

MICHIGAN TRADESMAN

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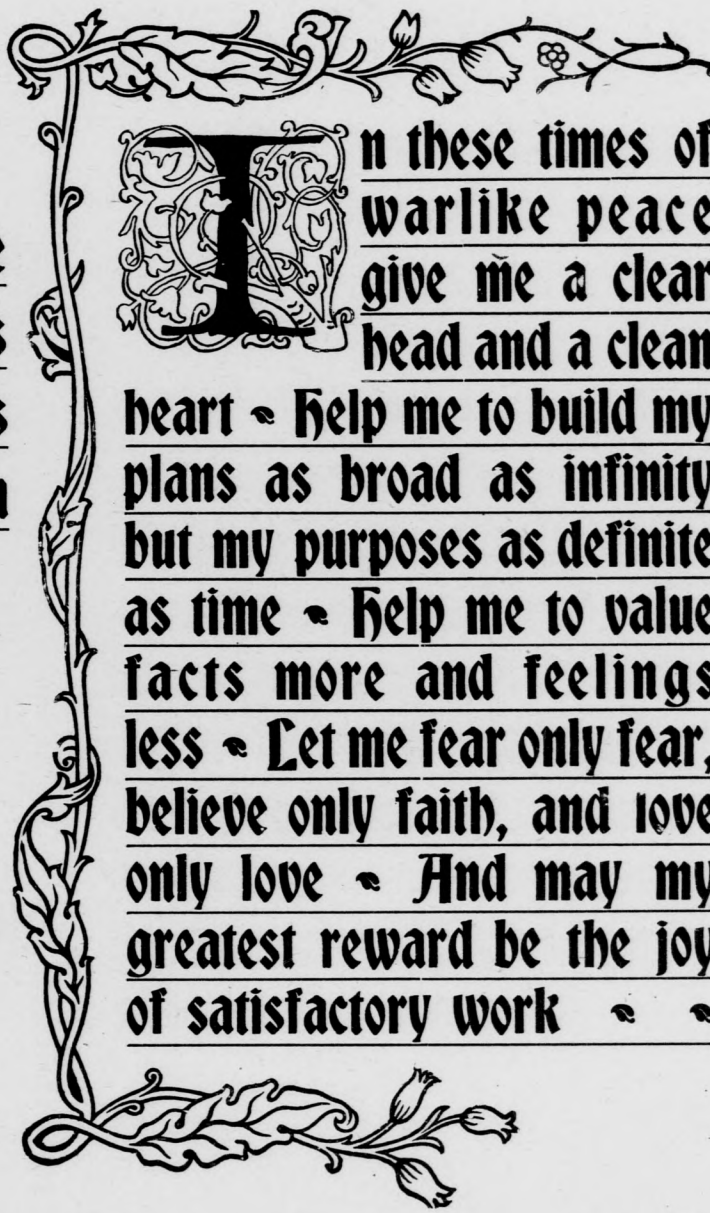
Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 27, 1905

Number 1162

To the
Maker of Years
and Worlds
and Men

1906



In these times of
warlike peace
give me a clear
head and a clean
heart • Help me to build my
plans as broad as infinity
but my purposes as definite
as time • Help me to value
facts more and feelings
less • Let me fear only fear,
believe only faith, and love
only love • And may my
greatest reward be the joy
of satisfactory work • •

SINGLE INSIDE LIGHT
600 CANDLE POWER

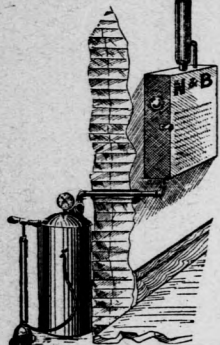
SINGLE INSIDE LIGHT
600 CANDLE POWER

SINGLE INSIDE LIGHT
600 CANDLE POWER

Increase Your Holiday Trade

By making your store bright and attractive—you'll find it pays. For 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



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

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

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

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

Prices Reasonable.

Prompt Service.

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

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

The Best People Eat

Sunlight Flour flakes

Sell them and make your customers happy.

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

We Can Prove What We Say

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

The Moneyweight System

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

The Best is Always Cheapest

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

Moneyweight Scales are Best

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

Do it Now

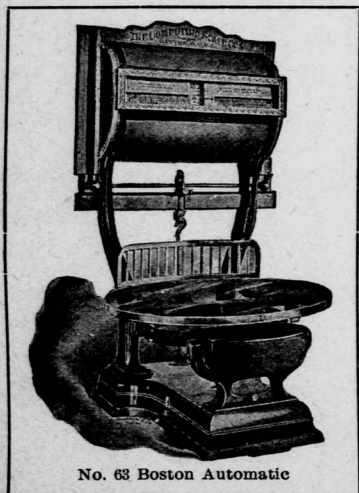
MONEYWEIGHT SCALE CO.

58 State St., Chicago, Ill.

Manufactured by

THE COMPUTING SCALE CO.

Dayton Ohio



No. 63 Boston Automatic



No. 84 Pendulum Automatic

MICHIGAN TRADESMAN

Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 27, 1905

Number 1162

We Buy and Sell
Total Issues

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

Correspondence Solicited

H. W. NOBLE & COMPANY
BANKERS

Union Trust Building. Detroit, Mich.

The Kent County Savings Bank

OF GRAND RAPIDS, MICH

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

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OF MICHIGAN

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GRAND RAPIDS FIRE INSURANCE AGENCY

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Grand Rapids, Mich. The Leading Agency

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

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R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

Collection delinquent accounts; cheap, ef-
ficient, responsible; direct demand system.
Collections made everywhere for every trader.
O. E. McCORNE, Manager.

ELECTROTYPES

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

REAPING THE WHIRLWIND.

The present condition of affairs in Russia can be described only as a state of universal "confusion worse confounded." It is impossible to believe that there are not millions of fairly intelligent people in that country who would gladly maintain the present government in power and assist it in maintaining order at least until a general election can be held and the situation be taken in hand by some semblance of a national representative body, if they had any means of effective action. But the Socialists and the Nihilists in Russia have no desire to exchange the autocracy for any other form of government than that utopian social state which is utterly impracticable everywhere, and nowhere more so than in their own distracted land. They are doing their utmost to overthrow "the tottering throne of the Romanoffs," as they describe the Czar's uneasy seat in their manifestoes, but they are just as little in sympathy with the bourgeoisie as they are with royalists and aristocrats. They want to make an end of competition and every form of individualism once for all, and to establish on the ruins of all existing institutions a state which shall do everything for everybody. In Germany, in France and in many other countries there is a considerable class of so-called scientific Socialists who have lost faith in the possibility of effecting a complete transformation of the whole existing social and industrial system by means of a sudden and violent revolution, and who are therefore disposed to wait upon events, only assisting nature, so to speak, whenever occasion serves. But the Russian Socialists are not scientific—not in that sense, at least. They hope to find their opportunity in the nearest possible approach to "chaos and old night." They do not believe that they are in the majority, and hence they are not ready for a genuinely representative national legislature, or constituent assembly.

The Czar, however, complains that the moderates—the liberals who are not Socialists or Nihilists—have not come to his assistance, although they have every reason to believe that he is really desirous of conferring upon his subjects the boon of a constitutional form of government. They, the liberals, are unorganized, and they lack the boldness of the Socialists, who have nothing to lose. But if the Czar should abandon the attempt to restore order and make good his escape to some foreign land, they would probably find themselves in worse case than ever. There would be no administrative head, no well-defined and thoroughly organized parties, no leader of commanding

ability whom a decisive majority of the people would be willing implicitly to follow and obey. Meanwhile no one of the great powers in Europe would be likely to interfere. Russia has always been a dangerous country to invade, and it would be none the less so at a time when it presented no particular objective. There has been so much talk, indeed, of interference on the part of foreign governments for the protection of their own subjects; but neither Germany, nor France, nor Austria-Hungary can be expected to send an army to Russia—least of all at this season of the year. The chances are that the Russians will be left to solve their own problem, and nothing is more certain than that they are wholly unprepared for that extremely difficult task. That, it is true, is not altogether their own fault. The Czar has the sympathy of the civilized world, for he, too, is the victim of a vicious system; but his family has for centuries kept the Russian people in ignorance, and refused to lend aid and countenance to any movement in behalf of a higher civilization. They have sown the wind and they are reaping the whirlwind.

No one knows what the year 1906 has in store for the world, but a self-styled prophet named Spangler claims that he knows, and more than that, he takes the public into his confidence. The first on his list are the assassinations of the Czar of Russia and the Sultan of Turkey, with the overthrow of both governments. That is simply what anybody who reads the newspapers might guess. Spangler says that Roosevelt will prevent three wars. If he can do that it will be greatly to his credit. Volcanic eruptions are foretold, together with great loss at sea by storms and great loss on land by floods. According to his account two Western cities are to be destroyed by cyclones, there are to be earthquakes in the Philippines and California, rebellions in Spain and great disturbances all over Europe. Spangler also claims distinction as a long distance weather forecaster and says that next summer will be hot and sultry throughout the temperate zone, and when you come to think of it most summers are. These are samples of what he prophesies and they are general enough so that a year from now he can say, "I told you so," because some such things happen almost every year.

Some people hold the key to the situation and then are too lazy to turn it.

Society is made up of small talk—and suspicion.

Sends Its Products in All Directions.

Albion, Dec. 26—The Gale Manufacturing Co., of this city, is now in the midst of its busy season, over 400 men being employed. A. J. Brosseau, Sales Manager, reports the largest business in some years. The company manufactures the famous Gale plows and all kinds of farm implements, and their products are sent to every part of the civilized world.

A shipment has been recently made to Copenhagen, Denmark, and a shipment to Argentine will be sent in several days. Shipments to the South are now being made and as the season advances, the Northern territory is covered. December and January are the busiest months for the company.

The National Spring Works reports a good business and the factory running full time.

The United States Steel Screw Co. has orders for over 100,000 oven racks alone at the present time. It is about to install two new machines, which will give employment to sixteen more men.

Although this is not the busy season of the T. C. Prouty Co., the factory is putting in full time and the regular force of men are at work.

Progress of the Paper Industry.

Kalamazoo, Dec. 26—The Standard Paper Co. announces that extensive improvements will be made to the plant during the coming spring. The plans are now prepared and contracts will be let the coming week for a four-story building, 350x460 feet. It is the intention to have the building completed not later than April 1, when new machinery will be installed. The capacity of the plant will be doubled.

The new Monarch Paper Co. buildings, which have been in course of construction since early last spring, will be completed within the next two or three weeks. There are four of them, and with them this company will have more floor space than any other paper company in this city. The machinery is now being delivered, and about the middle of January the work of installing it will begin. There will be three paper making machines and it will take until the early summer to get them in place. The Monarch Paper Co. occupies the site of the old Gibson mills, the oldest in the State.

Charles E. Hill, who recently invented a duplex phonograph machine, last week completed a deal with the Michigan Novelty Co. for the manufacture of the machine. The machine is one in which two horns can be attached to one record at the same time.

UNION WEAPONS.

Strikes, Boycotts and Apprenticeship Restrictions.*

When I was invited by Mr. Randall to discuss this subject, I supposed I was to cover the entire field of trades unionism, but, on consulting the programme, I find that I am simply one of many and that my paper is to be confined to the three subdivisions of strikes, boycotts and apprentice restrictions. I also notice that the names of my colleagues in this series who discuss the main topic are men of some prominence in labor circles, while my familiarity with the subject is principally the incidental experiences of a somewhat busy business career. Just why I should be accorded a place in this eminent list is more than I can understand unless it be the fact that I am one who feels like insisting on the control of the essential branches of my business. I shall, therefore, not attempt any exhaustive treatment of the topics assigned me and whatever I may say will be confined to my own observations and actual experience during the past thirty years.

Strikes: I have never known a strike to originate on the inside of a workshop or factory. All of the strikes with which I have been familiar have found their origin in the fertile mind of the walking delegate. As a rule, the complaint comes to the employer as a complete surprise, usually at the busiest time of the day or week or when he is just leaving for a trip or to attend some important event. The committee to make this visitation is invariably made up of men antagonistic to the employer. If the latter is a temperance man, the committee is made up of drunkards and they usually approach the employer under the influence of liquor. If there is anywhere in town to be found a union man who has been discharged by the employer for drunkenness, disloyalty or incompetence, he is almost invariably placed on the committee, apparently with a view to humiliating and exasperating the employer as much as possible. These preliminary meetings are not held for the purpose of securing an adjustment of differences—they are simply an excuse to feed the flame and give the walking delegate an opportunity to arouse the passions of his dupes. In reporting to their organization, every word uttered by the employer is distorted and every alleged grievance is magnified, with a view to creating as much bitterness as possible, so that the men belonging to the union may be so swayed by prejudice that they are unable to judge of the situation calmly and dispassionately. When the strike is finally declared some of the men walk out in the belief that they have been woefully misused, but a few days' reflection generally convinces them that their wrongs are largely imaginary and that about the only reason they are forced into idleness is to enable the walking delegate to wax fat on their misfortunes. I have

been familiar with the inside workings of a number of strikes of this character and in these cases I have found that the walking delegate and his associates invariably make out a list of members entitled to the strike benefits, adding thereto enough fictitious names to enable them to live in sumptuous idleness for months to come. The strike benefits usually come from a general headquarters and the money is disbursed by a gang of conspirators who act on Boss Tweed's theory of addition, division and silence. This is the meat of the cocoanut and this divvy is, in my opinion, the inspiration and underlying cause of nine-tenths of the strikes which are called by union labor in this country.

So long as the men can be kept in line and public sentiment appears to be wavering the walking delegate struts around and boastfully insists that there will be no compromise and that no arbitration will be considered. Later on, when the strike feeling begins to wane and the men begin to grow restless and inquisitive, the walking delegate announces his willingness to arbitrate, but, by this time, the employer is usually in no mood for arbitration and has become about as stubborn as the other side. For the sake of keeping up the stream of strike benefits, strikes are kept alive for months after they have ceased to be an issue and the walking delegate and his cohorts smilingly and secretly absorb the extra money which they receive as the result of the padding of the membership list as long as they can possibly maintain the semblance of a strike.

There are few things more pitiable than the condition of a man who has gone out on a strike with which he is not in sympathy and for a grievance which he has no bearing on him or his future. During the recent printer's strike in this city my office was visited almost daily by men who realized that, when they left their positions, they were leaving them for good, but felt compelled to obey the union for fear of personal violence against themselves and families. In one case I said to an old-time printer, who long enjoyed the confidence and esteem of his employer, "Why don't you go back to work?" The reply was characteristic of the situation: "You would not ask that question if you knew some of the members of the typographical union as I do. I own a home which I have paid for by patient industry and frugal habits. If I was to abandon the union, that home would be leveled to the ground by the torch of the incendiary and myself and family would be maimed by men who know no law—human or divine."

Boycotts: My experience with the boycott has been decidedly amusing. To me it appears to be one of those boomerang affairs which comes back and smites the thrower. We all know that Geo. Morse was boycotted for several years and that much of the handsome fortune he now enjoys is to be attributed to this cause. We also know that every person in Grand Rapids who has been boycotted and has shown the least spirit of inde-

pendence has thrived under the interdict. The Michigan Tradesman was boycotted some years ago because it would not peremptorily discharge a pressman who had employed a non-union carpenter at his home. The discharge was insisted upon by the typographical union, the carpenters' union and the central labor union, committees under the influence of liquor from each of the three organizations having visited the writer with a view to securing the enforcement of their mandate. They were told in each case that when a man received his salary the money was his, to do with as he pleased. This statement was met with the contra statement that a union employer must dictate to his employes substantially where to buy their beer, their breeches and their beef steak. It is needless to remark that the boycott did not have a very disastrous effect on the publication named and that the repeated threats of the drunken committees, who called from time to time, that they would ruin the business and drive the publisher into the poor house were never carried into execution. A Grand Rapids jobbing house was once boycotted because it insisted on buying cigars of a manufacturer who bought milk of a man who kept cows and who placed on the horns of those cows brass knobs which were manufactured in a non-union factory. It is needless to state that the jobber still lives and is able to indulge in three meals a day. A certain Grand Rapids cigar manufacturer was boycotted, the interdict being announced on a certain labor day. Before the stores closed that day there was not a cigar of the boycotted brand to be found in the town. Apparently, every union man who had worn a boycott card in his cap during the parade bought one of the cigars to find out what there was about it that ought to be boycotted. The cigar manufacturer was a poor man then. To-day he is rich and he attributes his good fortune to the advertising given him by the men who condemned his cigars in public and smoked them in private. Like the strike, the boycott originates with the walking delegate, who is invariably ready to declare or raise a boycott on the payment of a small amount of money to the union and, incidentally, a larger amount to himself.

