	5			
Aloe Barb	22@	25				Centraria	10@	10				Soda, S'h Carb	3@	5			
Aloe, Cape	25@	25				Catechu	35@	35				Soda, S'h Carb	3@	5			
Aloe, Socotri	45@	45				Chloroform	32@	32				Soda, S'h Carb	3@	5			
Ammoniac	55@	60				Chloro'm Squibbs	35@1	40				Soda, S'h Carb	3@	5			
Asafoetida	35@	40				Chloral Hyd Crs1	35@1	40				Soda, S'h Carb	3@	5			
Benzoinum	50@	55				Chondrus	20@	25				Soda, S'h Carb	3@	5			
Catechu, 1s	13@	13				Cinchonidine P-W	38@	48				Soda, S'h Carb	3@	5			
Catechu, 1/2s	14@	14				Cinchonid' Germ	38@	48				Soda, S'h Carb	3@	5			
Catechu, 1/4s	16@	16				Cocaine	3 80@4	00				Soda, S'h Carb	3@	5			
Compohrae	93@	99				Corks list D P Ct.	75@	75				Soda, S'h Carb	3@	5			
Euphorbium	40@	40				Creosotum	45@	45				Soda, S'h Carb	3@	5			
Galbanum	10@	10				Creta	2@	2				Soda, S'h Carb	3@	5			
Gamboge	25@1	25				Creta, prep	5@	5				Soda, S'h Carb	3@	5			
Gualacum	35@	35				Creta, precip	9@	11				Soda, S'h Carb	3@	5			
Kino	45@	45				Creta, Rubra	8@	8				Soda, S'h Carb	3@	5			
Mastic	45@	45															

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED		DECLINED	
Index to Markets		Index to Markets	
By Columns		By Columns	
A		B	
Axle Grease		Butter Color	
B		C	
Bath Brick		Canned Goods	
Brooms		Carbon Oils	
Brushes		Catsup	
Butter Color		Cheese	
C		Chewing Gum	
Confections		Chocolate	
Candles		Clothes Lines	
Canned Goods		Cocoa	
Carbon Oils		Cocoa Nut	
Catsup		Cocoa Shells	
Cheese		Coffee	
Chewing Gum		Crackers	
Chocolate		D	
Clothes Lines		Dried Fruits	
Cocoa		E	
Cocoa Nut		Farinaceous Goods	
Cocoa Shells		Fish and Oysters	
Coffee		Fishing Tackle	
Crackers		Flavoring Extracts	
D		Fly Paper	
Dried Fruits		Fresh Meats	
E		Fruits	
Farinaceous Goods		G	
Fish and Oysters		Gelatin	
Fishing Tackle		Grain Bags	
Flavoring Extracts		Grains and Flour	
Fly Paper		H	
Fresh Meats		Herbs	
Fruits		Hides and Pelts	
G		I	
Gelatin		Indigo	
Grain Bags		J	
Grains and Flour		Jelly	
H		L	
Herbs		Licorice	
Hides and Pelts		Lye	
I		M	
Indigo		Meat Extracts	
J		Molasses	
Jelly		Mustard	
L		N	
Licorice		Nuts	
Lye		O	
M		Olives	
Meat Extracts		P	
Molasses		Pickles	
Mustard		Playing Cards	
N		Potash	
Nuts		Provisions	
O		R	
Olives		Rice	
P		S	
Pickles		Salad Dressing	
Playing Cards		Saleratus	
Potash		Salt Soda	
Provisions		Salt	
R		Salt Fish	
Rice		Seeds	
S		Shoe Blacking	
Salad Dressing		Snuff	
Saleratus		Soap	
Salt Soda		Soda	
Salt		Spices	
Salt Fish		Starch	
Seeds		Sugar	
Shoe Blacking		Syrups	
Snuff		T	
Soap		Tea	
Soda		Tobacco	
Spices		Twine	
Starch		V	
Sugar		Vinegar	
Syrups		W	
T		Washing Powder	
Tea		Wicking	
Tobacco		Woodenware	
Twine		Wrapping Paper	
V		Y	
Vinegar		Yeast Cake	
W			
Washing Powder			
Wicking			
Woodenware			
Wrapping Paper			
Y			
Yeast Cake			