Apprenticeship Restrictions: As it is over a dozen years since I have enjoyed the exquisite misery of conducting a union office, I have had very little experience of late with the beneficent apprenticeship system of the trades unions, but my observation has been that its restrictions have practically shut out our American youth from the acquirement of the principal trades. This has resulted in a demand which has had to be supplied from the more liberal education of foreign industries, principally German. The need of instruction in industrial trades has become so imperative that, notwithstanding the active opposition of the unions, public sentiment has forced the establishment of training schools to an extent that would have been unnecessary had the natural and proper

means of instruction been at the command of our youth. Apprentice restrictions in some trades have created a veritable corner in the labor market and the price has been forced to a point that has driven the production into other fields or compelled the substitution of other methods or the creation of automatic machines; and the American public is overrun to-day with incompetence in every trade—the striving of the poor boy, who ought, but could not, learn a trade, to find a place where he can gain some means of living; or if there be not this need, to give some excuse for existence. We do not have to search far to find many in all our professions who would have been happier and far better citizens to have followed their own bent in the learning of some useful and healthy trade. Good workmen cannot be educated under union auspices, because of the narrow limits arbitrarily exercised over apprentices. The apprentice in a union shop learns to do one thing only, whereas the apprentice in a non-union workshop becomes a competent workman in several different branches of the trade, if he is disposed to improve his opportunities. Under existing conditions no painstaking parent would permit his son to enter a workshop where union men only were employed, not only on account of the restrictions placed on his progress, but for the reason that close contact with union men and union methods causes him to acquire untruthfulness, deceitfulness and soldiering methods, as well as those other habits which exclude him from his proper place in our social and civil life.

* * *

In reporting above, the Grand Rapids Herald of Monday remarked:

"The paper provoked a lively discussion, at the conclusion of which the leader of the class summarized the situation with the remark that the paper and accompanying discussion had resulted in great good, inasmuch as all those present—non-union and union alike—appeared to be in accord in denouncing the walking delegate as an evil feature of trades unionism, and that the sooner he was eliminated from the situation, the better it would be for all concerned."

No Eggs for Him.

A prominent real estate man having several "good buys" on his list happened to meet an old German, who, he knew, had by frugal methods of living accumulated a small fortune which he kept in a savings bank. The real estate man tried to persuade him to invest his money in land, and in speaking of the many advantages of owning property he waxed warm and said, unthinkingly:

"It is a fine nest egg to fall back upon!"

The old German thought seriously for a few minutes. "Und vhat would I do mit der broken eig?" he asked. "Oh, no, I keep my money in der bank!"

Love is moonlight; marriage electric light; divorce lime-light.

*Paper read by E. A. Stowe before Class in Applied Christianity at Fountain Street Baptist church.

HIGH IDEALS.

Indefatigable Energy Is the Keynote of Success.

Written for the Tradesman.

A certain young woman in an inland Michigan town most assuredly refutes the prevailing idea that the feminine contingent is at a discount when it comes to managing a commercial business, for this one has not only made a striking success in her chosen field but she is acknowledged by even her men competitors as being far beyond them in good business tactics.

The other day I had occasion to make the place and put forth special effort to have a little conversation with the young lady in question.

"I say 'young' lady. Perhaps five and thirty is no longer 'young,' but then, it isn't so very old, either, and as the lady doesn't look a day over 25, I think I may safely refer to her as the 'young lady.'"

I conjecture that one of the reasons—if not the principal one—why the world has used her so well is because of her unflinching good cheer. Her natural disposition is as sunny as—well, as sunny as a day in June; and nothing could be sunnier than that.

During lulls of waiting on customers the "young lady" gave me, at my solicitation, little snatches of her store history.

"To begin with," said she, modestly, "I was—am—no brighter than scores of other women. My going into business was due rather to force of circumstances than to anything else. Before I began I had always wanted to 'keep store,' but hardly dared aspire to such a position in the 'business arena,' as I used to hear store-keeping referred to. It seemed so far above me that it was like 'a child grasping for a star,' as some one has said. But I not only grasped it—I hung on to it—and here I am, star, grocery and all. I think something in memory of this phase of my life may have prompted me, in my search of a name for my venture, to call it 'The Star.' At any rate, that's what I named it, and I have never seen the time I cared to change it.

"After I was graduated from the high school, there was dire necessity that I should contribute toward the support of the family, as my father had become laid up with an incurable malady. We had a little money, that had come to us by inheritance, that sufficed to support the home circle but 'indifferently well.' My young brother sought and obtained a position, so that he became self-supporting. A smaller sister and brother must still go to school and so could do nothing to help keep the big black wolf from snooping around the door.

"I learned stenography in what was considered an incredibly short time. I worked at it all day long, and evenings, too. My heart was in my task—I had an object in view, you see, way in the dim distance.

"In due time I, too, secured a position. The pay, at first, was not exorbitant. But I got considerable

to do outside of the office work. After a while I had a raise, then another, and still another.

"How we managed to live in those days I can hardly understand, looking at it through the long vista. But my mother took half a dozen boarders, and that kept our table. Everything in the way of family expenses was reduced to a minimum, and I saved every bit I possibly could, even counting the pennies most religiously, guarding them with jealous care.

"At the end of some five or six years I had saved up \$400, and was crazy to go into business. My friends all discouraged me. But I would not listen to their ominous predictions, but 'sailed in' on my own responsibility and—

"But here I am, and you may judge for yourself."

And the "young lady" threw a justly proud glance around the neat store.

She herself was not the least attractive feature of the place, dressed as she was in a black tailored skirt, that cleared the ground all around, and an immaculate white linen waist with broad tucks all across the front. A narrow turnover linen collar and a black silk tie completed the costume. And yet not quite all, either, over-cuffs and what office girls call a "bib" protecting her shirt waist from soiling. However, there seemed small opportunity for any dust to contaminate, because everything betokened the utmost cleanliness. Her tawny hair, just a bit wavy, was becomingly dressed, and her complexion showed good care on the part of its owner.

Upon my remarking upon the Spotless Town condition of her store she gave a little laugh and said:

"It pleases me to have you notice that. When I first started out, it was one of my many good resolves that everything in and about my store should carry out my opinion of 'next to godliness,' and I flatter myself that I haven't fallen far short of my ideal; every nook and cranny will bear close inspection.

"I used to do all this roustabout work myself. I worked too hard for any woman in those early store-keeping days. I take life far easier now. I keep a stout boy to do all that. I have to show him about some things all the while—trace of Missouri, you know—but he is strong and willing, and that last counts for a whole lot. I'm a worker myself, and I won't have anybody around the place who is a shirk. I hire people for work and they must do what they are paid for—nothing else 'goes.'

"When I began in trade," the "young lady" continued, in answer to a question, "I laid down certain inexorable rules for myself to follow:

"At the top of the list came honesty. That included much. Close to this was cleanliness—cleanliness of the store, of my own person and of those whom, later on, I should employ. At first the only one to try this fine rule on was myself and the delivery boy. Now I employ six persons and they all are models along this rigid line.

"Another law was the uncommon one of unflinching politeness. I had become such a chronic sufferer along this line in the other town stores that I decided to inaugurate an innovation. I did; and I have yet to see the customer I can not in some way please. I always manage to have them leave the place in a peaceful frame of mind, and this has a telling force on the clerks. If a country-woman goes out of the store feeling 'putchetty' about something the clerk is quietly admonished not to let that occur again, and it very seldom does.

"Punctuality I observe myself, and insist upon it with the others.

"Another element of success—I discount all my bills. This was pretty hard at first but it has now become as natural as breathing. If a proprietor loses his discounts, he might as well be throwing his money into the fire.

"Look well to profits,' is another good maxim.

"Also, 'Don't Trust.' This is a hard rule to make work, but it can be done, and is best in the long run.

"I suppose I often should have 'faltered by the wayside' had I not been blessed with abounding health, which is a boon to any one—in business or out of it.

"Let me tell you one thing: I hardly should have got along so well had I not always wished to keep only first-class goods. I have always tried to educate my customers to 'trade up.' In consequence I carry a much better stock than when I 'started store' in the little 12x12 chicken-coop of a room."

Such is the brief history of a plucky young woman who knows by experience what she is talking about. But a look at her honest, cheery race can find much that she didn't say and that, in consequence, is not written down in her talk about herself. One may read in those features unswerving energy, which she merely hinted at; the ability to set a high mark and to make for that mark, through thick and thin, in spite of every adversity, putting aside obstacles, if possible, if not, getting around them in some way, but never taking the eye off that high aim, at last finding that the goal is accomplished, and life has an added sweetness through that hard struggle of the past.

Philip Warburton.

Result of United Effort at Flint.

Flint, Dec. 26—The story of the inception and execution of the proposition which had for its ultimate purpose the development of a manufacturing addition to this city, and which is now finding its full fruition in Oak Park subdivision, is a story of remarkable success achieved in a notable and unique industrial project.

Where four years ago an extensive tract of land adjoining the city on the north was broken by the plow or covered with stumps, agriculture has given way to industry and the noise of the reaper has been displaced by the sound of whirling machinery.

The stumps are gone and broad streets have been laid out and are

being rapidly improved. Upwards of a hundred homes extend along the thoroughfares and a half dozen large factories furnish employment to approximately 800 hands, a large number of whom are skilled mechanics.

Other factories are in process of construction, and the coming summer will see a large addition to the population of that part of the city and an estimated increase of 500 to 600 employees at the subdivision factories.

This remarkable transformation has been brought about through the efforts of the Flint Factory Improvement Co., Ltd., an organization composed of 100 business men who got together to advance the material interests of the city along original and substantial lines.

A tract of land embracing 230 acres just outside the northern limits of the city was purchased and partially platted into 600 lots, which were placed on the market at \$150 each. They met with a ready demand and when the sale had reached the point designated in the plans of the company the purchasers received their lots in a general drawing.

A considerable portion of the tract was assigned for manufacturing purposes, and the money accruing from the sale of residence lots over and above the original cost of the land was used in securing factories, for which the sites were donated.

The big Imperial Wheel plant at Jackson was one of the first institutions to take up with the proposition and the other concerns now doing business at the subdivision are the J. B. Armstrong Co., the Durant-Dort Axle Co., the W. F. Stewart Co. and the Flint Varnish Co.

When the Buick and Western-Mott plants, now building, are in operation, the amount of capital invested in the several industrial institutions in the new addition will be in the neighborhood of \$2,500,000. It is worth noting that all the work done by the business men forming the Flint Improvement Co. was contributed gratuitously, and that not a dollar was paid out, in salaries or otherwise, to any officer of the organization which has done so much for the welfare of the city.

A minister, dining at a house, had said grace, when the little girl said: "My papa doesn't say the grace that way." "Doesn't he? How does he say it?" enquired the minister.

"He says: 'My God! What a dinner!'"

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AROUND THE STATE

Movements of Merchants.

Leslie—E. E. Rogers has opened a cigar and tobacco store in his building.

Bay City—A voluntary petition in bankruptcy has been filed by Samuel F. Daggett, grocer.

Lake Odessa—A. L. Nye has repurchased the drug stock which he sold to J. F. Holden in October.

Empire—R. S. Drew has purchased land near the depot at this place and will erect a grain elevator thereon.

Jackson—B. H. Pritchard has opened a new fish market and will carry a line of canned goods in connection.

Utica—J. C. Fisher has purchased the drug and grocery stock of James H. Hodges and will take possession Jan. 1.

Lansing—N. Carlton has opened a grocery store and meat market in a new building he has erected for that purpose.

Eaton Rapids—Holcomb & Bronson have sold their hand forged axe business to the National Cutlery Co., of Detroit.

Meauwataka—Elijah Smith has sold his stock of general merchandise to his son-in-law, Chas. Rogers, who will continue the business.

Kalamazoo—N. M. Davidson is having a bakery erected at this place, which he intends to fit up with a bread mixer and new ovens.

Saginaw—The Oppenheimer Cigar Co. has purchased the cigar store of J. G. Clarkson, at Bay City, and will conduct that business in future.

Marlette—H. S. Burget & Son, dealers in harness, buggies and bicycles, have discontinued the business of their branch store at Mayville.

Cadillac—Saul Kahn has resigned his position in the Lind store and goes to Detroit to take charge of the carpet department of A. Krolick & Co.

Petoskey—A new bazaar store has been opened at this place by M. P. Friend and Lyman Clark, who will conduct the business under the style of Friend & Clark.

Escanaba—A corporation has been formed under the style of the Continental Clothing Co. to deal in furnishings and shoes. The company has an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Saginaw—The McIntyre-Harper Co., Ltd., has purchased the office supply and stationery business formerly conducted by Champion & Co. and will also continue the job printing business formerly conducted by Wm. K. McIntyre.

Sparta—Chas. Robinson, who formerly ran the hotel here, has purchased the entire property and will conduct the hotel business as before. W. M. Gilles, who disposed of his interest in the hotel property, has purchased a grist mill at Dalton.

Flint—The clothing and furnishing firm of B. Ferguson & Co. has been dissolved, Mr. Ferguson having pur-

chased the interest of his partner, T. R. Galvin, who will retire from the business. The business will be continued by Mr. Ferguson.

Lansing—A. B. Robinson, of the firm of E. L. Robinson & Son, and W. H. Joy, of the firm of Wilbur & Co., have formed a copartnership and will conduct a drug store at Haslett Park. The new firm will erect a building near the street car terminus, in the rear of which will be situated a pavilion where ice cream and soda water may be served.

Muskegon—The Quinn Plumbing and Heating Co. has closed its store in the Masonic Temple and is moving its stock to Kalamazoo. At the latter city it has been in the retail trade for several years, but will now devote itself exclusively to a jobbing business. In future the concern will be known as the Quinn Supply Co. It will occupy a new three-story building at the corner of Rose and Eleanor streets in that city and will also continue to use its warehouse near the C. P. & S. tracks.

Boon—Losie & Olson recently suffered the loss of a portion of their general stock by fire. Pending the erection of a new building, on the site of the old building, the old building was moved into the street. Construction was so far along that all bulk shipments were stored in the new building and, consequently, the destruction of the wooden building did not cripple them as badly as it would have done if all their stock had been included in the conflagration. Their shoe stock, which was entirely destroyed, was replaced by Baldwin, McGraw & Co.

Manufacturing Matters.

Port Huron—The Seed Knitting mills, of Lexington, will soon begin business at this place.

Petoskey—The Blackmer Rotary Pump, Power & Manufacturing Co. has closed \$50,000 worth of contracts. **Detroit**—The Eby Manufacturing Co., which manufactures columns, has increased its capital stock from \$25,000 to \$35,000.

Detroit—Zacharias & Mason, manufacturers of shirt waists, are considering the erection of a branch factory in some Michigan town. It will give employment to fifty girls at the start.

Detroit—C. B. Hutchins & Sons, manufacturers of freight car roofing, have increased their capital stock from \$100,000 to \$250,000 and changed their name to the Hutchins' Car Roofing Co.

Port Huron—The Watt Engine Co. has filed articles of association with the county clerk. The company is capitalized at \$12,000 and will manufacture small boats and launches and gasoline engines.

Grandville—The Michigan Plaster Co. has been incorporated to conduct a quarry manufacturing business with an authorized capital stock of \$50,000, of which \$25,000 has been subscribed and \$10,000 paid in in cash.

Detroit—A corporation has been formed under the style of the Stenger Novelty Co. for the purpose of manufacturing musical instruments with an authorized capital stock of \$25,000,

all of which has been subscribed and paid in in property.

Detroit—The Detroit Concrete Stone Co. has been incorporated to manufacture concrete material. The new company has an authorized capital stock of \$100,000, all of which has been subscribed, \$5,000 being paid in in cash and \$95,000 in property.

Detroit—The Central Hydraulic Stone Co. has been incorporated for the purpose of manufacturing concrete material with an authorized capital stock of \$30,000, all of which has been subscribed, \$100 being paid in in cash and \$29,900 in property.

Battle Creek—A corporation has been formed under the style of the Athens Hardwood Lumber Co. for the purpose of conducting a lumber business with an authorized capital stock of \$50,000, of which \$42,000 has been subscribed and \$35,000 paid in in cash and \$4,000 in property.

Port Huron—A corporation has been formed under the style of the Wright & Wesley Woodenware Co. to manufacture woodenware. The authorized capital stock of the new company is \$15,000, all of which has been subscribed, \$5,000 being paid in in cash and \$10,000 in property.

Detroit—The Rosseau Block & Machine Co. has been incorporated for the purpose of manufacturing blocks, tackles and general woodwork. The new company has an authorized capital stock of \$10,000, of which \$5,000 has been subscribed, \$1,000 being paid in in cash and \$2,000 in property.

Detroit—The car coupler manufacturing business formerly conducted by the Monarch Coupler Co., Ltd., has been merged into a stock company under the style of the Monarch Steel Castings Co. The new company has an authorized capital stock of \$100,000, all of which has been subscribed, \$12,947.52 being paid in in cash and \$87,052.48 in property.

Saginaw—F. W. Carlisle & Co. have just completed improvements and additions to their tannery, which have been in progress for the past year and a half and make the plant capable of an output twice that of a year ago. Several new buildings have been built, and the company has now the enormous floor space of 100,800 square feet. The capital has also been increased.

Saginaw—T. Bruno & Sons, builders of marine gas engines, are the inventors of and applicants for a patent on an entirely new feature in the way of a circulating pump for gas engines. It is simplicity itself, having no eccentric plunger or gearing; is absolutely noiseless and throws a steady stream; there being no friction, it requires no power to operate. This pump will be attached to all of their 1906 three-part valveless engines.

Barryton—The business men and farmers have raised a bonus of \$1,200 and furnished a ten acre site for a grist mill to be erected by C. J. Pickle, who has already erected a fine residence. Work will soon go forward on the mill, for which the abundant local water power will be employed. He purposes also to install an electric plant and a novelty

manufacturing outfit, all of which will furnish additional employment for labor and in other ways be a good thing for the town.

Detroit—The plant of the defunct Detroit Box & Lumber Co. has been purchased by the Manufacturers' Lumber Co. This concern has been incorporated with a capital of \$100,000 and has taken over the old Frost woodenware works at the foot of Leib street, recently operated by the Detroit Box & Lumber Co. The four-story building, with 150,000 feet of floor space, will be remodeled and fitted up as a power building to furnish power for light manufacturing operations. The new Manufacturers' Lumber Co. will use a portion of the plant with which to continue in the box manufacturing business, although on a smaller scale.

Detroit—The Willebrands Machinery Co. has secured the plant of the Detroit Cast Iron Brazing Co., at the corner of Dubois and Franklin streets, and is now busily engaged in the construction of a machine shop in connection with the property. Iron brazing is a process which has been in practical use between three and four years, and the plant is the only one of the sort in this city. The addition being put up by the Willebrands Co. is about 54 feet square and will cost in the neighborhood of \$2,000. It will about double the size of the present plant. At present it is thought that the building will be ready for occupancy by the second week in January. The concern will then vacate its present quarters on Jefferson avenue and move bodily into the new structure.

Two New Factories For Pontiac.

Pontiac, Dec. 26—Pontiac's industrial list has been increased the past week by the addition of two factories.

The first is that of the National Body Co., which will move here the first of the year. Pontiac will pay the cost of moving and the company will guarantee to employ 150 men steadily for five years. The reason of changing location is that the local body factories do not supply the demand of the Pontiac vehicle factories. Bodies have to be shipped in and the Mt. Pleasant concern was induced to come here on the proposition of a local demand for its output.

The Pontiac Motor Car Co., capitalized at \$25,000, has been organized and has leased a building. The various parts of an automobile will be purchased and assembled here, the ideas of the general manager of the company, Martin Halfpenny, being embodied in the machine which will be turned out. First will be a commercial car and later one which can be used either in that capacity or as a pleasure car.

Milton Hinkley is in Detroit during the holiday rush superintending the operation of several cars of the Rapid Motor Vehicle Co. which are being used at the Detroit postoffice as an experiment during the holiday rush. The result of the experiment is expected to have an important bearing upon future action of the government in adopting the machines for use in the postal service.



The Produce Market.

Apples—Steady and strong at \$3 for ordinary, \$3.25 for choice and \$3.50 for fancy.

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

Butter—Creamery is steady at 25c for choice and 26c for fancy. Dairy grades are firm at 21c for No. 1 and 14c for packing stock. Renovated is in moderate demand at 21c. The demand is fair. There is nothing abnormal in the situation in any way. The supply is as liberal as usual at this time and there is an entire absence of speculative feeling in the market just now.

Cabbage—75c per doz.

Carrots—\$1.20 per bbl.

Celery—30c per bunch.

Chestnuts—\$4.50 per bu. for Ohio.

Cranberries—Late Howes, \$13. Jerseys are out of market.

Eggs—Local dealers pay 22c on track for case count—supposed to be fresh—holding candled at 25c and cold storage at 21c. The demand for fresh eggs is good and current receipts clean up every day. The receipts of eggs are at present larger than at any time since September. The market is likely to remain about as now until the lay is heavier, and then there will be a decline if not interfered with by the weather. From now on it is a weather market. In view of the large supply of storage eggs, it is not likely that even cold weather will advance prices very radically, and if the weather remains warm there will doubtless be a further decline.

Grape Fruit—Florida has advanced to \$5.25@5.50 per crate.

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

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

Lemons—Both Californias and Messinas fetch \$3.25 per box. They are slowly declining as the demand is not nearly so heavy as it was early in the winter and the supplies are very liberal. It is not likely that very much lower figures will be reached, however.

Lettuce—14c per lb. for hot house.

Onions—Local dealers hold red and yellow at 75c and white at 90c. Spanish are in moderate demand at \$1.60 per crate. The market is weak, pending the arrival of cold weather.

Oranges—Floridas, \$2.75; California Navels, \$3; Redlands, \$3@3.25. California fruit has come in freely and has been of good color and flavor. The demand has been fully up to expectations. This is always a good season for this fruit, of course. Mexican oranges are off the market and the California varieties will soon supplant the Floridas also.

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. The demand is only for

current requirements and these are just normal. It is possible that something may develop after the first of the year, but no market changes are anticipated. Soon after the first, shipments of seed stock to the extreme South begin and they will gradually increase until the spring planting is over. This will make a better market for fancy stock.

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. As noted previously, the stock does not keep well this year and considerable complaint is heard.

Career of a Prosperous Institution.

Monroe, Dec. 26—The Monroe Glass Co., while in existence but a few years, has had a successful career and has been of potent influence in the industrial development of this place.

The plant of the company, which has been several times enlarged to meet its increasing business, now covers about three acres and gives steady employment to about 150 hands, a large portion of whom are skilled laborers.

The company manufactures exclusively opal glass, which is of a milky color, and is taken by many for porcelain.

The process of the manufacture of opal glass is known to only a few glass makers in the United States.

J. H. Reaper, an experienced and competent glass maker, has charge of the factory and E. B. Treville has charge of the office end.

Short Sayings of Great Men.

Mel. Trotter: A little kindness is worth a lot of creed.

Billy Williams: Vice can not be permanently varnished.

Chas. B. Judd: It is not a guide-book, but a checkbook that one needs when traveling.

Claude Hamilton: A coquette's heart is an apartment house.

Amos S. Musselman: Hard work is the plain-featured muse of the successful man.

Geo. Morse: The most inveterate bargain hunter hesitates before she takes a cheap-looking husband.

Cornelius Crawford: You don't often catch a man with horse sense fooling around automobiles.

Samuel M. Lemon: A popular man and truth seldom recognize each other when they meet face to face.

A. L. Marvin, State Manager of the North American Investment Co.; Frank C. Coates, Superintendent of the North American Investment Co. and Fred L. Kromer, formerly clerk for the Detroit Cash & Credit Co., have formed a company under the style of the Crown Clothing Co. with an authorized capital stock of \$1,500 common and \$1,500 preferred, of which \$2,500 has been subscribed and paid in in cash. The office of the company is now 401 Michigan Trust building, and it is the intention of the stockholders to start a men's furnishing and clothing business in the spring.

The Grocery Market.

Sugar—As a general proposition the market is considered a firm one. No activity is anticipated until after the first of the year. The holiday dullness is on the market and the demand is only for current requirements. What will be the tendency after the holidays it is impossible to say but the opinion of the trade seems to be that any fluctuation would likely be an advance. After the first the stocking up process will take place and there may be some effect of this felt in the market.

Tea—The demand is fair for the season. There have been no changes in price and no developments for several weeks. Here and there it is possible to get concessions, but only where the holder is hard-pressed and has to sell. The market itself shows no weakness whatever.

Coffee—The market is a strong one from all view points, but still there have been no appreciable advances in spot prices. As with sugar the market is likely to be dull for ten days, until after the turn of the year. The demand has been good, but it is only for current requirements and the slackening off in preparation for the annual inventory is felt.

Canned Goods—The demand for tomatoes is keeping up pretty well, and the market has shown signs of regaining the strength that it had apparently lost. The tomato situation is not overly clear and there are some indications that the top of the market has been fully reached—if not over-reached. However, the future alone will tell. Corn has been dull, as the retail trade is well supplied and the consuming demand has been nothing to brag of. Peas are firm and more active than either of the other vegetables mentioned. The crop was short and this fact is just being appreciated by some of the trade. Asparagus has been in excellent demand and a scarcity has developed as the pack was small. There has been a good trade in French peas, mushrooms and similar imported goods, but the demand for these lines possibly is not so large as it formerly was when they were regarded more highly by the public and when the domestic products were not so well put up. In the canned fruit division there has been a fair trade in practically all lines. High priced goods have sold as well as usual for the season. Apricots and peaches have moved very freely for the Christmas trade, while cherries have been quite active also. In fact, about everything in fancy goods has been going. The trade has realized that this was the moment to push all high priced lines and the results have been gratifying to all concerned. Plum pudding has sold well. So have preserves and jellies in glass. Canned mince meat has been in large demand. Salmon is selling about as it has been. The demand has been augmented but very little by the holiday trade. Cove oysters have been in request at interior points where the fresh have not been easily obtainable.

Dried Fruits—Currants are in good demand at unchanged prices. The market is higher on the other side,

but may not advance here, as the demand will from now on slacken off. Seeded raisins are in fair demand at unchanged prices. The future of the raisin situation is quite uncertain. The Growers' Association held a meeting during the week and decided to hold up prices. This blocks a scheme of the packers to smash the present list. Notwithstanding this move on the part of the growers, who control the situation, some of the large operators prophesy a smash in the market after the first of the year. Loose raisins are in very light demand at unchanged prices. Apricots are fairly active at ruling prices. Prunes are unchanged and in fair demand at ruling prices. If any change comes after the first of the year, it is much more likely to be an advance than a decline. Everything points to a clean-up in prunes this year. Peaches are dull, but very scarce and high.

Rice—The trade has taken to the fancy lines more the past week or so. There is plenty of strength in the market, however, based on the crop, and when the interest is renewed it would not be surprising to see advances here and there in certain grades.

Fish—Mackerel are unchanged and dull. Cod, hake and haddock are quiet just now, and easy. Sardines are quiet and unchanged in price. Salmon are quiet and unchanged. Lake fish and whitefish are not wanted to any extent. Herring are still firm and high.

Syrup and Molasses—Glucose is unchanged and seems likely to remain so. Compound syrup is unchanged and in very light demand. Sugar syrup is unchanged and not much wanted. Fancy grades of molasses continue scarce and in fair demand. Prices are unchanged. Low grades are plentiful and rule steady and quiet.

W. Frederick Blake, who has long been identified with the Worden Grocer Co., both as an officer of the corporation and as manager of the tea and coffee department, will transfer his services to the Judson Grocer Co. Jan. 1. Mr. Blake is a painstaking and experienced salesman and, as he has made a study of the tea business for many years, he is well qualified to discharge the duties devolving upon him in his new venture. His successor in the Worden Grocer Co. is Harry P. Winchester, who has been identified with the jobbing trade of Michigan for nearly a quarter of a century and who will give the duties of his new position his best thought and effort.

Bowerman & Cole Bros., wholesale and retail dealers in brick, lime, cement, lath and shingles, flour, hay and feed, Kalkaska: We could hardly do business without the Tradesman. It is very much appreciated by our firm.

Davis & Castle have opened a new grocery store at Kalamazoo. The Lemon & Wheeler Company furnished the stock.

MARRIED WOMEN.

Problem of Those Who Want To Work at Home.

The problem of whether the married woman should most justly be supported by herself, her husband, or the state may be left to the social economist. But the problem of the married woman who wants work to be done at home and in the fragments of time left unoccupied by her house and home keeping duties admits of but individual solution. The poignant magnitude of this problem seldom is understood save by those who have met it in full force.

The wage earning efforts of the married woman who works only for "pin money," or to eke out the insufficient allowance of a financially capable husband, must always be deprecated for their depressing effect on the market of feminine employment. But it would be unfair to include in this category the money making desire of the married woman who, for more legitimate reasons, seeks intermittent employment. There are hundreds of households in which the wish of the wife and mother to earn money arises from the most commendable of motives if not of conditions. The husband, perhaps, while earnestly anxious to take care of his family, can secure but a small salary. Sickness may have brought debt in its train, or a wider education is needed by the growing family. Or it may be that, with supplies of every kind at a high level, the income, once sufficient for comfort, now refuses to admit of the end tying process. The husband can do no more; the wife, the mother, has some time each day at her disposal, and naturally desires to help him. But, and here is the bitter crux of the whole matter, what, presupposing the almost usual lack of any special ability or training, remembering that the "well paying work at home" advertisements that catch so many innocent pennies all too frequently represent frauds or fakes, can she do?

In "make something to eat or something to wear" lies the answer of never failing general application, although not every ardent housekeeper can find the particular aspect suited to her personal endeavor. "Try to fill a real need and embrace a small opportunity while seeking a larger" is a rule no less valuable to the married woman who would replenish the household exchequer. From these accomplishments of housebound wives and mothers may helpful suggestions be gathered by others similarly situated. Frequently the best chance for money earning lies close at home.

A young wife, for instance, suffering from the effects of the husband's long illness, turned her love of children and ability to amuse them to practical account.

"I'd give anything for a competent girl to wheel baby in the park for an hour a day," sighed a busy mother, passing the idle bride on her way to her own higher apartment.

"I'll do it for a dollar a week," said the bride, seizing her opportunity, and the bargain was struck to the joy

of all concerned. In less affluent neighborhoods the rate might be a little more moderate, but in many localities a double charge would not be deemed exorbitant. Many mothers, too tired or busy to take the children out regularly, and not able to afford or not caring to employ a regular nurse girl, would be glad to pay moderately for the sake of the peace of mind so attained. Occasionally invalids may be taken out or accompanied in a similar way.

"Minders" are a regular feature of certain phases of tenement life, the young girls or women so named taking care of young children while their mothers are out working or when the family shopping must be accomplished. A New York dweller in a fine apartment house last winter carried the idea out on a more elevated plane. A couple of rooms in the basement of the building were rented, one for a play, the other for a rest nursery. With the child loving young matron paying the rent, little ones might be left during certain hours of each day at a modest rate. A bread and milk luncheon was supplied for a small additional sum. The school attending children of club, shopping, or socially engaged mothers were similarly fed and cared for at noon and after school hours.

Another New York mother took other children walking with her own all last spring and summer, following the idea of the nature teacher, who earned a European trip with the proceeds of the observation walks so much enjoyed by the fortunate little ones who accompanied her to rural regions weekly. Still another eager mother of small income pays for her little girl's music lessons by chaperoning other children to and from the same downtown school several times each week. A woman who does not feel competent to teach French and German, but who speaks both well and easily, chatters gayly away to small students twice a week in return for a small fee.

A suburban woman whose husband some years ago failed in business conceived the idea of superintending luncheons for some money. Herself well used to entertaining, she knew how grateful is the knowledge that all is well in the kitchen during the last few moments before the serving of the meal. Appearing in plenty of time, she sees to it that table, temperature, decorations and service arrangements are in the pink of condition. Then, adjourning to the cook's realm, she gives each dish individual attention as it passes to the dining room. Before leaving the house she overlooks the washing and replacing of cut glass and silver, takes care of fine napery and doilies and so arranges matters that the hostess leaves the drawing room, her guests having vanished, quite free to rest without care.

Many of the waitresses in a downtown department store lunch room are married women, who thus are rendering possible the higher education of their children or making payments on a home. But three hours' service daily, from 11 o'clock until 2, are required of these women,

whose housework is completed before leaving home and who return in time to prepare dinner. A few women can find similar partial employment in shops and restaurants, where the mid-day trade is heaviest. The post of office assistant to physicians is effectively filled by married women whose household duties admit of a certain daily absence from home.

The married work seeker living in a large apartment house or neighborhood of such buildings frequently can work up a nice little business in some useful line without overstepping the lists of her own friends or their acquaintances. From the college worker have been borrowed the ideas of the "home" shampoo or hair dressing, of the making of stocks, shirtwaists and the framing of small pictures, the decorating of cards and calendars. A woman who loves to make candy several years ago offered for sale attractive fudges and bonbons made in her own kitchen. The fresh dainties became sufficiently popular to warrant an assistant, and the business now fills a small shop and overflows into many outside orders. A capable English woman whose husband lacked employment followed a similar plan in regard to the muffins and plum puddings for which she was famous. Soon the husband, with several assistants, was kept busy taking around her wares. A New England woman living in Chicago weekly prepares genuine New England baked beans and brown bread for a number of neighbors. Her son's first year in college already has been made possible by this plan.

The woman with a number of small children often tires of the work of making underclothing for them, while the ready made articles quite as often prove unsatisfactory. A St. Louis mother, realizing these facts, not long since informed her friends that she would make certain small garments to order at a reasonable rate of pay. The venture proved successful beyond her highest hopes. Other married women have done family mending, made buttonholes, ironed exceptionally fine blouses, made seasonable preserves in the time left over from the personal and household demands. One thoughtful creature, a trained nurse before her marriage, gives electric and massage treatments to the women of her vicinity during certain hours of certain days. Another cleans gloves, curls feathers, washes delicate waists in gasoline at fair prices and more quickly than the professional cleaners. The pressing of skirts and coats may be made to yield a fair revenue by the woman of deft fingers, careful ways, and a generous acquaintance.

Holiday seasons, Valentine's day,

Fourth of July, Easter, all serve a turn to the clever woman who can use mind and fingers in the making of dainty souvenirs and trifles for gifts.

To sum up, the married woman who wants work to be done at home or at uninterrupted season must remember that wit, ingenuity, quickness and neatness are her best allies. The need of the moment should be filled, the opportunity seized without delay or the hampering restrictions of false pride.

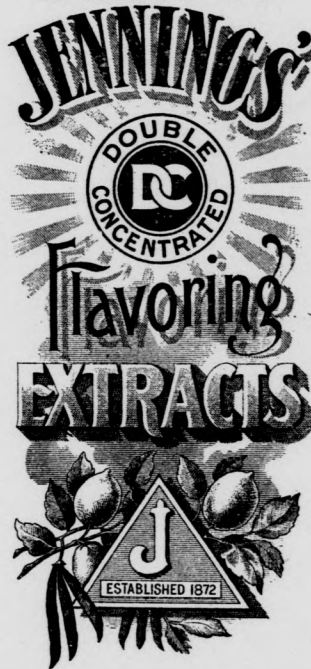
Regular prices for work of equal grade and value should never be lowered, for economic reasons, but when less work is performed smaller pay naturally will be expected, while the financial value of the individual tasks or accomplishments that prove most lucrative can only be settled by the relative proportions of supply and demand. But for most women of ordinary skill, intelligence and industry some way of money earning lies open, and the married woman who does extra work in her spare moments usually has the advantage of at least food and shelter while seeking and finding her particular field.