3

4

5

Best Pepsin	45	Jersey Lunch	8	Hominy	
Best Pepsin, 5 boxes	2 00	Jamaica Gingers	10	Flake, 50lb sack	1 00
Black Jack	50	Kream Klips	20	Pearl, 200lb. sack	3 70
Largest Gum Made	55	Lady Fingers	12	Pearl, 100lb sack	1 85
Sen Sen	50	Lem Yen	11	Maccaroni and Vermicelli	
Sen Sen Breath Perf.	95	Lemonade	11	Domestic, 10lb box	60
Sugar Loaf	50	Lemon Gems	10	Imported, 25lb. box	2 50
Yucatan	50	Lemon Biscuit Sq.	8	Pearl Barley	
CHICORY		Lemon Wafer	16	Common	2 15
Bulk	5	Lemon Cookie	11	Chester	2 25
Red	7	Malaga	8	Empire	3 25
Eagle	4	Mary Ann	8	Peas	
Frank's	7	Marshmallow Walnuts	16	Green, Wisconsin, bu.	1 40
Schener's	6	Marshmallow Creams	16	Green, Scotch, bu.	1 45
CHOCOLATE		Muskegon Branch, iced	11	Split, lb.	4
Walter Baker & Co.'s		Moss Jelly Bar	12	Sago	
German Sweet	22	Molasses Cakes	9	East India	4 40
Premium	25	Mixed Picnic	11 1/2	German, sacks	4 40
Vanilla	41	Mich. Frosted Honey	12	German, broken pkg	5
Caracas	35	Mich. Coconut Fstd.	12	Tapoca	
Eagle	28	Honey	12	Flake, 110 lb. sacks	4 40
COCOA		Newton	12	Pearl, 130 lb. sacks	4 40
Baker's	31	Nu Sugar	8	Pearl, 24 lb. pkgs	6 75
Cleveland	41	Nic Nacs	8 1/2	FLAVORING EXTRACTS	
Colonial, 1/4s	35	Oatmeal Crackers	8	Foot & Jenks	
Colonial, 1/2s	35	Orange Slices	16	Coleman's	Van. Lem.
Epps	42	Orange Gems	8	2 oz. Panel	1 20
Huyler	45	Penny Cakes, Asst.	8	3 oz. Taper	2 00
Van Houten, 1/4s	12	Pineapple Honey	15	No. 4 Rich. Blake 2 00	1 50
Van Houten, 1/2s	20	Pretzels, Hade Md.	8 1/2	Jennings	
Van Houten, 1/2s	40	Pretzellettes, Hand Md.	8 1/2	Terpeness Ext. Lemon	
Van Houten, 1s	72	Pretzellettes, Mac Md.	7 1/2	No. 2 Panel D. C.	75
Webb	28	Raisen Cookies	8	No. 4 Panel D. C.	1 50
Wilbur, 1/4s	41	Revere, Assorted	14	Taper Panel D. C.	1 50
Wilbur, 1/2s	42	Richwood	8 1/2	1 oz. Full Meas. D. C.	65
COCOANUT		Richmond	11	2 oz. Full Meas. D. C.	1 20
Dunham's 1/4s	26	Rube	8	4 oz. Full Meas. D. C.	2 25
Dunham's 1/2s & 1/4s	26 1/2	Scotch Cookies	10	Jennings	
Dunham's 1/4s	27	Snowdrop	16	Mexican Extract Vanilla	
Dunham's 1/2s	28	Spiced Gingers	9	No. 2 Panel D. C.	1 20
Bulk	13	Spiced Gingers, Iced	10	No. 4 Panel D. C.	2 00
COCOA SHELLS		Spiced Sugar Tops	9	No. 6 Panel D. C.	3 00
20lb. bags	2 1/2	Sultana Fruit	15	Taper Panel D. C.	2 00
Less quantity	3	Sugar Cakes	9	1 oz. Full Meas. D. C.	85
Pound packages	4	Sugar Squares, large or small	9	2 oz. Full Meas. D. C.	1 60
COFFEE		Superba	8	4 oz. Full Meas. D. C.	3 00
Common	13	Sponge Lady Fingers	25	No. 2 Assorted Flavors	75
Fair	16 1/2	Urchins	11	GRAIN BAGS	
Choice	16 1/2	Vanilla Wafers	16	Amoskeag, 100 in bale	19
Fancy	20	Vienna Crimp	8	Amoskeag, less than bl 19 1/2	
Common Santos	13	Whitehall	10	GRAINS AND FLOUR	
Fair	14 1/2	Waverly	8	Wheat	
Choice	16 1/2	Water Crackers (Bent & Co.)	16	Old Wheat	
Fancy	19	Zanzibar	9	No. 1 White	79
Peaberry	19	In-er Seal Goods.		No. 2 Red	81
Maracaibo		Almond Bon Bon	15 50	Winter Wheat Flour	
Fair	15	Albert Biscuit	1 00	Local Brands	
Choice	18	Animals	1 00	Patents	4 75
Mexican	16 1/2	Bremner's But. Wafers	1 00	Second Patents	4 50
Guatemala	19	Butter Thin Biscuit	1 00	Straight	4 30
Java	15	Cheese Sandwich	1 50	Second Straight	4 10
African	12	Cocoa Nut Macaroons	2 50	Clear	3 50
Fancy African	17	Cracker Meal	75	Graham	3 90
O. G.	25	Faust Oyster	1 00	Buckwheat	4 75
P. G.	31	Five O'clock Tea	1 00	Rye	3 75
Mocha	21	Frosted Coffee Cake	1 00	Subject to usual cash discount.	
Arabian	21	Frotana	1 00	Flour in barrels, 25c per barrel additional.	
Package		Ginger Snaps, N. B. C.	1 00	Worden Grocer Co.'s Brand	
New York Basis		Graham Crackers	1 00	Quaker, paper	4 40
Arbuckle	14 50	Lemon Snaps	50	Quaker, cloth	4 60
Dilworth	14 00	Marshmallow Dainties	1 00	Wykes-Schroeder Co.	
Jersey	14 50	Oatmeal Crackers	1 00	Eclipse	4 10
Lion	14 50	Oysterettes	50	Spring Wheat Flour	
McLaughlin's XXXX		Pretzellettes, H. M.	1 00	Roy Baker's Brand	
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.		Royal Toast	1 00	Golden Horn, family	5 00
Extract		Saltine	1 00	Golden Horn, bakers	4 90
Holland, 1/2 gro boxes	95	Saratoga Flakes	1 50	Calumet	4 90
Felix, 1/2 gross	1 15	Seymour Butter	1 00	Dearborn	4 80
Hummel's foil, 1/2 gro.	85	Social Tea	1 00	Pure Rye, dark	4 05
Hummel's tin, 1/2 gro. 1 43		Soda, N. B. C.	1 00	Clark-Jewell-Wells Co.'s	
CRACKERS		Soda, Select	1 00	Delivered.	
National Biscuit Company		Sponge Lady Fingers	1 00	Gold Mine, 1/4s cloth	5 25
Brand		Sultana Fruit Biscuit	1 50	Gold Mine, 1/2s cloth	5 15
Butter		Unedda Biscuit	50	Gold Mine, 1/4s cloth	5 05
Seymour, Round	6	Unedda Jinjer Wayfar	1 00	Gold Mine, 1/4s paper	5 05
New York, Square	6	Unedda Milk Biscuit	50	Gold Mine, 1/2s paper	5 20
Family	6	Vanilla Wafers	1 00	Judson Grocer Co.'s Brand	
Salted, Hexagon	6	Water Thin	1 00	Ceresota, 1/4s	5 25
Soda		Zu Zu Ginger Snaps	50	Ceresota, 1/2s	5 05
N. B. C. Soda	6	Zwieback	1 00	Lemon & Wheeler's Brand	
Select Soda	8	CREAM TARTER		Wingold, 1/4s	5 20
Saratoga Flakes	13	Barrels or drums	29	Wingold, 1/2s	5 00
Zephyrettes	13	Boxes	30	Pillsbury's Brand	
Oyster		Square cans	32	Best, 1/4s cloth	6 45
N. B. C. Round	6	Fancy caddies	35	Best, 1/2s cloth	6 25
N. B. C. Square, Salted	6	DRIED FRUITS		Best, 1/4s paper	6 30
Faust, Shell	7 1/2	Apples		Best, 1/2s paper	6 30
Sweet Goods		Sundried	7 @ 8	Best wood	6 45
Animals	10	Evaporated	10 @ 11	Worden Grocer Co.'s Brand	
Atlantic, Assorted	10	California Prunes		Laurel, 1/4s cloth	5 40
Bagley Gems	9	100-125 25lb boxes		Laurel, 1/2s cloth	5 30
Belle Isle Picnic	11	90-100 25lb boxes	@ 5	Laurel, 1/4s & 1/2s paper	5 20
Brittle	11	80-90 25lb boxes	@ 5 1/2	Laurel, 1/2s	5 20
Cartwheels, S & M	8	70-8 25lb boxes	@ 6	Wykes-Schroeder Co.	
Currant Fruit	10	60-70 25lb boxes	@ 6 1/2	Sleepy Eye, 1/4s cloth	5 10
Crackles	16	50-60 25lb boxes	@ 7	Sleepy Eye, 1/2s cloth	4 90
Coffee Cake, N. B. C.		40-50 25lb boxes	@ 7 1/2	Sleepy Eye, 1/4s paper	4 90
plain or iced	10	30-40 25lb boxes	@ 8 1/2	Sleepy Eye, 1/2s paper	4 90
Cocoa Nut Taffy	12	1/2 c less in 50lb cases.		Meal	
Cocoa Bar	12	Citron	@ 14 1/2	Bolted	2 70
Chocolate Drops	17	Coriscan		Golden Granulated	2 80