John Coleman.

A farmer with a grain of common sense won't expect to reap a good harvest if he is continually sowing wild oats.

We want competent
Apple and Potato Buyers
to correspond with us.
H. ELMER MOSELEY & CO.
504, 506, 508 Wm. Alden Smith Bldg.
GRAND RAPIDS, MICH.

ESTABLISHED 1872.



Holiday seasons, Valentine's day,

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

Business Reported Good at Owosso.

Owosso, Dec. 26—When President Eugene Zimmerman, with other general officers of the Ann Arbor road, was here last week at a banquet tendered by a party of business men, he assured the people of this city that the railroad shops and the division headquarters were not the only good things that were coming Owosso's way by grace of that road. On account of the fact that the Ann Arbor and the Detroit, Toledo & Ironton roads are now under one management, much of the repair and construction for the latter road will hereafter be brought to the Owosso shops, the facilities here being the best between Frankfort on the north and Ironton on the south. Mr. Zimmerman also said the Ann Arbor is seriously considering using its best offices to secure an iron industry for Owosso.

Business is good in all the several factories in this city except two. The Owosso Carriage Co. is not doing much, affairs being at little better than a standstill because of the fact that the company's affairs are still involved in the Stewart bank failure. When the factory passes into the hands of a new company business will pick up. E. M. Whiting, General Superintendent for four years, has resigned. He is the last of the old officers to leave. Mr. Whiting is an expert carriage man, having passed up the ladder from the lowest rung.

It is told on good authority that A. M. Bentley, of the Owosso Manufacturing Co., the most extensive maker of screen doors, has agreed to furnish the money to start up the Laverock screen door factory here. Some weeks ago representatives of the screen trust bought up a majority of the stock and then closed the factory. There are several thousand dollars' worth of material on hand and this will be worked up, after which the factory will undoubtedly be closed permanently.

Recent Trade Changes in the Hoosier State.

Columbus—W. H. Newby will continue the business formerly conducted by the Columbus Implement Co.

Elwood—B. A. Noble is succeeded in the implement and buggy business by the Elwood Buggy & Implement Co.

Evansville—A petition has been made by the Crescent City Shoe Co. to have its name changed to the Indiana Shoe Co.

Frankfort—T. W. Bryan, dealer in hardware and implements, is succeeded in business by Porter & Hurlbert.

Franklin—The boot and shoe business formerly conducted by Records & Kerlin will be continued in the future by Gunsalors & Eaton.

Indianapolis—Chas. B. Dyer will continue the jewelry repair business formerly conducted by Geo. G. Dyer.

Indianapolis—The Gould Sash & Door Co., which formerly conducted a wholesale business, is succeeded by the Adams-Carr Co.

Indianapolis—Thos. A. Hendrickson is succeeded in the retail grocery business by Wm. M. Royse & Co.

Rushville—Hudson & Kennedy will continue the bakery and confectionery business formerly conducted by Chas. H. Jones.

Terre Haute—The Wright & King Grocery Co. has merged its business into a stock company under the same style.

Tocsin—Hall, Garton & Co. succeed W. A. White & Co. in the grain and hay business.

Silver Lake—Alspaugh & Son will continue the hardware and implement business formerly conducted by Leonard & Alspaugh.

The Language Used by Christ.

The language used by Christ was the Aramaic, the dialect of Northern Syria. The Israelites were much in contact with Aramaean populations,

and some words from that tongue became incorporated into the Hebrew at a very early date. At the time of Hezekiah, Aramaic had become the official language spoken at the courts. After the fall of Samaria, the Hebrew inhabitants of Northern Israel were largely carried into captivity, and their place was taken by colonists from Syria, who probably spoke Aramaic as their mother tongue. The fall of the Jewish kingdom hastened the decay of the Hebrew as a spoken language—not that the captives forgot their own language, as is generally assumed, but after the return to Judea the Jews found themselves a people few in number, among a large number of surrounding populations using the Aramaic tongue. When the latest

books of the Old Testament were written, Hebrew, although still the language of literature, had been supplanted by Aramaic as the language of common life. From that time on, the former tongue was the exclusive property of scholars, and has no history save that of a merely literary language.

Living in Hope.

"How do you get so many subscribers?" asked the visitor to the office of the great magazine.

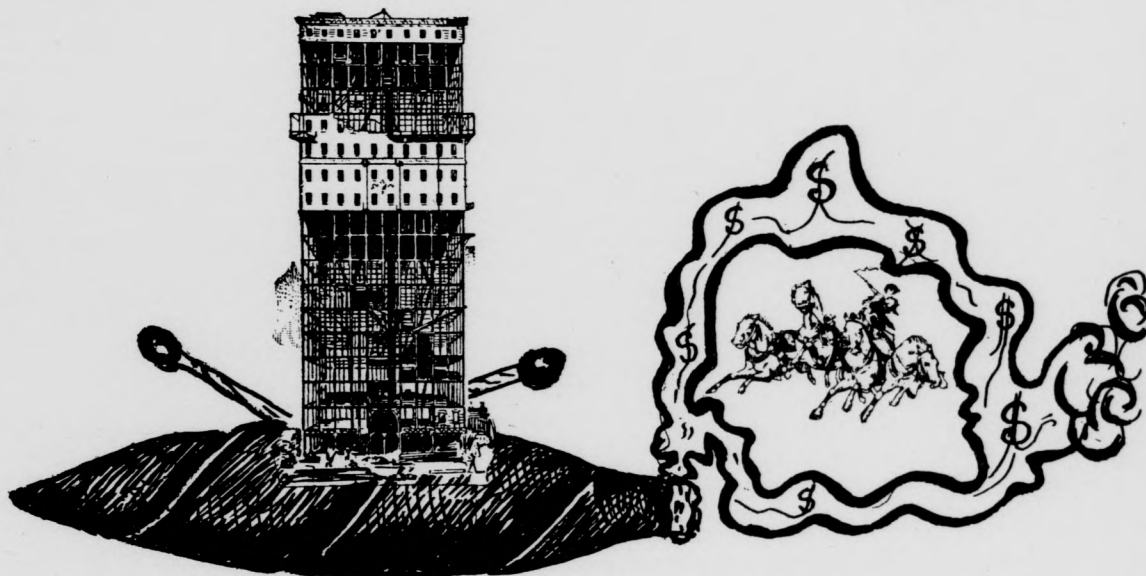
"Just between you and me I'll tell you the secret. All the manuscripts sent in I keep. I answer the contributors and tell them the stuff will be used as soon as available. That makes them subscribe for life."

There's Many

a big business been built

up on the

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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, December 27, 1905

EDWARD ATKINSON.

In the death a few days ago at Boston of Edward Atkinson the country lost an able and courageous citizen. It is true that Mr. Atkinson's views on public questions often ran counter to prevailing beliefs, but his undoubted conscientiousness and his sturdy adherence to his convictions won general respect while his outspoken criticism of opposing views always served to hold in check the extremists on the other side by throwing their radical views into bolder relief by comparison.

Mr. Atkinson lived to be 79 years of age and retained his activity and mental acuteness to the very end, as he died suddenly and without any warning of ill health. It was as a statistician and economist that Edward Atkinson made his greatest reputation. For many years he was a fluent writer on economic problems, and he was undoubtedly regarded as the foremost authority of his day on economic problems which involved the extensive employment and analysis of statistics.

Mr. Atkinson devoted a great deal of his time to cotton problems, particularly those affecting the manufacture of cotton, and he had not a little to do with stirring up the cotton manufacturing industry in the South. He wrote many pamphlets on the relations between capital and labor, his theory being that there was nothing essentially antagonistic between the two interests.

Mr. Atkinson, although anything but a radical, was uncompromising in adhering to his beliefs. He was not completely in touch with the out-and-out protectionist policy of his section of New England, although he was scarcely a free trader, in the ordinary acceptance of the term. While never a politician or officeholder, he always took a keen interest in public affairs, particularly where they involved economic problems.

Mr. Atkinson probably achieved his greatest prominence as one of the leaders of the little band of Anti-Imperialists who made such a stir during the national campaign which re-elected President McKinley. He was uncompromisingly opposed to expansion and the retention of the territories that came to us as results

of the war with Spain. He was particularly opposed to the retention of the Philippines, and he enunciated his beliefs with great bitterness and activity.

Men of Mr. Atkinson's abilities and sturdiness of integrity, coupled with fearlessness in the expression of his views, are becoming too few for the world to pass over the loss of one of them without some comment. Such men serve to recall us to the old ideals when we are lured into running after new and false gods in the course of what we are pleased to call the onward march of progress. Even if we do not always adopt the views of these mentors, we can always consider them with profit, and sometimes they save us from costly mistakes.

It will be recalled that not so very long ago there was some scandal connected with the crop report bureau of the Agricultural Department. There was no reflection upon the department itself or its superior officers, the suggestion being that some clerk had not regarded the injunction of secrecy as to the cotton prospects. As the result of the investigation which followed, it is probable these forecasts will be suspended. There has been a great deal of interest and activity in the cotton market, especially during the last year, and every scrap of information, especially that which had the stamp of Government accuracy, was eagerly seized. There will be some continued investigation made by department agents and published for general information, but hereafter it will be confined to a report of the existing conditions, without any attempt to estimate the probable yield. With the facts before them, the buyers can do their own guessing and, if they are wrong, can not blame the Government. This is obviously the better way. The prospect of a certain yield per acre for to-day might be altogether changed for the better or the worse by a week from to-day, and then the Department experts would be blamed for giving out unreliable information. The safer way is to adopt the plan suggested, providing all the facts obtainable about acreage and conditions and leaving the forecasting to other people.

In a book compiled from the writings of the famous Dr. William Oster appears this interesting passage: "As a rule, man dies as he has lived, uninfluenced, practically, by thought of a future life. I have careful records of about 500 death-beds, studied particularly with reference to the modes of death and the sensations of the dying. Ninety suffered bodily pain and distress of some sort or another, eleven showed mental apprehension, two positive terror, one expressed spiritual exaltation, and one bitter remorse. The great majority gave no sign, one way or the other. Like their birth, their death was a sleep and a forgetting. The preacher was right: In this matter man hath no pre-eminence over the beast—as one dieth, so dieth the other."

Talk is cheap until you want to use a long-distance telephone.

OUR LITTLE ARMY.

Admitting that it is the proper American policy to avoid a large standing army, and that our needs can not by any stretch of imagination be made to point at any future time to the wisdom of creating a large army, nevertheless it is a timely question to ask, Is not our army, as at present constituted, practically too small for actual requirements? No one will contend for a moment that no army at all is needed, it being a self-evident proposition that no government, whether provincial, state or federal, can maintain respect for its laws without a sufficient element of tangible force behind it to compel respect. The ideal republic, of course, presupposes the elimination of all necessity for force, but human nature is so constituted that the ideal republic is an impossibility, whereas the elements of unrest and lawlessness are only too active in every body politic. The means of repression must, therefore, be always at hand. The danger is that this means of repression may in the hands of unscrupulous rulers be turned into an instrument of oppression, and it is to avoid this possibility that the wise framers of our system of government provided for the supremacy of the civil over the military establishment and the corollary of a small standing army.

At the present time our total standing army force amounts to 65,000 men in round figures. This is far below an average of a single soldier per 1,000 of population, considered by many authorities as the proper strength of our army. Of this 65,000 men at least 20,000 are either on duty in some of our outlying possessions or en route to or from such places. Of the remaining 45,000 men several thousands are always on detached service and about 12,000 in the artillery, nearly all of which are employed in caring for coast fortifications. There are, therefore, available for any and every military duty that may come up not more than 25,000 men, a force entirely inadequate for the ordinary peace police work required.

Granting that 25,000 men suffices for the barest peace work of the army, there is a good prospect that quite a draft will soon be made on that force to supplement the coast artillery, in providing garrisons for fortifications and caring for the expensive and elaborate systems of defense that have been constructed along the coast line. Unless Congress decides upon an increase in the force of the coast artillery to the extent of, say, 5,000 men, that number of men must of necessity be soon drawn from the force now available for general military duty. Either some of the cavalry regiments must be broken up and the men transferred to the artillery, or the infantry arm must provide the additional men needed in the seacoast fortifications. In either case it would be just so many thousands and men withdrawn from availability for the general military service.

It has been a realization of the fact that the regular army has become

too small for the country's needs that has induced the Federal Government to devote more attention to the National Guard of the States. For a year or two after the Dick bill became a law the War Department came very close to destroying instead of building up the militia by exacting impossible and impracticable attention to military duties by officers and men who must earn their living in civil occupations. Naturally, the results were disappointing to both army and militia, but within the last two years a more sensible policy has been adopted, and no more is now expected of the National Guard than it can in reason perform. The good results have been prompt in manifesting themselves, and the Military Secretary of the War Department, in his recent annual report, makes the gratifying admission that he is convinced that at the present time fully 75 per cent. of all the enrolled militia would be promptly available for Federal purposes in the event of war. If the present policy of reasonable and cordial co-operation between the army and the militia is kept up and no further attempts are made to essay the impossible, there is reason to hope that the effectiveness and efficiency of the militia will continue to improve. In the meantime the moderate increase asked for in the force of coast artillery seems entirely reasonable and desirable.

It is curious, although customary, for people who have suffered the amputation of a leg or arm to imagine that they feel pain in the member they have lost and which perhaps has been laid away at a considerable distance. Of course they do not feel any pain in the severed member because that is a practical and indeed absolute impossibility. The imagination, however, is so strong that the suffering is just as real as if the pain were actually felt. It is interesting to recall that the Court of Appeals in New York State has decided that a plaintiff suing for damages for injuries resulting in the loss of an arm may properly be permitted to testify that after the amputation of his arm he experienced pain seemingly in the amputated member. This is recovering for what really is an imaginary pain. The theory of the law of course is that the imaginary pain would not have been experienced but for the actual amputation, and that whoever or whatever must bear the responsibility for the amputation must also be responsible for all its consequences.

The census returns show that 5,000,000 and more women are employed in the nation's industrial life. There are now three times as many women stenographers as there were ten years ago, while the number of women book-keepers and accountants has doubled. The percentage of saleswomen also shows a corresponding increase. Women have risen to be treasurers of street railways, presidents of national and savings banks, secretaries of financiers on salaries of \$10,000 and \$12,500, executive heads of building and contracting firms and buyers for large stores.

JOINED THE CHURCH.

Story of the Dead-Beats Who Got Religion.

A brother salesman told me something last week that reminded me of an incident that I knew about myself. I don't know why it has never occurred to me to tell it.

This salesman had just gotten back from a trip through South Jersey. I met him at the Bourse.

"Say," he said, "have you heard what's doing in Vineland?"

I hadn't.

"They've got a big religious revival down there," he explained, "and every grocer in town is in clover. The grocers' association passed resolutions last week and sent a copy of 'em to the evangelist who's responsible for the thing, praising him up to the skies for the good he'd done."

"Where do the grocers come in?" I asked, not understanding for a minute.

"Why, all the dead-beats in the place are getting religion and paying up," he answered. "One man alone told me that six old no-goods had walked into his place in one week and planked down the cash since the revival commenced."

And then I told him, and I'm going to tell you, of a case almost exactly like this that I knew of about a year ago, in New Jersey, too, rather curiously—a little place of 2,500 in the upper part of the State.

I don't know anything about the New Jersey collection laws, but a good many grocers over there have told me that you can't get at a man unless he has property. I believe they have an exemption law that these thieves hide behind, just as they do in other places.

In this town, as in all such places, there are a lot of people who owe everybody. They're known as dead beats—people who never pay unless they can't get out of it and who can't be made to pay.

Yet, to digress a minute, I've never seen a town like this where the grocers had the nerve to join and say the dead beats couldn't buy goods until they paid their back debts. They could do it and do it easy, but they never do.

The place where this incident occurred was just like this. Every grocer had a lot of accounts on his books years old—some of 'em outlawed. He never expected to collect even one of 'em.

One day the Methodist Church hired an evangelist to come to the place, and he started a big time. He had meetings every night and had special talks to men and boys, and women and girls, and used stereopticon pictures with 'em, and the first thing he knew he had the town going. The old church was crowded every night—the fellow was a rough, magnetic sort of a dub—and the people began to get religion in droves.

I don't know whether you've ever noticed it or not, but just about the first people to hit the mourner's bench in one of these emotional revivals is this irresponsible riff-raff that doesn't amount to much:

The people that don't pay their grocery bills but always have a quarter to see the little minstrel shows that come to town.

The people you see at all the cheap little dances in the place.

You know the type.

The solid, respectable people of the place who pay their bills aren't usually the sort that float up to the church altar on the wave of religious frenzy. I don't know why—maybe because their solidity makes 'em less emotional.

Well, people joined that little Methodist Church by the hundreds. It really was a sort of little local revolution.

One of the grocers in the place was a shrewd fellow and he began to see right away that he ought to get something out of this new condition. His story of what he did is one of the most interesting things I ever listened to.

First he made a list of all his old dead-beat accounts—ancient bits of the new church members, and whenever he found that one of his dead-beats had joined he laid for him. I don't remember exactly, but it runs in my mind that he said over thirty of the people who owed these old accounts had gotten religion and joined the church.

He lit on 'em one by one, and what he said to 'em was about the same in all cases. I've heard him tell it a dozen times.

"See here, Mr. So-and-So," he would say, or "brother Jones," or "Jim," or "Bill"—whichever fit the best—"you owe me \$20.52 and you have owed it to me for eight years. I see you've joined the church and it's a good thing. I'm glad of it and I'm sure you will be. Of course, a church member's got to pay his debts, and you'll be wanting to pay me that \$20.52. Now, what d'ye want to do about it?"

This grocer told me he never had such a good time in his life as he had watching those reformed dead-beats squirm. They turned all sorts of unfashionable colors, but he had 'em, and they couldn't back away.

You see, a lot of people are willing to reform and even get religion and join church if they can smudge out their pole-cat pasts, bad debts and all, and start new.

But it sours the sweet taste of religious fervor to have an old grocery bill stuck at 'em. They hadn't exactly calculated on that.

The other grocers of the place soon got on to what this fellow was doing and they dogged the footsteps of the poor dead-beats night and day.

Their song was always the same: "You're a church member now. A church member must be honest. You owe this bill—pay it."

Some of the creatures paid up squarely—they knew it was up to 'em to do it. A few owed so many and so much that they couldn't stand the pressure and backslid.

Religion that meant paying debts was too expensive.

Others parleyed with the thing and paid a little on account. If their re-

ligion lasted long enough they paid everything.

All told, that revival moved so many dead-beats to pay their old grocery bills that it was one of the best investments the grocers of the town ever had.

See here. Since religion is the only thing that can induce some people to pay their debts, I should think it would be a good scheme for the grocers of a place to club together and hire an evangelist once a year. They might even supply the evangelist with a list of the choicest beats and let him call at their homes and pray with 'em personally.

There's another good idea thrown away. I ought to get money for such thoughts as that.—Stroller in Grocery World.

Label the Men.

Some of the "unattached" of the more numerous sex are casting about for influence with the legislators looking to the labeling of the male creature. Briefly, these estimable young women want the man who is married and the man who is about to be married to wear such announcement of their condition as will inform all the world. As they logically put it:

"When a girl is engaged she wears an engagement ring, doesn't she? And when a girl is married she wears a wedding ring, doesn't she?" There seems to be no appeal from these direct statements. "Well, then," goes on the feminine, "why give the man an advantage? Why allow him privileges denied a woman? Why permit him to gallivant all over the face of the habitable globe, displaying his manly charm and captivating the girl who is willing to be captivated, and then bringing tears and sorrow into her sweet young life by the discovery that he is mortgaged goods?"

"When a girl wears an engagement ring it constitutes a 'hands off' sign to all mankind, with one exception. When she wears a wedding ring, it ought to constitute such a sign—sometimes does. But there is no such safeguard in the case of the man. He may dance all evening with a new girl and lead her out to the porch and tell her all she has known ever since she knew anything relative to her prettiness and the shell-like pinkness of her little ear, and a good deal more in the same lines and she, poor, innocent, confiding thing, will

believe him and let her young fancy turn to thoughts of engagement. And all the time he may be engaged to another girl, or married, for all she knows.

"That's where the girl is at a disadvantage. The man ought to be compelled by act of legislature to wear a ring."

The Slow Man Commended.

The vice-president of a large railroad company believes meteors may be valuable archaeological specimens, but they count for little in the business world. They give a great deal of heat, but it does not last long.

"I always question people who scintillate in the business world," he said. "I like the plodder, the man who sees all about things. I had a man working for me who was as slow as molasses, but when he did a thing it was done. I said to him one day: 'John, you're going to succeed all right. You're dreadfully slow and dreadfully sure. He did; it took him twenty-five years to become vice-president of a railroad company, but he got there.'"

A successful merchant has said: "It is hard to define thoroughness, but I should think it is doing anything as well as you can and with as little expenditure of time and money as possible. It implies so much—taste, perception, tact, information, and adaptability. Some men get the credit of being thorough when they are not; they have ideas, but they leave it to others to carry out the details. If there were not others to gather up the loose threads the business would lose in due proportion. When it comes to the question of handling details it is often hard to distinguish the important and the less important, and here is where judgment plays a part. I have a tremendous correspondence on my slight any, but it is for me to decide slight any, but it is for me to decide which should be answered right off and what can be deferred. My secretary came upon a letter one day referring to a donation asked for by a minister and she said: 'Don't you think that this is important?' 'It's most important to him,' I answered, 'but my manager's business is more important to me. If I don't tend to our interests first, I guess the minister will not get the donation.'"

H. M. R.

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LOOKING BACKWARD.

Bits of Philosophy by an Old Merchant.

Did you ever want to go back and try your life over again so as to do a better job the next trip? Once in a while such a desire comes to me for a minute—just a minute. It is when I see a young fellow all fitted out for a successful voyage through life, letting fair winds and good weather go by without spreading his canvas—dallying about the dock or going fishing instead of heading out to sea. Some of these young fellows dally because they like it better than straightaway work; some because they don't know what they want to do and are waiting to try everything before deciding on a life work; and some because they have heard that there are no more golden opportunities such as grew on trees in the dooryard when father was a boy. How can these mistaken, wandering young men be set right and put at making the most of themselves?

Not long ago I had an expensive experiment in directing such a stray. From this case and from a few years of reasonably careful observation I think it safe to say that no young man will ever make a success in the world if he lacks a big, abiding Wish. It is safe also to say that if the young man has this wish—a wish that stays with him day and night and the next day and on—he will get what he wants or something a heap better. In the case just mentioned the young man wanted something, all right. He wanted fun, he said, and he was going to have it before he settled down. So was the Prodigal Son in the parable. He found it in the hog pasture. This young man hasn't found the hog pasture yet, but he has not found anything else to brag of. He lost two excellent positions because there wasn't fun enough on the side for them. They seemed not to offer time enough for recreation and excitement. But they looked to a man who had seen such things before like great big open doors of opportunity—folding doors opening in on oiled hinges. Men hunting for work with fun on the side are worked in gangs by the man who finds his fun in his work. The gang is where my young friend will work until he is capable of working by his own motion, or until he wakes up and comes back to the forks of the road for a fresh start as did the Prodigal Son. But let it be noted that the Prodigal Son came back soon—as soon as his funds ran out, which every prodigal knows is surprisingly soon. Some people stay in the hog pasture because the walking isn't good back to the forks in the road. The Prodigal had the saving Big Wish, and it brought him out of the woods, disfigured and disinherited, to be sure, but with the making of a man left in him. His fun, killing as it was, didn't last long enough to kill the roots of the Big Wish.

The scattering of desire, and the consequent scattering of effort, bring disaster or low grade success to many a well meaning young man. It is almost an impossibility for many

youths to know what they like so well as to make it a life work. Points of view change so fast between 13 and 23 that what seems good to-day may look uncouth to-morrow. Here an older, wiser friend may be a fortune to a young man. But, lacking such a help, a good rule is to choose among the things that look good before the day of decision must come, and study it up, getting all possible information as to its good and its bad features, trying it if possible in school vacations. There is such a thing as falling in love with work on closer acquaintance. This is not uncommon in matrimonial matters, and is almost sure proof of a wise choice. As to openings for boys with the Big Wish and the will to back it, it verily seems that in spite of the bunched wealth of the world, and the growing gap between the man with the bunch and the man without it, the doors to success are wider and more easily opened to-day than ever before. No boy can start with very much experience, or skill or common sense. But he may have a Wish as big as that of the billionaire, and it is a worthy one nothing can head him off from the success he is going after.

One day last week I was watching a little boy trying to do a piece of carpentry work. What a little blunderbuss a 7-year-old boy is with saw and plane and hammer! Such a weak and clumsy little hand! I have watched this hand develop its small measure of skill from the day it first discovered that it could reach and grasp things. Before that it was only a feeler transmitting sensations to a baby's brain. Now what a world of things it can do with only its brief seven years' training! Still, when he hands the tools to me to help him out, and he sees how easy to me is the task that was a mountain to him, he has been known on rare occasions to say: "My! papa, I wish I could do things easy, like you." Likewise, after a season of watching the foreman of the carpenters at the new house across the way, making speed with accuracy, every stroke counting and every joint fitting at the first cutting, he comes home full of ambition to take up carpentry as a life profession. The ease that comes with practice is an end very attractive and much desired by every one of us, boy and man. It is one of the rewards of hard and intelligent work and one of the greatest incentives to it. Without it no progress could be made in any line.

All this is but a leaf from the A, B, C of philosophy that you and I have known so long that we had forgotten that we had not always known it. And for this reason my surprise was great in reading last week a great bible expositor's exhortation to Sunday school teachers to "show the boys that it is just as hard for an old man to do right as it is for a boy." What do you think of that for an ethical proposition? If natural laws obtain in the spiritual work (and we verily believe they do) why should not a man grown old in righteousness have the same reward for his years of faithful, accurate work that

Announcement

We regret to inform the trade that Mr. W. F. Blake, who has been connected with the Worden Grocer Co. for the past ten years, most of the time in an official capacity, has voluntarily relinquished his connection with the house to accept a similar position with the Judson Grocer Co. Mr. Blake has proven to be a faithful and efficient co-worker and we part company with him with genuine regret and take this means of expressing the hope that his relations with our good neighbor, the Judson Grocer Co., may be as pleasant and profitable as they have been with us.

In order that there may be no interruption in the tea department, which has been managed by Mr. Blake, we have called in Mr. Harry P. Winchester from the road to take up the work of that department with a view to carrying it forward with the same success which has marked the management of Mr. Blake. Mr. Winchester has been identified with the wholesale trade for the past twenty years and is well equipped, both by education and experience, to handle the department entrusted to his care. He enters upon his new duties with much zest and enthusiasm and we predict for him a successful future and for our customers a continuance of the pleasant relations we have so long sustained.

WORDEN GROCER COMPANY
Grand Rapids, Mich.

the man grown old in carpentry has? Do you believe that the omnipotent Ruler who made and keeps in working order the law that gives the carpenter his physical reward has failed to provide spiritual reward for the righteous man? It is not credible for a moment. Your own experience has told you this and your observation has confirmed it. The carpenter's continued accurate work gradually passes over into accurate habit, so that by and by he has stored up in his physical being the accumulations of his honest endeavors. They become a working capital that pays him a profit without a conscious effort on his part. Every new investment of right effort adds to this capital, which we call will. So with the man of truth and self-denial. His daily earnings of honest endeavor gradually grow into an accumulated capital that we call character. It becomes comparatively easy for him to do right—more easy as the well lived years pass. This is the reward of righteousness. Why should it not be held up to the boys as an incentive to right living?

When a willful lobbyist is looking for bribable law makers he heads for the men with small surpluses of righteousness as naturally as a duck heads for a puddle. He is very wary of the man who habitually denies himself. The world discerns between the men it may or may not offend by inviting them to take a glass of whisky or a hand in a game of poker. You and I might go through the "tenderloin" district of Darkest New York without molestation. But there are men who would be running the gauntlet by going there. One's moral defenses grow strong or crushable with the years according as the years are filled with good or evil behavior. "The wicked stumble in darkness," says a high authority of morals, "but the path of the just is as a shining light that shineth more and more unto the perfect day."—Commercial West.

A Secret Worth Learning.

"You poor man," said Mr. Henpeck, who was for the first time seeing the inside of a lunatic asylum, "how long have you been here? Can you remember?"

"Oh yes; very well," replied the patient; "seven years. You see, they let me do pretty near as I please because I'm harmless."

"Are you married?"

"Sure, I have a wife who used to throw things at me every time I came in the house."

"How sad! Do you know how she manages to live?"

"She's getting along all right. Her brother, who is a rich bachelor, is takin' care of her. He never would give up a cent, though, as long as I was able to work, confound him."

"And what do you do here?"

"Sit around mostly, smokin' and waitin' for the next mealtime."

"Say," said the visitor, speaking softly, and drawing a little nearer to the patient, "just between ourselves, how did you get them to send you here?"

Legal Aspects of Correspondence and Accounting Systems.

Too little attention is given to the legal aspects of modern correspondence and accounting systems. Were it not so business men would more readily fall in with the recommendations of methodizers, for not only are these modern systems more economical, but superior as evidence. It would seem, then, that it is well to analyze the rules on this subject.

In order that a copy of a letter or telegram may be admitted as evidence, it must be shown: 1. That the original is lost or destroyed or that, after notice on the opposite party in a suit, the original has not been produced, and 2. That the copy is exactly the same as the original, or, where that is not so, then in exactly what particulars it differs from the original.

Evidence of the latter kind requires a witness to depend upon his recollections, which, it need hardly be said, are frequently shown to be fallible.

Especially is this so where a carbon copy is introduced, for in the haste of catching a closing mail, alterations and interlineations in the original are frequently omitted from the copy, as is also the signature.

In attempting to introduce copies of letters or telegrams made in a letter-press book, it is customary to introduce or offer the book itself as evidence, and subsequently to refer to the particular copies of the correspondence contained in it which are competent evidence in the suit at hand.

Sometimes pages are accidentally or designedly torn from such a book, and upon discovery, objection is made to the book's admission as evidence, inasmuch as it is incomplete. This condition therefore requires an ex-

planation of why the pages were removed and what disposition has been made of them.

But this is less important to the concern which intends to safeguard its business secrets than the fact that, upon introducing such a book as evidence, it exposes to its opponent, and every one else who has access to the evidence in the case, matters which might subject it to the greatest embarrassment. An illegal agreement accidentally transferred to the tissue sheets of a letter-press book from a moistened cloth used in copying once led a trust from a suit for the collection of an account into an exposure by public officials that threatened its very existence.

Several letter-press copies are usually made at the same instant, and generally at a moment when it is practically impossible to re-copy them to show alterations and interlineations which may subsequently be made, and consequently they are only a little less objectionable in this particular than carbon copies.

Copies made by the roller copier have none of the shortcomings of the letter-press and carbon copies. The roller copier reproduces a letter or telegram with the signature and every alteration and interlineation. No moistened cloths are used, and there is no possibility of one copy being impressed upon another. When copies pass through the roller they are cut to the size of the letter or telegram and can be attached to and filed with related correspondence.

The ease with which correspondence handled by this system can be examined can not fail to result in the silent approval and influence of a jury.

To entitle a book of accounts to be accepted as evidence, it must appear: 1. That it belongs to the

party introducing it; 2. That it contains original entries of transactions from day to day in the regular course of business, and made at or near the time of the transactions in question; 3. That the record was fairly and honestly kept, and, 4. That the entries were made for the purpose of debiting and crediting others. All alterations and interlineations, as in correspondence, must be satisfactorily explained; and, inasmuch as alterations and interlineations can be obviated by using loose-leaf and card records, a fresh sheet or card readily taking the place of a one thus rendered imperfect, these modern systems are superior to all others as evidence.

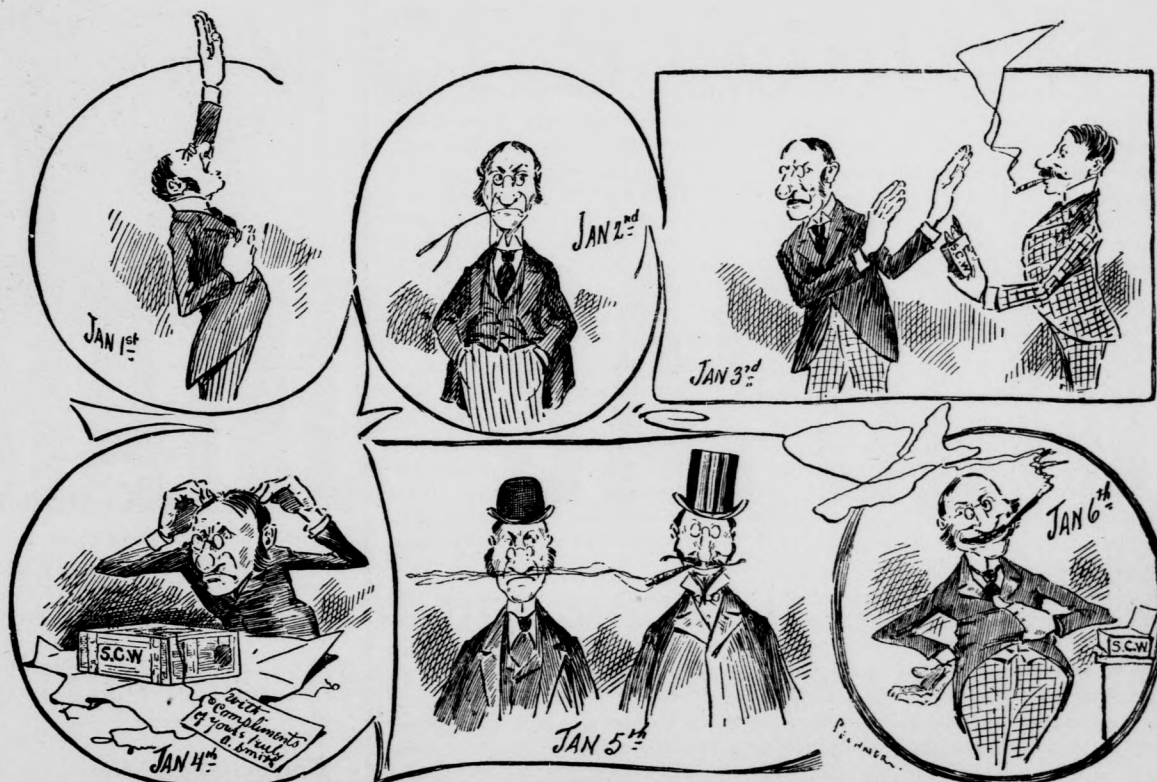
The objection sometimes urged against them on account of material, form or construction is baseless, shingles and even notched sticks having been long upheld, when shown to contain original entries.