Cocoa Drops	12	Currauts		St Car Feed screened	20 00
Cocoa Nut Macaroons	18	Imp'd 1 lb. pkg.	@ 7 1/2	No. 1 Corn and Oats	20 00
Dixie Cookie	9	Imported bulk	@ 7 1/2	Corn, cracked	20 00
Fruit Honey Squares	12 1/2	Peel		Corn Meal, coarse	20 00
Frosted Cream	8	Lemon American	13	Oil Meal, old proc.	31 00
Fluted Cocoa Nut	11	Orange American	13	Winter Wheat Bran	18 00
Fig Sticks	12	Raisins		Winter Wheat Mid'ng	19 00
Ginger Gems	8	London Layers, 3 cr		Cow Feed	18 50
Graham Crackers	8	Cluster, 5 crown		Oats	
Ginger Snaps, N. B. C.	7 1/2	Loose Muscatels, 2 cr		Carlots	35
Hazelnut	14	Loose Muscatels, 3 cr	7 1/2	Corn, new	47
Honey Cake, N. B. C.	12	Loose Muscatels, 4 cr	7 1/2	Hay	
Honey Fingers As. Ice	12	L. M. Seeded, 1 lb.	9 1/2 @ 10	No. 1 timothy car lots	10 50
Honey Jumbles	12	L. M. Seeded, 1/2 lb.		No. 1 timothy ton lots	12 50
Household Cookies, As.	8	Sultanas, bulk			
Iced Honey Crumpets	10	Sultanas, package 7 1/2 @ 8			
Imperial	8	FARINACEOUS GOODS			
		Beans			
		Dried Lima	6		
		Med. Hd Pk'd	1 75 @ 1 85		
		Brown Holland	2 25		
		Farina			
		24 1lb. 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. 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 26 Good 22 Half barrels 2c extra. MINCE MEAT Columbia, per case. 2 75 MUSTARD Horse Radish, 1 dz 1 75 Horse Radish, 2 dz 3 50 OLIVES Bulk, 1 gal. kegs. 1 25 Bulk, 2 gal. kegs. 1 20 Bulk, 5 gal. kegs. 1 15 Manzanilla, 8 oz. 90 Queen, pints 2 35 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 8 oz. 90 Stuffed, 8 oz. 1 45 Stuffed, 10 oz. 2 30 PIPES Clay, No. 216 1 70 Clay, T. D., full count 65 Cob, No. 3 85 PICKLES Medium Barrels, 1,200 count. 4 75 Half bbls., 600 count. 2 88 Small Barrels, 2,400 count. 7 00 Half bbls., 1,200 count. 4 00 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted. 1 20 No. 20, Rover enameled. 1 60 No. 572, Special. 1 75 No. 98 Golf, satin finish. 2 00 No. 808 Bicycle. 2 00 No. 632 Tourist whist. 2 25 POTASH 48 cans in case Babbitt's 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess Fat Black 15 50 Short Cut 14 50 Bean 12 50 Pig 12 50 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 California Hams 7 1/2 Boiled Ham 12 Berlin Ham, pressed. 8 Mince Ham 9 Lard Compound 5 1/2 Pure 5 1/2 80 lb. tugs. advance 1/2 60 lb. tubs. advance 1/2 50 lb. tins. advance 1/2 20 lb. pails. advance 1/2 10 lb. pails. advance 1/2 5 lb. pails. advance 1/2 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, 1/4 45 Potted ham, 1/2 45 Deviled ham, 1/4 45 Deviled ham, 1/2 45 Potted tongue, 1/4 45 RICE Screenings 3 1/2 Fair Japan 4 5 Choice Japan 5 1/2 Imported Japan 6 Fair La. hd. 6 1/2 Choice La. hd. 6 1/2 Fancy La. hd. 6 1/2 @ 7 Carolina, ex. fancy 6 7 1/2 SALAD DRESSING Columbia, 1/2 pint. 2 25 Columbia, 1 pint. 4 00 Durkee's, large, 1 doz. 4 50 Durkee's Small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box. Arm and Hammer. 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 3 00 Wyandotte, 100 1/2 3 00 SAL SODA Granulated, bbls 85 Granulated, 100lb cases. 1 00 60 5 lb. sacks 2 00 Lump, bbls 80 Lump, 145lb kegs 85 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 @ 7 Small whole @ 6 1/2 Strips or bricks. 7 1/2 @ 10 Pollock @ 3 1/2 Halibut Strips 13 Chunks 13 1/2 Herring Holland White Hoop, bbls 11 50 White Hoop, 1/2 bbls 6 00 White Hoop, keg. @ 75 White Hoop mchs @ 80 Norwegian @ Round, 100lbs 3 75 Round, 40lbs 1 75 Scaled 14 Trout No. 1, 100lbs 7 50 No. 1, 40lbs 3 25 No. 1, 10lbs 90 No. 1, 8lbs 75 Mackerel Mess, 100lbs. 13 50 Mess, 40 lbs. 5 90 Mess, 10lbs. 1 65 Mess, 8 lbs. 1 40 No. 1, 100 lbs. 12 50 No. 1, 4 lbs. 5 50 No. 1, 10lbs. 1 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 5 Hemp, Russian 5 Mixed Bird 4 Mustard, white. 8 Poppy 8 Rape 4 1/2 Cuttle Bone 25 SHOE BLACKING Handy Box, large, 3 dz. 2 50 Handy Box, small. 1 25 Bixby's Royal Polish. 85 Miller's Crown Polish. 85 SNUFF Scotch, in bladders. 37 Maccaboy, in jars. 35 French Rappie in jars. 43 SOAP Central City Soap Co. Jaxon 2 85 Boro Naphtha 3 85 J. S. Kirk & Co. American Family. 4 05 Dusky Diamond, 50 8oz 2 80 Dusky D'nd, 100 6oz. 3 80 Jap Rose, 50 bars. 3 75 Savon Imperial. 3 10 White Russian. 3 10 Dome, oval bars. 2 85 Satinet, oval 2 15 Snowberry, 100 cakes. 4 00 LAUTZ BROS. & CO. Acme soap, 100 cakes. 2 85 Naphtha, 100 cakes. 4 00 Big Master, 100 bars. 4 00 Marselles White soap. 4 00 Snow Boy Wash Pwr. 4 00	Proctor & Gamble Co. Lenox 2 85 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 A. B. Whisley Good Cheer 4 00 Old Country 3 40 Soap Powders Central City Soap Co. Jaxon, 16 oz. 2 40 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gross lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 Scourine Manufacturing 1 80 Scourine, 50 cakes 3 50 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 55 Cassia, Saigon, in rolls. 55 Cloves, Amboyana. 22 Cloves, Zanzibar. 15 Mace 65 Nutmegs, 75-80 45 Nutmegs, 105-10 35 Nutmegs, 115-20 30 Pepper, Singapore, blk. 15 Pepper, Singap. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 48 Cloves, Zanzibar 18 Ginger, African 15 Ginger, Cochín 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singap. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 1lb packages 4 05 3lb packages 5 1/2 6lb packages 5 1/2 40 and 50lb. boxes 2 1/2 @ 3 1/2 Barrels 2 1/2 Common Corn 20lb packages 5 40lb packages 4 1/2 @ 7 SYRUPS Corn Barrels 23 Half Barrels 25 20lb cans 1/2 dz in case 1 70 10lb cans 1/2 dz in case 1 65 5lb cans 2 dz in case 1 75 2 1/2 lb cans 2 dz in case 1 80 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 12 @ 14 Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fine 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 Sweet Loma 54 Hiawatha, 5lb pails. 55 Hiawatha, 10lb pails. 55	Telegraph Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kylo 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Piper Heidsieck 66 Boot Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Great Navy 36 Sweet Core Flat Car 34 Warpath 32 Bamboo, 16 oz. 25 I X L, 1lb 27 I X L, 16 oz. pails 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried. 