Clowry Chapman.

The Merchant Successful.

There is no longer any excuse for a merchant accumulating undesirable stock, the kind that takes up room, stagnates business and gives the establishment a lower tone than the man who keeps up-to-date goods, keeps the stock moving and keeps in touch with the wants of the trade and is open to new ideas. The merchant whose stock is in good shape and who handles his trade rightly and manages it properly should not have to complain of slack business generally. The Merchant Successful is the wide-awake one, the live one—he who gains experience daily and does not fall into the dull rut of the commonplace.

The devil entices more men down with the jolly-good-fellow plea than with any other.



As it was, is, and ever will be.

CLERKS' CORNER

Succeeded Because He Was Determined and Qualified.

George was educated for a minister, or at least that was the intention of the family when his education was incomplete, and that was the hope of all concerned when he showed himself to be a good student and eager to learn. He didn't hear so much about the religious part of the plan until he was about through the high school and preparations were being made to send him farther on. The family planned to send him to a normal training school for a year or two for the sake of the training in the handling of other people, because they thought it would be a good thing for his future work.

The family had a hand in the whole thing because George was the youngest of the flock and removed by something like 8 or 10 years from the next older. They were people of some means, sufficient to give the children education and sufficient to start things as they thought things should go. The whole family were more interested because George was the youngest and really the best student of the lot, and, too, the other children thought they had reached the age when they were able to assist in dictating how to bring up a son. George was not a youth who was exactly averse to the ministry, but he wasn't so sure he was going to take a shine to it as were the people who were doing all the preliminary planning for him. He packed up and went to the normal school without protest, willing to await developments.

The school was in a small city of considerable importance, and George soon made the acquaintance of town people as well as school comrades. Among the town acquaintances was a family whose head was the controlling partner in the best dry goods store in town. There was something of a mutual attraction, and George soon acquired the habit of spending much of his leisure time at the store. He had never paid much attention to stores and had never taken any particular liking to them, but the more he saw of how business was done and what it was done with, the better he liked the work. He finished the first year at the normal without kicking, but when he went home on vacation, he sprang the desire to become a merchant and his wish to start the career with his new friends.

The family tried all sorts of schemes to switch him back to the original plan, but nothing would work. They were not people who were pig-headed, and they finally saw it was no use. They trusted to the first few months curing him of his new desire and finally consented that he should make the attempt. It was all a surprise to the merchant's family, and they attempted to dissuade him by means of all sorts of

discouraging reports, but the fellow was game, and they gave him the bottom place in the store.

He wanted to be independent and was willing to take things as every other clerk was compelled to take them. His wages were five dollars a week, and he was compelled to board himself out of that. His expense was slightly reduced because he was expected to sleep in the store. It was one of the old-fashioned ideas that a clerk sleeping in the store was a protection against burglars, which, by the way, is about the worst of old-fashioned store ideas and an almost irreparable detriment to the health of the clerk.

He began his work on the first of September, and he found it no picnic. He swept the store, dusted, washed windows, opened boxes and cases and toted in goods, he delivered to those who wanted goods in a hurry, he cleaned the ledges and under the counters, he built the furnace fires and cared for that dirty work, for it was in a cold country, and he was the general last end of everything. He found it different than studying for the ministry, but he was game and stuck to it.

He found the merchant was a different friend as a master than as an acquaintance, and there were many causes for dissatisfaction for exacting treatment. The trade was peculiar and of the kind that clings to a store that has been doing business for a long time. The customers were, many of them, fixed and particular in their requirements and the kinds of goods they wanted shown to them. Altogether it was a hard place to put a young fellow who wanted to learn the ins and out of dry goods in a general way. The customers were of the better class, and there was never any attempt made to influence other trade to buy goods at that store. It was a sort of fixed business that increased or decreased little with the passing months.

After six months of the dirty work, another clerk left for some other town, and George was promoted to the selling of goods. By this time, he had made the acquaintance of other clerks in other stores and discovered that all business is not done in the same way in different stores. His training as a student led him to study what he saw, and he was not afraid to ask questions of the other clerks in town. His particular chum was a hardware clerk, and the hardware clerk had a friend who was well up in the list in another dry goods store, where a different class of business was done. Altogether, George learned as much of other kinds of business as was possible without actual contact with the business.

The more he saw and knew, the more he liked it, and there is no question but that such liking and such close study were the causes of his easy grasping of business ways and methods. He was not particularly brighter than a score of other clerks in the same city, but he was learning the business with all his might rather than having a good time and

Facts in a Nutshell

BOUR'S

COFFEES

MAKE BUSINESS

WHY?

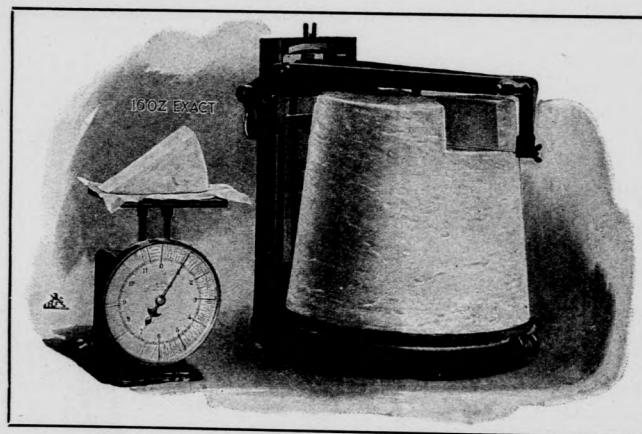
They Are Scientifically

PERFECT

127 Jefferson Avenue
Detroit, Mich.

Main Plant,
Toledo, Ohio

IT'S UP TO YOU



We are ready to show you that we can save you money on your butter business. We can stop your loss and give you a chance to sell a neat package of butter which will please your customer.

Our Kuttowait Butter Cutter

will help you. We know it. It will pay for itself in eleven weeks. It will get every pound out of the tub without loss, waste or dribblets. You are not in business for your health. If there is a loss in butter, or if there is not enough profit in the butter business and you can make a change that will help you, why not do it?

Let Us Show You.

Kuttowait Butter Cutter Co.
Unity Bldg., Chicago

Cut out. Mail at once.

Name.....
Street.....
City..... State.....

seeing how much he could not do and get through without reprimand.

He worked out many plans for helping the business along—fetching them from his observations of the business done in the store where he worked, and the business done in other stores in town, about which he learned from other clerks. Months went on, and he stuck to his work, with gradual advancement. He talked much with his boss and attempted to have some of his plans for increasing business tried, but the boss couldn't see things that way, because business had been done the existing way for many, many years. The boss didn't consider, or wouldn't, that although the city was increasing in size and the trade was naturally increasing with it, he was not getting any of the increase.

George saw this and knew that the other stores were working hard to get a stronger hold on all the trade that would come to them. He could not understand why it was that his boss wouldn't enthuse. But the fact remained, and although the best trade of the town continued to come to their store, there was something evidently going wrong with the business. George didn't discover this in a hurry, for he had been there three years before he caught on to something being wrong and knew that the efforts to draw new trade, which, all at once, began to be made, had not begun soon enough. Six months more measured the existence of the store that had been doing business for more than thirty years in the same location. It was a severe blow to the owners, not only in pride but in finances, for it placed them in sorry straits.

Necessity compelled action, and inside of six weeks, George had formed a partnership with his hardware clerk friend, they rented a small store room in a town of 2,500, fifteen miles away, stocked it with five-and-ten-cent goods and started a business. Their capital was too small to permit anything more ambitious, for George had saved only \$200 from his wages and the other fellow had only \$300. To make things even, George borrowed a hundred of his father, but refused absolutely to accept any more, being insistent on running on his own strength.

Six hundred dollars bought a big lot of that kind of stuff, and by the time it was opened and put out for sale in the smaller town, they began to think that it might be that they had made a wrong calculation and reckoned too high for their community. But it was a new thing there, and the first sales reduced the stock swiftly. They made no effort to take more from their business than would be necessary to furnish them a living, and their accumulations they sparingly invested in new small truck and largely invested in goods that were of the dry goods character. Sales were small, and when the cash was balanced at night the sum seemed pretty low compared with that which they had formerly seen as the result of dry goods and hardware sales. But they made good profits and had the pluck to hang to the work.

At the time they made the venture, I was interested in a dry goods store in the city where George first began his work, and that is where I became acquainted with both of them. Of their business in the new location and how they were doing we heard considerable for the first six months and then the interest of those who had known them was directed into other ways and we began to forget them. Two years later, through a friend who had known the beginning of things and the story of how George had quit school for the store, I learned that they had really succeeded beyond their expectations.

The first six months had brought them a good many anxious hours of calculation, and they had thought more than once they would have to quit the game, but business began to pick up with the Fall trade, and as they added more dry goods they saw that their trade was increased. In the two years they had reduced the stock of small merchandise to the right basis for the trade of the town, had added considerable dry goods, which they had bought with their profits, had changed the character of the store to one of the so-called "popular" kind and were getting business their way as fast as it was possible for them to increase their stock. They were conservative and progressive, watching their finances closely and reaching out for all the trade they could get.

That was fifteen years ago, and the firm is still doing business in the town where it began. I have not heard directly from them in years, but I know that they have the best store in the town, now, and are doing the business of the locality in general merchandise. A consultation of commercial reports shows them to have

a stock of \$20,000 of general merchandise.

This story is not told to influence any young fellow to leave school, for that is not to be approved, but it is told to record a demonstration of the success that can come when a young man makes up his mind that he wants to enter mercantile life and will stick to it with all his might and energy. This fellow studied his work as he had studied his books, and his application, on the square, was the thing that influenced his success.—Drygoodsman.

As Men See It.

Every man willingly gives value to the praise which he receives, and considers the sentence passed in his favor as the sentence of discernment.

We admire in a friend that understanding which selected us for confidence. We admire more in a patron that judgment which, instead of scattering bounty indiscriminately, directed it to us; and those performances which gratitude forbids us to blame, affection will easily dispose us to exalt.—Life of Halifax.



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

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

IF A CUSTOMER

asks for

HAND SAPOLIO

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

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

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



Pointers To Shippers of Live Poultry.

Commission merchants would like to call attention of shippers to a few points. Shippers should see that the coops are in good condition before using, so that they are not liable to come apart while in transit, as they are roughly handled sometimes. The coops should also be high enough to allow whatever kind of poultry is shipped room enough to stand up. Low coops should not be used, it not alone being cruel, but a great deal of poultry is lost every year by suffocation. For turkeys higher coops than for chickens should be used.

Coops may be loaded heavier in cold than in hot weather. Do not overcrowd the coops. Putting too much stock in a coop at any time is wrong, but in hot weather especially do not crowd too much stock into a coop. This should be carefully attended to in order to prevent any more shrinkage than possible. Coops often arrive with a good deal of dead stock. Do not blame the commission merchant for heavy shrinkage or poultry smothered in transit through carelessness in overcrowding coops.

In hot weather do not put more than 100 pounds of live old hens in a regular coop; in cold weather about 120 pounds in regular size coops. Of spring chickens, when small, about fifty to sixty pounds and large seventy to ninety pounds.

Keep different stock separate as much as possible. If a shipper has sufficient stock to fill coops, it is best to ship the hens, spring chickens, roosters, turkeys, ducks and geese separately. Of course, if a party has not enough stock of each kind to fill a coop separately, mixed coops can be sent.

Spring chickens weighing less than one pound should not be shipped as they become a drug on the market. Pound and one-half to two pound chickens sell best, and later in the season over two pound weights are preferred. In the early spring, when chickens first come in, some small chickens will sell, but as soon as chickens begin to be plentiful, then the small ones are not wanted. Later in the summer, when chickens are bought to place in freezer, one and one-half to two pounds are preferred; so, take it the year round, two pound stock, or as near to two pounds as possible, sells best.

Attention is also called to the fact that dark feathered ducks are not as desirable as the white feathered, chiefly for the reason that they do not dress out as white and clean as the white feathered stock.

Poultry should be shipped so as to arrive on the market from Tuesday to Friday. Receipts generally increase toward the end of the week, and there is enough carried over stock on hand Saturday to supply the demand. Merchants, rather than car-

ry stock over Sunday, would sell at a sacrifice, as the stock, when in coops, loses considerable in weight by shrinkage, and does not appear fresh and bright. Besides Monday is usually a poor day to sell poultry.

Tags with the name of the commission merchant and the shipper should be tacked on the end of the coops. Tack two tags, one on each end, so that if one gets destroyed the other is likely to remain all right.

Never tack the tag on the top of the coops.

Be sure and write your name and address on the tag. Your name alone, or the town alone, will not be sufficient, as the commission merchant receiving your shipment could not tell to whom or where to send the pay for the stock.

Sweet Potatoes That Will Keep.

Berkeley, Cal., Dec. 21—A sweet potato that will, like the Irish potato, keep for an indefinite length of time under normal conditions is the discovery of Capt. J. A. Macomber, of Oakland, who returned from an extended trip around the world on his schooner Gotama. The box of potatoes, which were carried for eight months on the ship and which remained in a perfect state of preservation for that time, have been turned over to the Department of Agriculture at the University of California, and steps will be taken toward the introduction of this most valuable plant into this State.

The potato was discovered by Capt. Macomber on Pagan Island, in the Ladrone group in the South Seas. It was taken from the ground last April and was of exceptional flavor and quality. So impressed was Capt. Macomber with the richness of the tuber and its value as a delicacy for his table that he took a lot with him on leaving the Island. He expected that, like all the other sweet potatoes that he had seen, they would spoil in a few weeks, but, to his surprise, they did not. They kept until he arrived home and are still in good condition.

Upon arriving at Berkeley Capt. Macomber took his find, along with some other plants he had gathered on his trip, to Prof. E. J. Wickson, head of the Department of Agriculture at the State University, and Prof. Wickson says that the discovery is as valuable as any that has been made in many years.

"It will mean millions of dollars saved if we can get a sweet potato that will not only not have to be refrigerated to be kept, but keep as long as the other potato. During sweet potato season and out of it sweets are high because they will not keep. Merchants put them in cold storage and command a high price for them when the crop is all used up. And then millions rot every year in spite of everything that can be done to preserve them."

The devil's favorite quotation is that there will be no women in heaven.

If you wish to retain your influence over any one don't put it to the test too often.

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.

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

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

FOOTE & JENKS'
JAXON
Highest Grade Extracts.

Sold only in bottles bearing our address

FOOTE & Jenks
JACKSON, MICH.

COLEMAN'S
HIGH FOOTE & JENKS CLASS
EXTRACTS

W. C. Rea

A. J. Witzig

REA & WITZIG

PRODUCE COMMISSION

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

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

REFERENCES

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

Established 1873

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.



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Dec. 23—Of course, it has been a dull week in the grocery trade for the staple articles. Buyers show no interest in coffee and simply take enough to keep assortments unbroken. No. 7 is worth 8@8½c, and this is a little better than it has been at times. In store and afloat there are 4,574,897 bags, against 4,120,017 bags at the same time last year. West Indies are steady at about unchanged quotations—good Cucuta, 9½c, and good average Bogotas, 11c.

Not a single item of interest can be gathered in the tea district. Some dealers are away for the holidays and all of them appear to wish they could go. When sales are made full rates seem to be obtained and holders show no disposition to make concessions. They appear to have confidence in the future and are hopeful that 1906 will be a record breaker.

A very quiet market indeed prevails for sugar. New business is absolutely nil and the little hand-to-mouth trading is in withdrawals under previous contracts. Rates are unchanged. Raw sugars are very quiet.

Rice in a jobbing way is moving almost imperceptibly. Offerings are light, but there seems to be enough to meet all requirements. Quotations are well sustained. Choice to fancy head, 4¼@5½c.

There is a little business going on in spices and holders are firm in their views. Singapore black pepper is held at 11¼c, although it might be bought for 11½c. Stocks generally are light in the hands of dealers. A few firms control about all the goods in sight and they are able to make or unmake the market at will.

Grocery grades of New Orleans molasses are very firmly sustained and stocks on hand are running very light. The demand has been active and the new year will open in excellent shape, so far as this article is concerned. Syrups are dull and moving only in a most moderate manner.

There is "something doing" again in canned goods and brokers who have seemingly been away for a holiday are at work as actively as the bee. Tomatoes, which have had so many ups and downs this season, have taken a turn for the better and are now at the dollar mark. There has been an unexpectedly good demand and holders say they have had

the best week for a long time. Peas are very scarce in the better grades and it is hard to find anything below 85c. Quite a good deal of Maryland corn, Maine style, has sold at a reported rate of 47½c. Next year will in all probability be a good one for canned goods men.

Within a few days a firmer feeling has sprung up in the butter market and an advance of about 1c per pound has taken place. The official rate for best Western creamery is 25c, although a little more might be obtained for very desirable stock. Seconds to firsts, 20@24c; imitation creamery, 17@19c; factory, 16@17½c; renovated, quiet at 17@18½c.