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb pails 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1lb. 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Ant Brake 36 Country Club 32-34 Fore XXXX 30 Good Indian 25 Self Binder, 16oz, 8oz 20-22 Silver Foam 24 Sweet Marie 42 Royal Smoke 42 TWINE Cotton, 3 ply 22 Cotton, 4 ply 22 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium 20 Wool, 1lb. balls 6 VINEGAR Malt White Wine, 40gr 8 1/2 Malt White Wine, 80gr 12 Pure Cider, B & B 12 Pure Cider, Red Star. 12 Pure Cider, Robinson. 13 Pure Cider, Silver. 13 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels, wide band 1 10 Market 35 Splint, large 3 50 Splint, medium 3 25 Splint, small 3 00 Willow, Clothes, large. 7 00 Willow Clothes, med. 6 00 Willow Clothes, small. 5 50 Bradley Butter Boxes 2lb size, 24 in case 72 3lb size, 16 in case 68 5lb size, 12 in case 63 10lb size, 6 in case 60 Butter Plates No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal. each 2 40 Barrel, 10 gal. each 2 55 Barrel, 15 gal. each 2 70 Clothes Pins Round head, 5 gross bx 55 Round head, cartons 75 Egg Crates Humpty Dumpty 2 40 No. 1, complete 32 No. 2, complete 18 Faucets Cork lined, 8 in. 65 Cork lined, 9 in. 75 Cork lined, 10 in. 85 Cedar, 8 in. 55 Mop Sticks Trojan spring 90 Eclipse patent spring. 85 No. 1 common 75 No. 2 pat. brush holder 85 12 lb. cotton mop heads 1 40 Ideal No. 7 90 Pails 2-heop Standard 1 60 2-heop Standard 1 75 2-wire, Cable 1 70 2-wire, Cable 1 80 Cedar, all red, brass 1 85 Paper, Bureau 3 25 Fibre 3 90	Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 00 Ideal 1 50 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 40 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Rat, wood 80 Rat, spring 75 Tubs 20-in., Standard, No. 1. 1 70 18-in., Standard, No. 2. 2 50 16-in., Standard, No. 3. 3 50 20-in., Cable, No. 1. 7 50 18-in., Cable, No. 2. 6 50 16-in., Cable, No. 3. 5 50 No. 1 Fibre 10 80 No. 2 Fibre 9 45 No. 3 Fibre 8 55 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 3 50 Single Peerless 2 75 Northern Queen 2 75 Double Duplex 3 00 Good Luck 2 75 Universal 2 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 13 in. Butter 1 15 15 in. Butter 2 00 17 in. Butter 3 25 19 in. Butter 4 75 Assorted, 13-15-17 2 25 Assorted 15-17-19 2 25 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white 2 1/2 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short c't. 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Jumbo Whitefish 12 1/2 No. 1 Whitefish 10 1/2 Trout 9 1/2 @ 10 Halibut 10 Ciscos or Herring. 5 Bluefish. 10 1/2 @ 11 Live Lobster 25 Boiled Lobster 25 Cod 10 Haddock 8 Pike 7 @ 10 Perc. dressed 8 Smoked White 12 1/2 Red Snapper 8 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 45 Perfection Standards. 1 25 Standards 1 25 Shell Goods Clams, per gal. 1 20 Shell Clams, per 100. 25 Oysters, per gal. 1 25 Shell Oysters, per 100. 10 HIDES AND PELTS Hides Green No. 1 11 @ 11 1/2 Green No. 2 10 @ 10 1/2 Cured No. 1 13 1/2 @ 13 Cured No. 2 12 1/2 @ 12 1/2 Calfskins, green No. 1 13 Calfskins, green No. 2 11 1/2 Calfskins, cured No. 1 14 1/2 Calfskins, cured No. 2 13 Steer Hides, 60lb over 13 1/2 Pelts Old Wool 60 @ 1 40 Shearings 40 @ 1 25 Tallow No. 1 4 1/2 @ 3 1/2 No. 2 3 1/2 @ 3 Wool Unwashed, med. 25 @ 28 Unwashed, fine 21 @ 23 CONFECTIONS Stick Candy Standard 7 1/2 Standard H. H. 7 1/2 Standard Twist 8 Jumbo, 32 lb. case. 7 1/2 Extra 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 3 Leader 8 1/2 Kindergarten 10 Bon Ton Cream 9 French Cream 10 Star 11 Hand Made Cream 15 Premio Cream mixed 13 O F Horehound Drop 11 Fancy-In Pails Gypsy Hearts 14 Coco Bon Bons 12 Fudge Squares 12 1/2 Peanut Squares 9 Sugared Peanuts 11 Salted Peanuts 11 Starlight Kisses. 11 San Blas Goodies 12 Lozenges, plain 10 Lozenges, printed 11 Champion Chocolate 11 Eclipse Chocolates 13 Eureka Chocolates. 13 Quintette Chocolates. 13 Champion Gum Drops 8 1/2 Moss Drops 10 Lemon Sours 10 Imperial 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 20lb pails 12 Molasses Chews, 15lb. cases 12 Molasses Kisses, 10 lb. box 12 Golden Waffles 12 Old Fashioned Molasses Kisses, 10 lb. box. 1 20 Orange Jellies 50 Fancy-In 5lb. Boxes Lemon Sours 55 Peppermint Drops 60 Chocolate Drops 60 H. M. Choc. Drops 35 H. M. Choc. L. t. and Dark No. 12 1 00 Bitter Sweets, ass'd 1 25 Brilliant Gums, Cryo. 60 A. A. Licorice Drops 90 Lozenges, plain 55 Lozenges, printed 55 Imperial 60 Mottos 60 Cream Bar 55 G. M. Peanut Bar 55 Hand Made Cr'sms. 80 @ 9 Cream Buttons, Pep. and Wintergreen. 65 String Rock 60 Wintergreen Berries. 60 Old Time Assorted, 25 lb. case 2 75 Buster Brown Goodies 30lb. case 3 50 Up-to-Date Assmt. 32 lb. case 3 75 Ten Strike Assortment No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike No. 3 8 00 Ten Strike, Summer assortment. 6 75 Kalamazoo Specialties Hanselman Candy Co. Chocolate Maize 18 Gold Medal Chocolate Almonds 18 Chocolate Nugatines 18 Quadruple Chocolate 15 Violet Cream Cakes, bx90 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 25 Cicero Corn Cakes 5 per box 60 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS-Whole Almonds, Tarragona 15 Almonds, Avica 15 Almonds, California sft shell 15 @ 16 Brazil 12 @ 13 Filberts 12 Cal. No. 1 16 @ 17 Walnuts, soft shelled 16 1/2 Walnuts, French 13 1/2 Table nuts, fancy 8 Pecans, Med. 12 Pecans, ex. large. 13 Pecans, Jumbo. 14 Hickory Nuts pr bu Ohio new 10 Cocoanuts 10 Chestnuts, New York State, per bu 10 Shelled Spanish Peanuts. 8 @ 8 1/2 Pecan Halves 50 Walnut Halves 28 @ 32 Filbert Meats 35 Alicante Almonds 47 Jordan Almonds 47 Peanuts Fancy, H. P. Suns. 5 1/2 Fancy, H. P. Suns, Roasted 6 1/2 Choice, H. P. Jbo. 7 1/2 Choice, H. P. Jurn-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
1/4 lb cans 2 50
1/2 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

Original Holland Rusk



Cases, 5 doz. 4 75
12 rusks in carton.
Walsh-DeRee Co.'s Brands



Sunlight Flakes
Per case 4 00
Wheat Grits
Cases, 24 2lb pack's.. 2 00

CIGARS



G. J. Johnson Cigar Co.'s bd
Less than 500. 33
500 or more 32
1,000 or more 31
Worden Grocer Co. brand
Ben Hur
Perfection 35
Perfection Extras 35
Londres 35
Londres Grand 35
Standard 35
Puritans 35
Panatellas, Finas. 35
Panatellas, Bock 35
Jockey Club 35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb pkg, per case 2 60
35 1/4 lb pkg, per case 2 60
35 1/4 lb pkg, per case 2 60
16 1/4 lb pkg, per case 2 60

FRESH MEATS

Beef
Carcass 5 @ 8
Forequarters 4 1/2 @ 5
Hindquarters 6 @ 9 1/2
Loins 7 @ 16
Ribs 7 @ 13
Rounds 5 @ 7
Chucks 4 @ 5
Plates 4 @ 8

Pork
Lions @ 8 1/2
Dressed @ 6
Boston Butts @ 7
Shoulders @ 7
Leaf Lard @ 8 1/2

Mutton
Carcass @ 9
Lamb @ 13

Veal
Carcass 7 @ 9

CLOTHES LINES

Sisal
60ft. 3 thread, extra.. 1 00
72ft. 3 thread, extra.. 1 40
90ft. 3 thread, extra.. 1 70
60ft. 6 thread, extra.. 1 29
72ft. 6 thread, extra.. 1 50

Jute
40ft. 75
72ft. 90
90ft. 1 05
120ft. 1 50

Cotton Victor
50ft. 1 10
72ft. 1 35
90ft. 1 60

Cotton Windsor
50ft. 1 30
60ft. 1 44
70ft. 1 80
80ft. 2 00

Cotton Braided
40ft. 95
50ft. 1 35
60ft. 1 65

Galvanized Wire
No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted
Dwinell-Wright Co.'s B'ds.

White House, 1lb
White House, 2lb
Excelsior, M & J, 1lb
Excelsior, M & J, 2lb
Tip Top, M & J, 1lb
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination

Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sagin-
aw; Melsel & Goeschel,
Bay City; Godsmark, Du-
rand & Co., Battle Creek;
Fielbach Co., Toledo.



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

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aw; Melsel & Goeschel,
Bay City; Godsmark, Du-
rand & Co., Battle Creek;
Fielbach Co., Toledo.



CONDENSED MILK

4 doz. in case
Gall Borden Eagle 6 40
Crown 5 90
Champion 4 52
Daisy 4 70
Magnolia 4 00
Challenge 4 40
Dime 3 85
Peerless Evap'd Cream 4 00

FISHING TACKLE

1/2 to 1 in 6
1 1/4 to 2 in 7
1 1/2 to 2 in 9
1 3/4 to 2 in 11
3 in 15
4 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

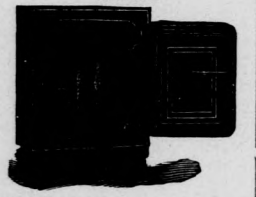
Poles

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 burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent 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 Whole-
sale Houses in the
Country.

WHY?

Because our houses are the recog-
nized 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 atten-
tion.

Our current catalogue lists the most com-
plete 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

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

AUTOMOBILES

We have the largest line in Western Mich-
igan and if you are thinking of buying you
will serve your best interests by consult-
ing us.

Michigan Automobile Co.
Grand Rapids, Mich.

TRACE YOUR DELAYED FREIGHT Easily

and Quickly. We can tell you
how. **BARLOW BROS.,**
Grand Rapids, Mich.

Leading the World, as Usual

LIPTON'S CEYLON TEAS.

St. Louis Exposition, 1904, Awards

GRAND PRIZE and Gold Medal for Package Teas.

Gold Medal for Coffees.

All Highest Awards Obtainable. Beware of Imitation Brands.

Chicago Office, 49 Wabash Ave.

1 lb., 1/2 lb., 1/4 lb. air-tight cans.



A Bakery Business in Connection

with your grocery will prove a paying investment.

Read what Mr. Stanley H. Oke, of Chicago, has to say of it:

Middleby Oven Mfg. Co., 60-62 W. VanBuren St., 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.