There is little, if any, change in the cheese market. For fine October stock there is more call and holders are firm. There is a good deal of undergrade cheese and quotations on such are unsteady. Full cream, small size, 13¼c for September and 12¾@13c for October. Large sizes, about ¼c less.

Most sales of Western eggs are about 27c for top grades; average, 24@26c; refrigerator stock, 19@21c.

Best wishes to Michigan Tradesman from top to bottom. May 1906 be your banner year.

Lacked Terminal Facilities.

"I want to tell you a good one," and Lloyd M. Mills' eyes sparkled and the muscles of his anatomy gathered and relaxed and gathered and relaxed again.

"In a church not a thousand miles from Grand Rapids a railroad conductor attended services recently. It was the first time he had ever been seen in a church, and his presence caused quite a stir. The minister preached his sermon, and then, reluctant to lose the opportunity to make a lasting impression, he traveled over the same ground in language more impressive, and spun his discourse out into unwarranted length. "When the service ended one of the deacons of the church waited for the railroader and, accosting him, enquired:

"How did you like the sermon?"

"It was all right."

"You enjoyed it, did you?"

"Yes, it was a very good sermon."

"I suppose we shall have the pleasure of seeing you at our church again?"

"I don't know; I may come. There's only one trouble with that parson of yours."

"And pray, what is that?"

"He doesn't appear to have very good terminal facilities."

"The deacon had nothing further to say."

Even a fool who speaks the truth is better than a hundred liars.

If Santa Claus Doesn't Want to Wake the Children

he'll have to use

Noiseless-Tip Matches

We hope he's good to you. With many happy returns of the season, we are,
Most sincerely yours,

C. D. CRITTENDEN, Grand Rapids, Mich.
Distributor for Western Michigan

A Few Turkeys This Week Please

will pay highest prices for either dead or alive. Hold your chickens until next week.

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

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.

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.

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

PARTNERSHIP.

Cardinal Principles Which Are To Be Considered.

There is one principle not to be overlooked in contemplating the formation of a partnership, which will commend itself to the favorable consideration of all sensible and judicious men. Probably if this principle universally obtained, the standard of pleasant relations between co-partners would be very much advanced. Not that this is not high already. To the credit of the men of America, be it said that the average of broken co-partnerships through disagreement is remarkably small.

It may be maintained that, partly in explanation, men who are joined in business wedlock, the same as men and women are joined in holy marriage, will always agree better in reciprocal, or as it is commonly termed, mutual, prosperity, than under adverse conditions. That is to say, when a copartnership enters upon a term of smooth sailing and profit, it is not difficult for its officers to get along famously. This must be qualified to provide for the initial difficulties which all new commercial craft must be prepared to encounter. Against these even the most thoughtless are more or less fortified. But let them meet the stress of risks, of storms and threatened disaster, and then let us see if the captain and his mates continue in that harmony that insures best results, and which is essential to commercial progress.

But to return to the principle to which reference has been made. The writer's attention was first drawn to it when he was in the employ of an honorable old firm, whose members have all three gone the way of all flesh. Two of these were already old men, while the other was fifteen years the junior of either. Yet despite discrepancies of years and great differences in taste and temperament, never did three men get along better, God rest them.

In conversation with one of the elders, a fatherly fellow, who, out of the store of his worldly wisdom and experience, was wont to favor the writer, the reason for this harmony was laconically adduced. One day when he was reminiscing, he musingly said:

"When we three started in as partners, Joe and I had already reached middle age, whereas Dick was still a very young man. Joe, as was natural, both from his training and temperament, became the financier and office-man. My mechanical ability and knowledge of the market on raw material pointed me out as the manufacturer and buyer of supplies; and Dick, who had always been a clever 'mixer,' and as shrewd as they make them, became the outside man and salesman.

"Well, for five years after we started, we had the hardest kind of a hard row, but I needn't tell you about how our competitors bully-ragged us, how we found that the plant we had begun with was a superannuated thing that would not allow us to make our wares at a living profit, how we had to meet infringement

suits, and a host of other difficulties. In short, at the end of five years we were almost at the end of our tethers, our capital gone, and ruin staring us in the face.

"First and foremost, I would have you understand that from the start we formed our copartnership on the basis of absolute equality, the only basis, I contend, upon which a true, solid success can be built. When we began I was richer than either Joe or Dick was, but although I did not put in all my capital, as Joe did, or get a loan from my wife's father, to make up my share, as Dick did, those were side matters which did not enter into the question.

"Well, we each therefore put in on equal amount, and agreed that each was to receive one-third of the profits or stand one-third of the losses. While each was to have his well-defined province, we were to confer upon all matters of sufficient importance, and if two of us agreed on a course, we could even over-rule the third in any especial phase that belonged to his own province.

"It turned out that at times most of the work devolved upon Dick's shoulders, while at others I had the bulk of it. During the five years of eclipse, Joe had a practical sinecure on work, there was so little financing to do, and the book-keeping was so mechanical. But on the other hand, we all three had sufficient worry and care to suit any man, even if he was looking for trouble.

"Now here comes the point I want to enforce: In spite of all our trouble there was never disagreement. There was not a single point that came up that was not thoroughly discussed, and living up to our articles of copartnership, if two of us decided in favor of or against a policy that decision went without further question, no matter how deeply the third was opposed to it. Even at the very last before the 'turn,' when everything looked so 'blue' that each secretly felt like giving it up, it was the spirit of loyalty to each other, and the encouragement each gave to the other without himself feeling it, that sustained us all.

"Now, I maintain that if we had not started the copartnership on that basis of equality, we should never have 'got there.' Joe had a large family of growing children, and his home expenses were heavy. I had a family, too, and it was getting more expensive year by year. Dick had only himself to look after; he didn't marry until after the 'turn' came. So, you see, if there'd be any excuse for starting a copartnership on a basis of inequality, there surely was in our case."

Better start your copartnership on equal terms. Then the tendency for dissatisfaction and envy will be minimized, and you will not be so likely to think that you are doing too much and receiving too little. Even the best of men will be likely to disagree in double harness. How much more so, if either thinks the other one is getting the best of the bargain—and of him.

J. W. Schwartz.

To All! A Happy New Year!!

We know you are happy if you are well.

We believe you are progressive and want the best.

Expert workmanship backed by years of experience

Together with improved machinery and up-to-date facilities

Gives our line of Candies a multitude of good qualities.

Order a case to-day—start the year right.

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We wish you a happy and prosperous New Year, and we can assure you it will be if you handle our justly celebrated line of candies.

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Kalamazoo, Mich.

To Everybody

A Merry Christmas and
A Happy New Year

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

THE SIXTH SENSE.

Mysterious Faculty That Guides the Ranchman.

"Did you ever hear of the plainsman's sixth sense?" asked a Westerner the other day of a little group of smokers in a Broadway hotel lobby. "It is a thing that has often puzzled me in knocking about among the ranchmen of Montana.

"I myself have seen this sixth sense manifest itself under extraordinary conditions and have known of lots of instances in which it operated with almost the precision of a special providence. And yet, although I've done my best to get it out of the ranchmen, I never found one who could explain it.

"There was the time for instance, when Prairie Dog Jenkins detected a ranch eight miles away by the aid of the sixth sense. Prairie Dog was an old hunter and one of the best cowmen in Montana. In the summer of 1890 he and Dynamite Dick went up Fallon Creek together, a country that Dynamite Dick had not been in for ten years, and Prairie Dog never.

"They were riding along eight or nine miles from Witherby's ranch one day about 2 o'clock when Prairie Dog said to Dick:

"'Pretty near a ranch, aren't we?'

"'No,' said Dick, for Witherby had taken up his ranch since Dick had been in the country.

"'Must be,' returned Prairie Dog. 'I smell 'em making coffee. It's that way,' he went on, pointing in a certain direction.

"And, Prairie Dog leading and Dick following, they rode straight as a string till they rode into Witherby's back yard.

"As they sat around the table eating the chuck the boys got for them. Dynamite Dick, thinking to be funny, told how Prairie Dog had smelled their coffee eight miles away. There was no other ranch nearer than forty miles in those days. Then one of the fellows asked:

"'What time was it you smelled the coffee?'

"'About 2,' said Prairie Dog.

"The boys looked at each other, and then they looked at Prairie Dog. Then:

"'Two of the boys got in late,' they said, 'so we made a fire and were making fresh coffee for them. And it was just about 2 o'clock.'

"Now in that case," continued the Westerner, "you might say the sixth sense was nothing but an extraordinarily sensitive nose. But it was something more spiritual than a mere nose that guided Frisco Frank when he and Ned Carruth lost their way to the bull camp.

"One summer all the bulls from the country just south of Terry were gathered in a big pasture on the Yellowstone. In the fall, when the other cattlemen took their bulls out of camp, Frank and Ned were not on hand for some reason, so they decided they would go together.

"It was about thirty miles to the bull camp, through an unfamiliar country, and what with starting rather late and one thing and another

the men lost their bearings. As it was getting along toward evening they thought they'd better strike a place for the night and go on next day.

"They had heard that a sheep man had a tent out and a man herding sheep, and though neither had the ghost of an idea where to find it they decided to spend the night there. So they stopped and studied the landscape.

"Well, you're the doctor,' says Ned. 'Which way shall we go?'

"Frisco Frank mounted a butte and took a squint round the horizon, and then pointed without hesitation.

"Let's go that way,' he said.

"And after they had ridden about ten miles and come over a little hill right down below them in a draw was the tent. They were within sixty feet of it before they saw it at all. They had hit on the only human habitation in all that country.

"But that was an easy one compared with the time Nathan Knowlton led a party of Englishmen home in the dark. Knowlton was a quarterbreed, and the only native American in the bunch. The others, though they had lived here for years, were all Englishmen.

"Knowlton had been over to the Lazy M. P. ranch helping to brand calves when a prairie fire broke out about twenty miles away; so, of course, they dropped everything and went to the rescue. By the time the fire was out it was 'way into the dark.

"The way home led through the Bad Lands, and it got dark on 'em, so that a man couldn't see his horse's ears while they were groping their way down the cut banks and through the scrub cedar. Finally a little controversy developed among them, one arguing that they were bearing too much to the left, and another that they were bearing too much to the right, and first one would guide the party and then another until they had ridden for hours and were all in a snarl and tangle.

"They were about to give it up and prepare to make a night of it under the sky when Knowlton got off his horse saying, 'Let me lie down and sleep a little.' They all dismounted. Knowlton took his slicker and lay down with it over his head as if he were going to sleep for the night.

"Well, what with the others talking and laughing and one thing and another, Knowlton woke up in half a hour. He opened his eyes and stretched and yawned, and then he got upon his feet and turned slowly, looked all around in the pitchy darkness, just as if he could see. Then he mounted his bronco, saying:

"Come on, boys. I know the way.'

"And from that point he rode for an hour and a half as straight as if he saw every inch of the way till he got to the Lazy M. P. ranch. Heckler, who owns the Lazy M. P. outfit, and was one of the party, told me he hadn't the glimmer of an idea where he was till his horse's nose touched the barbed wire on the top of his own gate. Knowlton had led the Englishmen right up to the gate and dis-

mounted, and was holding the gate open before the others so much as saw it.

"I was satisfied all the time which was the right way,' Knowlton told me afterward, 'but the others confused me and I did not dare trust myself.' All he had to do was to get away by himself and let the sixth sense assert itself. Sometimes I have thought it was as if he lay down white man and got up Indian.

"I have done my best," added the Westerner, "to get at the secret of the plainsman's sixth sense. I asked Knowlton and Prairie Dog Jenkins and Dynamite Dick, just as I had asked a score of others, what it was—how they felt, what made them go one way and not another.

"No man I ever met could explain it or give me the slightest clue to an explanation. All the most analytical of them would ever say was:

"I felt to go that way, so I went.'"
—New York Sun.

So lively is the demand for cents and nickels that the Government mint at Philadelphia is running day and night in order to cope with it. Americans are a rich people, but they do not by any means despise small change.

Wm. Connor

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Duck and Corduroy Coats

With Blanket
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Our Stock is Very
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Prices Right

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Lot 180 Apron Overall
\$7.50 per doz.

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

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



Looking Ahead in the Head Wear Trade.

From present signs, the fashions for Spring will bring little that is new, but will follow pretty generally the tendencies which rule now. Although pearl and brown derbies will be shown by the makers, Spring is expected to be primarily a black season. Naturally all branches of the trade would like to see a greater variety in colors, and determined but unavailing efforts have been made for the last three or four seasons to popularize brown. In England the color has been the vogue both in hats and suits, but the innate conservatism of the American in dress, perhaps, has led him to frown on brown or, at least, not to give it an appreciable measure of approval. Brown will be introduced for Spring chiefly in the lighter shades. Pearl soft hats are favorably regarded and tolerably large sales are looked for. In straws the drift of the demand has not changed. As we foretold some months ago, soft straws are in command and telescope and crush shapes will commend themselves to young men. Quality is what will count in Panamas and the natural shapes will rule. The only way to judge the trend of a coming season is by the tail of a preceding season. One of New York's "crack" shops, after announcing last season that it would not take up the Panama again, sold more during the Summer than ever before in its history. This is significant in gauging the tendencies of the season to come regarding this sterling hat.

Last summer stocks of straw hats in all hands were greatly reduced, so that the approaching season is in no wise hampered by left-over goods. The early straw orders were enormous and one of the largest and best-known makers of fine straw hats declares that after January 1st he will be unable to accept any more orders and guarantee to fill them. Thus it is advisable for those retailers who have not bought in sufficient quantities, preferring to wait until the style drift crystallized definitely, to order immediately lest they find themselves in a tight corner later on. Jap Mackinaws, Milans and Shinkees seem to be the preferred choice of young men. Light-weight sennits are prominent in the demand for business and town wear, while splits appear to be endorsed largely by men of conservative taste. Of fancy ribbons and their widespread vogue among the younger set we spoke at length a month ago. Going into straw hat dimensions, $2\frac{3}{4} \times 2\frac{1}{4}$ to $2\frac{1}{4}$; $3 \times 2\frac{1}{4}$ to $2\frac{1}{4}$ to $2\frac{3}{8}$, and $3\frac{1}{4} \times 2\frac{1}{4}$ to $2\frac{3}{8}$ may be regarded as expressing the general choice. To return to Panamas, the finished is rapidly gaining over the unfinished product which overflowed the market not long ago to its manifest detriment.

Silk hats are greatly in evidence this season and the makers of them say that they have not been so busy

within many years. Operas, too, are in active request, though the disposition to relegate the Opera to its rightful place, the play and only the play, has curtailed sales, while increasing those of the silk hat. Since the advent of crisper weather, the black derby has enjoyed the lion's share of the demand. Lower crowns mark the principal change. Brown and pearl derbies, though displayed, have not been factors in the selling. Soft hats were in brisk request since the launching of the season and that request continues to some degree. Greys, pearls, gunmetals and the various shades of brown deserve mention, though with the ripening of Winter they have yielded to black and darker colors.

Still another correspondent, attracted by our discussion as to the right way and the wrong way for the haberdasher to conduct a hat department, writes: "Exclusive" is a term that is becoming weaker and weaker every day. The 'exclusive hatter' can offer the public no better quality, no more style and no lower prices than the haberdasher can offer. He is no shrewder judge of values than the haberdasher and he controls no sources of supply that are not open to us. To be accurate, there is no such person as an 'exclusive hatter,' for the mere reason that every hatter sells other things besides hats—gloves, umbrellas, canes and the like. The haberdasher handles a host of articles that the consumer must have—indeed, the bare mention of one need in the haberdasher's shop suggests half a dozen other needs just as pressing. Therefore, buying a wide variety of articles that men wear, all intimately related to one another, the haberdasher is in a better position to judge style and taste than the hatter who is restricted to hats alone and has no idea of anything else in the domain of fashion. I say that the haberdasher is much better circumstanced to build up a prosperous hat business than the so-called 'exclusive hatter' which is simply a name for a one-idea merchant of limited knowledge and small observation.

"The haberdasher," continues our correspondent, "should not go into the hat business just to 'keep busy' when furnishings are dull, or to fill a vacant space in his shop. He should go into hats with the only sound business idea—that of making money. He should recognize that a small hat business is more of a hindrance than a help to the furnishing end, and if he does not feel able to take up hats properly and adequately, he had better leave them alone. To the haberdasher, however, who can stand the trouble and expense of a hat department it offers a very attractive field for his abilities and one that fits the furnishing end better than anything else could. My own experience in building a lasting and successful hat business has been along these lines."—Haberdasher.

Trickery in the pulpit will not lead the pews into truth.

Burdens may be the ballast that saves the ship.

H. H. Cooper & Co.

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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.

Some Advantages of the Swatch System.

The swatch idea for salesmen's selling samples has had its final demonstration this season and has proven more satisfactory than ever before to salesmen, buyers and clothing manufacturers and the few firms who have so far been too conservative to adopt this modern idea will all be found in line with the coming heavyweight season. The advantages of the swatch system are many, but chief among them is the fact that by their use the amount of baggage which was formerly carried by the average traveling clothing salesman has been reduced from twelve trunks to three. Beside this very important feature there are others equally as important. The vast amount of work in preparing the hundreds of sets of completed samples has been reduced accordingly and the clothing season has been extended from a month to six weeks. The time thus gained has almost totally eliminated night work in the clothing factories this season. The advantages gained can thus be clearly estimated as far as the manufacturer is concerned. The retail merchant has also been benefited accordingly for his orders will receive more prompt and careful attention and the saving of the vast amount of expense which was caused by the preparation of the complete sample lines of a few seasons ago will be applied to giving him better values in the garments he purchases.