For Sale—Exclusive news business, 750 Sunday, 450 dailies. Address "K," care Michigan Tradesman. 245

First-class clothing store and shoe store needed in Mendon, Mich. Rents reasonable. Investigate. 246

For Sale—General merchandise business in small town. Doing strictly cash business of \$10,000 annually. For particulars address No. 242, care Tradesman. 242

For Sale—\$2,500 or \$3,000 stock dry goods and groceries all bought in one year. All purely new staple goods, in town of 4,500 inhabitants. Also brick room 20x100 feet, \$5,000. Will sell one or both or might trade for good farm if not too far from this locality. Snap if taken at once. Lock box 207, Rochester, Ind. 241

For Sale—Steam laundry; good business; only laundry in town. Address J. Dales, Chesaning, Mich. 240

An up-to-date stock of millinery to be sold at once; doing good business in good town, going cheap. P. O. Box 206, Watertown, Minn. 236

Rare opportunity to get a first-class drug stock in a hustling Northern town in Michigan, of 8,000 inhabitants and growing fast. Will sell cheap if taken at once. Address "A" care Michigan Tradesman. 237

Meat Market For Sale—Two-story brick, including two No. 1 refrigerators, Enterprise and Silent sausage machines, 5 horse-power gasoline engine, also slaughter house if desired. Everything in first-class shape. Doing a big business in town of 2,000, centrally located. Modern improvements. Good reasons for selling. Address "Meats," care Michigan Tradesman. 239

For Sale—General stock of merchandise in best town of 600 inhabitants in Michigan. Good store and fixtures to rent for three years. Excellent living rooms over store. Now is your time to make a good investment. Best of reasons for selling. Address No. 244, care Michigan Tradesman. 244

For Sale—Only bakery in town of 2,000 population, 700 students. Doing good business, but must quit bakery business. Snap if taken inside of 15 days. Address Chas. Kuebler, Mt. Vernon, Iowa. 247

For Sale or Rent—Two-story brick store with good cellar, 24x60 feet with wood addition on back. Water and electric lights. Cement walk in front. Address Mrs. Mary O. Farnham, L. Mancelona, Mich., Box 43. 243

For Sale—Three good second-hand patent butchers' refrigerators. For particulars write A. R. Hensler, Battle Creek, Mich. 249

For Sale—New clean stock shoes, about \$1,600. Mostly bought from factories. Best location. Cheapest rent. Only exclusive shoe store here. Population 1,100 with large country trade. Net profits average \$75 per month. Address No. 227, care Tradesman. 227

For Rent—In a live Upper Peninsula town, a store 25x80 feet. The chance of a lifetime for the right grocer or hardware man. Address No. 235, care Michigan Tradesman. 235

For Sale—Old established grocery business located on main thoroughfare in fastest growing section of Grand Rapids. Stock, fixtures and delivery service can be purchased for \$2,500. No old stock. No trades. Sales exceed \$1,000 a month, practically all cash. Owner going in other business. Rent low. Address No. 232, care Michigan Tradesman. 232

For Sale—Good clean stock of drugs invoicing \$2,200 in town of 1,300 inhabitants southern Michigan. Full prices, only one other drug stock in town. Will sacrifice if taken at once. Best reasons for selling. Address No. 225, care Michigan Tradesman. 225

For Sale or Exchange—\$7,500 or ¼ interest in Wood Working Plant, making staple materials, products sold ahead for several months, located near Ft. Wayne, Ind. Will consider exchange of stock of merchandise or business property. Address No. 230, care Tradesman. 230

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

Wanted—Occupant for best and most central business room in Grass Lake; rich farming community, prosperous village of 700; fine opening for general store, cheap rent. Address Bernhard Teufel, Grass Lake, Mich. 216

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

For Sale—The only exclusive stock of furniture in a growing city of 3,000, having four large factories in operation, another being erected. Good opportunity for a hustling furniture man. Will give possession after Jan. 1. Good reasons given for parting with a good business. Address No. 218, care Michigan Tradesman. 218

For Sale—Grocery and market. Will sell at invoice, cost about \$4,500, including fixtures, horse and delivery wagons. Established 15 years. Average yearly sales \$30,000. Can do more if desired. Located in a live manufacturing town of 6,000 inhabitants. Manufacturing interest requires our attention. Address P. O. Box 7, Whiting, Ind. 217

For Sale—Restaurant in best town in Northern Michigan of 12,000 inhabitants. New furniture and fixtures worth \$1,000, will take \$600 if sold soon. \$400 cash, balance on time. Other business, reason for selling. Address Box 393, Traverse City, Mich. 215

For Sale or Exchange—\$9,000 grocery, meat market and residence, doing good business, 7,000, town north central Illinois. Exchange for land or city property or sell on easy terms. Address No. 214, care Michigan Tradesman. 214

For Sale or Exchange—\$10,000 to \$15,000 interest in furniture factory located in northwestern Ohio, for stock of furniture, general merchandise or town or city property. Address R. F. Kerr, Toledo, O. 229

For Sale—1,180 acres smooth coal black prairie land 28 miles southwest of Beaumont, Texas. Price \$7 per acre. Half cash, balance in one and two years. Snap. Box 892, Peoria, Ill. 224

Wanted—Second-hand bags, any kind, any quantity anywhere. I pay freight. Write for prices. Geo. T. King, Richmond, Va. 223

Wanted—To correspond with parties looking for location for factory. Address Thompsonville Improvement Association L. R. McCormick, Sec'y., Thompsonville, Mich. 222

For Sale—Stock of general merchandise, including dry goods, clothing, shoes and groceries, inventorying about \$5,000, located in a good trading point, surrounded by good farming country. Largest stock in town and doing the leading cash business. Rent reasonable. Terms to suit purchaser. Address No. 220, care Michigan Tradesman. 220

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

To Exchange—Good mill and elevator in good wheat country for real estate or merchandise. Iowa Mill Brokers, Independence, Iowa. 195

Partner Wanted—In secondhand wood-working machinery business. E. R. Richards, 220 Peachtree St., Atlanta, Ga. 94

For Sale—800 acres improved farm; two sets of farm buildings and an artisan 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

Geo. M. Smith Safe Co., agents for one of the strongest, heaviest and best fire-proof safes made. All kinds of second-hand safes in stock. Safes opened and repaired. 376 South Ionia street, Grand Rapids. Both phones. 926

For Sale—Confectionery, tobacco, cigars, canned goods stock, etc., also fixtures in good manufacturing town of 4,000 inhabitants. Address Box 538, Greenville, Mich. 133

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—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

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

Best price paid for pieces of burlap from bales, coffee bags, sugar bags, etc. William Ross & Co., 59 So. Water St., Chicago, Ill. 117

To Exchange—Have good improved Iowa or western Illinois farm to exchange for stock of merchandise. Address No. 196, care Michigan Tradesman. 196

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. 338

Live clerks make clean extra money representing our straight, wholesome western investments; experience unnecessary. C. E. Mitchell Co., Spokane, Wash. 990

POSITIONS WANTED

Wanted—A position as bookkeeper, by a graduate of the best business college in Northwest. Have had six years' experience as clerk and bookkeeper in retail grocery. Can furnish testimonials from former employers. Address Box 484, Big Rapids, Mich. 250

Wanted—Position by registered assistant pharmacist. Twenty years' experience in a retail drug store. Address L. E. Bockes, Empire, Mich. 238

Wanted—Position as manager of general store, by A1 dry goods and clothing man with city and country experience. Best of references. Address "W. X. Z.," care Michigan Tradesman. 248

Position Wanted—Pharmacist, registered 16 years. Married. City and country experiences. Working now but desires a change. Prescription work preferred. Address No. 233, care Tradesman. 233

Wanted—Position by experienced man. Owing to change of firm after Jan. 1, I will be looking for position. Capable of taking charge of general store. Address Box 138, Belding, Mich. 221

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—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

Wanted—Retail clerks who wish to become traveling salesmen. We offer staple line to general merchants. We offer special inducements to retail merchants and we prefer to educate our salesmen from men who have had no road experience but who have sold goods over the counter. Write for particulars Sales Manager, McAllister-Coman Company, 356 Dearborn St., Chicago, Ill. 138

AUCTIONEERS AND TRADERS.

H. C. Ferry & Co., Auctioneers. The leading sales company of the U. S. We can sell your real estate, or any stock of goods, in any part of the country. Our method of advertising "the best." Our "terms" are right. Our men are gentlemen. Our sales are a success. Or we will buy your stock. Write us, 32 Dearborn St., Chicago, Ill. 490

Want Ads. continued on next page.

WE ARE EXPERT AUCTIONEERS

and have never had a failure because we come ourselves and are familiar with all methods of auctioneering. Write to-day.

R. H. B. MACROBIE
AUCTION CO.,
Davenport, Ia.

A. W. Thomas MERCHANDISE AUCTIONEER

Just closed \$10,000 Furniture Sale for W. F. Sinamaker, 978-980 Madison street, Chicago. Write him about it.

Dated ahead until January 18th. If you want date, write quick.

References—those for whom I have sold and the wholesale houses of Chicago. Am booking sales now for January, February, March, April.

A. W. THOMAS

Expert Merchandise Auctioneer

324 Dearborn St. Chicago, Ill.

Now selling for the Steinhilber Grant Land Co., Strawberry Point, Iowa. Write them about it.

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Most Economical
Method of Keeping
Petit Accounts

File and 1,000 printed blank bill heads..... \$2 75
File and 1,000 specially printed bill heads..... 3 00
Printed blank bill heads, per thousand..... 1 25
Specially printed bill heads, per thousand..... 1 50

Tradesman Company,
Grand Rapids.

NEW YEAR RESOLUTIONS.

Silence Not Popular at the Corner Drug Store.

Written for the Tradesman.

"Next year," said the young clerk who parts his hair in the middle, "I'm going to cut out this girl business and save my coin. I feel deep, deep down in my throbbing heart that they are using me for spending money. No more boxes of gloves for mine. It will be candy out of the pail or they may go to the sugar bowl for their supply of sweets, and papa's sugar bowl at that."

"If you can get the landlady to wait for her pay," said the book-keeper, "you'll be showing Maude to the town from the distinction of a double team before the first week of the new year is over."

"Say, but isn't Maudie a peach?" said the clerk. "She can come right down here and get my little nine cents a week for the remainder of my natural life. And her papa's got the mazuma, at that. He gathered it in on the pine crop and hung it up to swell. Oh, he's got a bundle now that would throw a Pere Marquette train off the track."

"And some fellow with a long row of brick tenements, and a trunk full of bonds, will drop down some day and take Maudie away over the deep blue sea," said the book-keeper, "and you will continue to glide into your little hall bedroom at about 13 p. m. every morning and get up and turn your cuffs before you go to the store. Maudie is a star, all right, but it will take about nine million years for you to get into her class. What you need is a girl with red hair and a thirst for accumulation, so you can work over time and put your money in a neat little cottage on the installment plan. When you get the house paid for it is ready to fall down, and the land is worth only half you gave for it."

"I don't see how I've got along without that sort of a combination as long as I have," said the clerk. "I suppose you think I also need a couple of little darlings with blue eyes and the sniffles to bring my dinner down here in a dented tin box with the coffee sloshing around in the interior. If I had a grouch like the one you've been nursing for a month, I'd go and drown it in bee juice."

"If you want to do a good job of swearing off," said the book-keeper, grinning at the clerk's reflection on his temper, "I think you'd better get a new combination on that talk-twirl-er. You've got George Francis Train beaten there and back when it comes to the use of the English language. A man with your imagination and gift of speech ought to be in the ring at the Chicago yards selling horses warranted for wind and work."

"I know," said the clerk, "that there is a popular notion among the smart set that I talk too much. I guess I do talk too much, but, say, I don't see any of my close-mouthed critics buying autos or negotiating for winter tickets for the blue Mediterranean. I guess they get about the same number of beans for a nickel that I do."

"People don't dodge up stairways when they see them coming," said the book-keeper. "You've got a lingo that ought to clear a theater in two seconds in case of fire."

"I'm proud of it," said the clerk. "If you and your bum crowd did as much talking as I do people would find out what fools you are and put you under restraint. You couldn't deliver the goods. It takes a mighty smart man to keep his jaw going all the time—a man who thinks about nine million things while you are blundering over one."

"It's just awful to have to listen to it," said the book-keeper.

"Say," said the clerk, "up at the house, the other day, we drew a prize-package in the shape of a new boarder. He sells tickets, or runs an information window, or does something in connection with serving the public, and so he thinks it's sinful to waste a word. He looks pained when a man tells a story, and seems to regard it as a personal insult when spoken to. Oh, he's a clam, all right, with the lockjaw, good and plenty. He points with his knife when he wants anything at the table."

"I should think the boarders would appreciate him," said the book-keeper; "he's so different."

"Oh, they do appreciate him! They flatter him! They flatter by imitation, and that's the neatest kind of flattery."

"What do they do to him?"

"Nothing. They just keep still. Say, you are always hearing some fool talking about this one or that one being a nice quiet person. It is the quiet person who always wins—on paper—and it is the quiet little mouse of a girl who always walks off with the millionaire! See! That word quiet is over-worked."

"You don't mean to tell me that you can actually keep still?" said the book-keeper.

"Keep still? Why, I'm an oyster! You couldn't pry a word out of me with a crowbar. You couldn't blow one out with dynamite. I'm so still you can hear my pulses beat. And the other boarders are sealed up. I don't see how they get their food down, they keep their mouths so tight."

"I think I'll go up there and board," said the book-keeper, with a broad grin. "You have the paradise, for sure."

"Don't you think it," said the clerk. "Half the boarders have given notice. You see this prize-package I'm telling you about said one day that he hated people who talked all the time and said nothing. That was a nice remark for a new boarder to make, now, wasn't it? But your real quiet man is either a fool or a crank, so we won't blame him. I guess it was Tom Newman who put up the job. Anyhow, we formed a Silence Club, and the person who speaks to that chap anywhere, or speaks to any person about anything at the table gets fined. We sit there and point at the things we want. We don't look at each other much, for there might be an explosion, and that would spoil everything. Oh, we've

got that prize-package going, all right."

"Real convivial crowd up there," said the book-keeper. "I guess I'll go there—not!"

"Oh, come on. We'll be twirling our talkers for fair by next week, if the prize-package goes. You see we aim to teach him a lesson. Nice world this would be if everybody went about with his mouth shut until he had something important to communicate! Talk is the color of life, and the smile is the perfume of conversation."

The book-keeper sat back and grinned and in about a second the clerk was talking at the rate of five hundred words a minute to a couple of girls at the front end of the store.

Alfred B. Tozer.

The Grain Markets.

The wheat market the past week has been of a dull, dragging nature, having lost about one per cent. per bushel all around, both cash and options. Number one white closed 85½ and number two red 87½ in Detroit, with Chicago May 87½ and December 84½. The general movement of grain has been about up to the average, both for domestic and export shipment. According to Bradstreet's reports the world's visible supply increased 1,500,000 bushels. United States and Canada east of the Rockies increased 4,066,000, afloat for and in Europe decreased 2,600,000 bushels. Corn, United States and Canada increased east of the Rockies 1,385,000 bushels, while oats decreased 488,000 bushels.

There has been a free movement of corn, with the far futures practically unchanged to one-half lower, while the near future price has dropped off about one cent per bushel during the week. Corn is now arriving in very good condition, but the open condition of the weather affects local trade to some extent.

Oats are unchanged for the week so far as futures are concerned but local markets and Detroit have lost about one cent. The movement is fairly liberal and demand up to the average.

Millfeed is higher, western feeds have advanced practically one dollar per ton and scarce at that.

L. Fred Peabody.

Fremont Business Men Join Hands.

Fremont, Dec. 19—The meeting of business men last Friday evening was attended by seventy citizens, who all united in the formation of an organization to promote the best interests of the town. It was an enthusiastic gathering, the remarks were to the point, plainly showing that the movement would receive the heartiest support of not only men conducting business in the town but most of the residents. A more representative meeting could not have been asked for by the originator, and it certainly was gratifying to witness the spirit of progression shown.

John G. Anderson called the meeting to order and after stating the object of the call selected Andrew Gerber for temporary chairman. A. K. Hayden was elected temporary

Secretary, after which the merits of such an organization were discussed.

Upon motion to elect permanent officers Geo. Hilton was chosen President, J. G. Anderson Secretary, Andrew Gerber Treasurer. A committee on permanent organization, consisting of F. H. Smith, W. F. Reber and J. Pikaart, were named by the chair, also a Committee on Constitution and By-laws, consisting of A. K. Hayden, J. W. Egan and E. D. L. Evans. An Executive Committee will be announced at the next meeting.

Test Case Under the New Law.

Milford, Dec. 16—E. E. Goultry, who has been in this vicinity for some weeks, representing a Dayton, Ohio, grocery house, was placed under arrest Monday night on a charge of having violated the new transient traders' law, passed by the last Legislature. He gave bonds for his appearance in Justice Lovejoy's court and the hearing was set for Dec. 19.

One day last week the goods representing the orders taken in this vicinity, amounting, it is said, to \$600 or \$700 worth, arrived at the depot here and Mr. Goultry desired to unpack them at the depot and parcel them out to the farmers from there. Station Agent Ball objected to having the warehouse turned into a grocery store and Goultry secured the vacant Williams store, from which the goods were distributed.

The law's definition of a transient merchant is quite explicit and seems to fit this case, which is said to be the first brought under its provisions. It requires a transient merchant to apply for a license before doing business, the license costing \$10 per day in towns of less than 20,000. Violation of the law is a misdemeanor, punishable by a fine of from \$50 to \$500 or ten to thirty days in the county jail.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, Dec. 20—Creamery, 21@24½c; dairy, fresh, 18@21c; poor, 15@17c; roll, 16@19c.

Eggs—Fresh, candled, 28c; storage, 21c.

Live Poultry — Fowls, 9@11c; chickens, 10@12c; ducks, 14@15c; geese, 13@14c.

Dressed Poultry — Chickens, 12@14c; fowls, 12@12½c; turkeys, 18@19c; ducks, 14@15c; geese, 12@13c.

Beans — Hand picked marrows, new, \$3; mediums, \$2.15; pea, \$1.80@1.85; red kidney, \$2.40@2.65; white kidney, \$3@3.15.

Potatoes—55@70c per bushel.

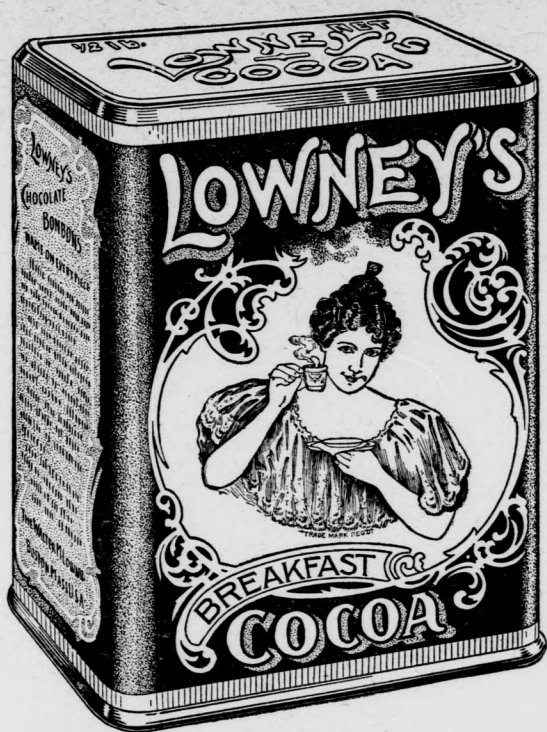
Rea & Witzig.

BUSINESS CHANCES.

For Sale At a Bargain—A well equipped cheese factory in Weidman, Isabella County, Mich., surrounded by the best farming land in Central Michigan. Cost \$3,000. Will sell for \$1,200. Easy terms. Write John S. Weidman, Weidman, Mich. 251

For Sale—168 acre farm, near Lyons, devoted to special crops yielding an annual income of \$5,000 to \$6,000. C. A. Goetzman, Lyons, N. Y. 252

For Sale—Gents' furnishing store and tailoring combination in a Central Indiana city of 10,000 population. Fine large room, splendidly located. Stock of gents' furnishings and fixtures will invoice about \$2,300. Large tailoring stock is carried on consignment to take orders for tailors to trade houses. Anyone can manage both departments. Doing a good business. Here is a snap. Be quick. Owner wishes to engage in other business. Address "Emory P." care Tradesman. 253



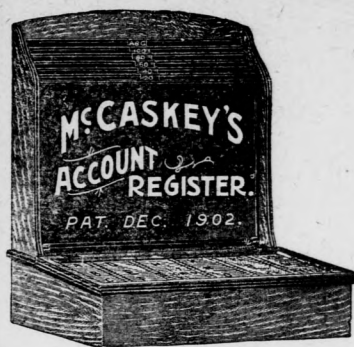
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Grand Rapids, Mich.

To All Our Friends and Patrons
We Wish

A Merry
Christmas

and a

Prosperous
New Year



H. Leonard & Sons

Grand Rapids, Mich.