While the past few seasons have been those of experiment with the manufacturer of clothing as far as the swatch idea is concerned, the general adoption of the plan now makes it a permanent feature of the business. Just how to prepare the swatches and how to show them has been the cause of much deep thought and study among manufacturers. A plan, however, has been invented and presented to the trade which is meeting with general approval. By this method not an inch of cloth is wasted but swatches are used of sufficient size to enable their use for clothing after the salesman returns from his trip. By an ingenious system of attaching top pieces and price tickets no cloth is spoiled. This plan has been adopted by some of the largest wholesale clothiers in the country and more will follow as soon as it becomes generally known.

The increasing popularity of the automobile has created business in all sections of the country for manufacturers of apparel suitable for motorists and the firms engaged in this branch of the clothing business have discovered that a large and profitable field is open to their efforts. A large line of heavyweight garments for cold weather wear is being shown this season, and the range is from elaborate fur-lined garments to coats and trousers made of leather. The enthusiastic motorist demands garments that are wind and water proof, and as far as possible cold proof, and he is willing to pay for them. For this reason, if no other, a line of automobile garments should be installed in retail establishments. While the

profit side is a most important one there is yet another one which encourages the opening of a department of this kind, and that is the fact that it will attract to the establishment a very desirable class of customers, whose patronage of the other departments can easily be obtained if their wants in the department which first attracted their attention are attended to in a satisfactory manner.

The lines for spring and summer which manufacturers have prepared for motorists' wear contain many new and effective ideas in jackets, trousers, waistcoats and lightweight overcoats. One of the most necessary garments for those engaged in the sport is the duster. A garment nearly perfect is being shown this season to meet this need by one of the leading manufacturers of automobile clothing. The coat is made long and the method by which it is fastened makes it thoroughly dust proof. The sleeves close tightly about the wrist, and the fit about the neck prevents the entrance of dust at that point. Every garment is "Cravenetted," which, of course, makes it impervious to the effects of rain. The perfection of the garment is the result of several seasons' experiments and will doubtless prove very satisfactory to the wearer.

More goods have been purchased this season from the makers of house coats, dressing gowns, bath robes and smoking jackets than ever before in the history of the trade. Manufacturers of these specialties prepared for an extraordinary demand for these garments which are so liberally purchased at the holiday season and their preparations were no more than have been needed. The lines this year have been resplendent both in patterns and colors and demonstrate how thoroughly both foreign and domestic markets were searched for suitable materials. Some of the robes are created from the finest grades of silk and cut velvet and are exquisite examples of the art of the tailor and designer.

Fancy waistcoats will form an important part of the stock of every retail clothing merchant next spring and summer, as the demand for these attractive garments will be even greater than it was last season. Some very effective models are already being shown for the coming season, both in washable and unwashable materials.—Clothier and Furnisher.

At the Department Store.

A man with a soft, low voice had just completed his purchases in the department store.

"What is the name?" asked the clerk.

"Jepson," replied the man.

"Chipson?"

"No, Jepson."

"Oh, yes, Jefferson."

"No, Jepson; J-e-p-s-o-n."

"Jepson?"

"That's it. You have it."

"Your first name; initial, please."

"O, K."

"O. K. Jepson."

"Excuse me, it isn't O. K. You

did not understand me. I said 'O.'"
"O. Jepson."
"No; rub out the O. and let the K. stand."

The clerk looked annoyed. "Will you please give me your initials again?"

"I said K."

"I beg your pardon, you said O. K. Perhaps you had better write it yourself."

"I said 'O.'"

"Just now you said K."

"Allow me to finish what I started to say. I said 'O,' because I did not understand what you were asking me. I did not mean that it was my initial. My name is Kirby Jepson."

"No, not O., but K.," said the man. "Give me the pencil and I'll write it down for you myself. There, I guess it's O. K. now."

A little sorrow may teach more than many sermons.

Many are willing to lose this world—by swallowing it.



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

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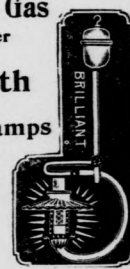
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Write for M. T. Catalog. It tells all about them and our gasoline system.

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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



The Interrupted Career of Mary Ellen.

The other day I received, through the same mail, two letters, which seemed to me to be deeply significant of a phase of evolution through which my sex is passing.

One of the letters was from a man, and in it he said:

My wife is a young and pretty woman who has become stage-struck. She has had some success playing in amateur theatricals, and the indiscreet and indiscriminating praises of her friends have caused her to believe herself a Julia Marlowe or a Maud Adams. If she were a genius, I would be willing to sacrifice myself to her ambition, but I am sure that she has nothing but a very ordinary talent, of the kind with which the stage is overrun, and that meets with scant pay and no fame. Nevertheless, my wife's belief that she is a star that is being hidden under the domestic bushel is spoiling all the sweetness of our life. What course do you think is wisest for me to pursue in regard to the matter for her as well as for myself?

The other letter is from a mother, and its plaint is virtually the same:

I have only this one child and she is an unusually bright and attractive girl. For four years her father and I have denied ourselves the pleasure of her society in order that she might have the benefits of the best education a famous Eastern college could give her. All of that time we have looked forward to her return, when we would have the sunshine of her presence about us, and the loving care of a daughter to bless us, and when she would fill our dull old house with the laughter and gayety of youth. She has just graduated and come home, but she tells us she could not think of wasting her life merely going into society; that she intends to study some profession and follow a career that will rob us of her forever. So far as money is concerned, we are amply able to give her everything she desires, so there is no question of her necessity to work. Her happiness is, of course, ours, but it is so hard to give her up. What shall we do?

The career craze among women is one of the problems that is a comedy or a tragedy, according to the way you look at it. It is funny when you see the futile and finicky way in which most women set about doing things, as if fame were an apple that grew on every tree and all that one had to do was to go out and gather it some day, when they weren't too busy going to parties or marked-down bargain sales. It is heart-breaking when you think how universal is the desire of women to do something outside of the home.

To anyone who looks only on the outside of things it seems the most contradictory thing on earth that a woman should be willing, not to say anxious, to leave her home and go out into the world to make the hard, grinding struggle for bread unless she was forced to it by the direst necessity. Yet there is no working woman who has achieved even the most moderate success who does not daily have some woman, clothed in purple and fine linen, openly envy her and

the working woman knows that it is the lifting of the curtain that hides the familiar domestic tragedy—that it is the heart cry for freedom, the rattling of the shackles, that are still shackles, no matter how much they are gilded.

For hundreds of years we women have been taught that we must make home pleasant if we wanted to keep our men in it. It is time that men should wake up to the fact that they have got to do their part at making home pleasant if they want to keep their wives and daughters in it. I do not blame any woman who has health and sense enough to earn her own living for refusing to have her car fare doled out to her and her bills grumbled over. No man who had a grain of self-respect would be willing to be the dependent on a person who indicated in every possible way that they considered him a burden, and there is no reason for a woman standing it, either. If a girl's father is not able to support her, she certainly ought to get out and hustle for herself. If he is not willing to do it, surely her own womanhood demands that she should refuse to receive grudging alms.

I believe that a wife should be, in the fullest possible sense, her husband's partner, and that, when it is necessary, there is no limit to the work, the economies and the self-sacrifices she ought to share with him, but when she has done it, she is entitled to a fair share in the perquisites.

Whenever women are granted independence—when the wife and daughter have their own bank account, no matter how small, and liberty to spend it as they please—we shall hear no more of the unrest of womankind and of discontent with the domestic sphere. There is no other work so easy as housekeeping, and women are not fools. They know a good thing when they see it, but no job that merely pays board and clothes, and involves a fight over the clothes, is attractive. No man would take it, even if the clothes were as gorgeous as General Miles' full dress uniform, and he had a seven-course dinner every night, and it is folly to expect women to be satisfied with it.

That is one side of the question. No one can deny, however, that there are plenty of women, like those referred to in the letters I have quoted, who have been bitten by the prevalent career craze and who are anxious to leave the home nest and try their foolish wings in the great world. My advice, every time, would be to let them do it. There is nothing else on earth so wholesome, and so chastening, and so convincing, as bumping right hard into the actualities of life.

Every stage-struck girl in the world believes that when managers see her they will fall over each other in their efforts to secure her to play Juliet. Every girl who wants to write for the newspapers thinks she will receive a check for a thousand dollars by return mail for her poem on spring. Every callow maiden who paints an object that her friends recognize, without being told, as a cow,

expects to have her picture hung on the line in the salon the first year.

Let her go and try her strength. Let the stage manager call her a dummy and tell her she does not know enough to walk across the stage. Let a cruel city editor call her cherished effusion "rot" and cast it in the waste basket. Let the art teacher inform her that she does not know the first thing about even how to see things, let alone draw them, and my word for it, if she has a good home, she will take the first train for it and you will never hear anything more about careers from her.

And that reminds me of a little romance in which I have had the pleasure of assisting, in a way. In a certain Michigan city there is a certain worthy gentleman, whom we will call Mr. Blank, and who possesses a charming and lovely young daughter. Mr. Blank has thriven in the grocery line, and, like a good American parent, he lavished his substance on his daughter. He sent her—her name is Mary Ellen—to a big Eastern school, where she acquired, among other things, the belief that she was destined to be a second Rosa Bonheur.

Last year Mary Ellen graduated and went back home, but, to her father's consternation, she announced that she proposed devoting her life to that art that spells itself with a big A and that in the fall she intended going to New York, where she would study for a few years before going abroad to the French studios.

Mr. Blank pished and pshawed. It wasn't at all what he had planned. He wanted to enjoy his pretty young

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daughter and in the end he hoped she would marry Tom Graham, who had grown up in his business and was now junior partner, and who had been in love with Mary Ellen all his honest young life. So Mr. Blank argued, and Tom pleaded his cause, but all to no avail. Mary Ellen affirmed her decision that she was wedded to art and that she had espoused a career, and quite turned up her superior nose at the girls who only cared for parties and beaus.

Now, Mr. Blank knew this world pretty well, and so one day he called Tom into his private office and held a long consultation with him, closing with the remark: "She wants a career. Well, I'm going to let her go up against it good and hard, and see if it won't knock some sense in her."

That night he astonished Mary Ellen by telling her that he had been thinking it over, and he had decided that if she was sure she wanted to leave home and devote her life to art he would raise no further objections, but that he would only make her a very small allowance. This amazed Mary Ellen, but as she had loudly proclaimed that the vanities and luxuries of life were nothing to her, she was too proud to ask for more money.

Still more to her surprise, Tom seemed to coincide with her father, and told her that he perceived that she was right and that, while he could never love anyone else but her, he didn't feel that he had any right to stand in the way of her happiness and success in the career she had chosen.

It wasn't exactly what Mary Ellen had expected, and when she left home, with the smallest check in her pocket she had ever had, and Tom's cheerful good-by ringing in her ears, she began to doubt if an artistic career was all that she had fondly imagined, and in the succeeding months that impression gained force.

She ascertained that real artists held quite different standards of criticism from the teachers at her school and that they didn't seem very enthusiastic about her gifts. She also made acquaintance with New York hall bedrooms and cheap table d'hote restaurants and ready-made clothes and she forgot how theater tickets and long-stemmed roses and all the little indulgencies she had been used to seemed. Neither did it raise her spirits to hear that Tom was going about a deal with that pretty Gray girl. Finally Mary Ellen sat down and took counsel with herself. It was the day the art critic told her that in about six years' more study he thought she would know enough to teach beginners, and the end of her meditations was the following wire to her father:

"I am sick of art. Send me enough money to come home on."

Tom answered the telegram. He found her a homesick little bundle of nerves, in a dingy back room she called a studio, and he gathered her into his arms and she sobbed out the story of her troubles on his breast.

That night I went around to the hotel to say good-by to her.

"When you resume your career—" I began.

"Career!" she cried scornfully: "I have just found the greatest career on earth, and I'm going to freeze to it."

Dorothy Dix.

Wrecked by a Rose a Day.

Sentiment is ticklish stuff. It lies so close to the border of absurdity that only a canny traveler in its domain can keep from occasionally straying across its line.

Now there was a young man—a most estimable young man. What's more he was a very good fellow. In the course of time he fell in love. Estimable men do that often. Even a good fellow is likely to do it for once in a way. Being in love, by the law of sequence, a man is apt to make himself more or less ridiculous. The young man who is the hero of this tale wasn't ridiculous. He was distinctly successful in the role of lover. He was saturated with sentiment, but not with maudlin. He walked the chalk line between sentiment and absurdity unerringly. He did the little thoughtful things women love, but he didn't make a doormat of himself. And the girl was moved by his sense of proportion and smiled upon him.

Then he was called away. This San Francisco uncle was inconsiderate enough to die, and he was obliged to go out and settle up the estate. That made him exceedingly sorrowful, for things were at a critical point. He didn't want to spoil his chances by proposing before the psychical moment, yet he was a wise young man, and he knew that a lover in New York is to a New York girl worth two lovers in San Francisco. Also, he knew that the two lovers—and more—would be in New York.

But he had to go and, that being settled, he pondered how to make the best of a bad thing. Of course, he would write often—every day—but any fellow would do that. He must suggest in some other way his constant thought of her. He had been in the habit of giving her American beauties as often as the state of his exchequer would permit. A brilliant thought came to him. He would make an arrangement with the florist and have a single splendid American beauty rose delivered to his lady love each morning of his absence. He would probably be gone six weeks, seven days in a week, 50 cents each. He did a lightning calculation. Yes. He could raise the price.

So the thoughtful lover made the arrangement. The night before he left he mentioned it to the girl. She was much touched. Women like such little attentions.

The next day the same thing hap-wagon pulled up with a flourish at the girl's door. A splendid vision in a uniform that would have made Solomon look like a foggy day ran up the steps bearing a long-stemmed rose and handed it to the maid who gave it to the girl. The girl blushed and sighed and put the rose in a vase by her mirror, where she would be likely to see it often.

The next day the same thing happened, and the next. Always the

pomp and circumstance, always the huge and radiant vision bearing one simple rose.

Then in an evil day for the absent lover the girl saw that the thing was funny. Her chum was with her and the chum had a lively sense of humor. They giggled over the magnificent delivery wagon and the big man and the little rose. That giggle was fatal. Sentiment merged into absurdity and was lost.

Each time the performance of the rose happened it seemed funnier than it had before. The girl grew hysterical over it, and greeted the tender token with tearful mirth. From the rose to the man was a short step for femininity. She couldn't take either seriously.

When the man of sentiment came back from San Francisco he found her engaged to a man who had been sending her two dozen La France roses once a week.

All of which goes to prove that sentiment is ticklish stuff.

Cora Stowell.

All sorts of schemes are being suggested for the solution of the immigration problem. It seems to be growing more serious every year and Commissioner Sargent, in his recent report, declares that "at the present rate of immigration, say 1,000,000 per annum—and the present rate of natural increases, 1,466 per cent. per annum—the United States will reach the density of China in about four generations, or, more particularly, in 136 years we shall have a population of 950,000,000."



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HARDWARE

Failed Because They Did Not Stick To One Line.

John Tommirot, a tinner at Never-gonear, Iowa, walks down the street and sees a splendid window display in the Five and Ten Cent store. "And why haven't I a large front window in which to show my stoves, baking ovens and kitchen cutlery?" he asks himself. He goes home and telephones the town painter and the town carpenter. He finds a new window will cost in the neighborhood of \$225. "Ye gods and little fishes! The brick wall will do." And people passing in front of Tommirot's establishment have to go inside to see his wares, as in the past.

Fred Holditin has a small clerk and a hardware establishment at Old-buckville, Indiana. His place is small, but he has the best class of goods and knows more about hardware, stoves and tinsmithing than any other man in the county. He has an old suit of clothes that he has worn for the last thirteen and a half years and that he still wears when called to put up a stove pipe or when selling imported enameled ware to Mrs. Uptodate, of the Town Castle. Mr. Roundthecorner, his rival hardware dealer, has a larger establishment, but sells cheap enameled ware for the best brands of imported. He sells a cheap steel range as the best on earth. He not only makes a bigger profit than Holditin, but he effects four times as many sales. He looks neater and his establishment is as clean as a Dutch woman's dairy. Holditin went around to see Roundthecorner one day and envied his tailor made suit and his patent leather boots. He went to see the latter's tailor the same afternoon and discovered that a suit like Roundthecorner's cost \$40. Patent leather shoes were worth \$6 or \$7, so Holditin bought not and continued as previously.

Thomas Skinflint is a heating expert. Eight or nine years ago he bought a number of direct draft furnaces. He sold twelve the first year, three the second and one in each of the succeeding years. Meanwhile another furnace man in the same town was selling and installing new improved furnaces that increase combustion and decrease fuel. Skinflint's were being stored in the back part of his establishment, taking up more than one-half the room. Every one that he installed proved unsatisfactory. What was Skinflint to do with the residue? He thought it over. They were selling at prices way below cost at the time. Not even reduced prices could create a demand. The manufacturers would not buy them back. He determined to keep them. They were too good to be thrown to the scrap pile.

Sam Squeezithard has an immense pile of scrap tin in the back yard of the sheet metal plant at Conservatism, Kansas. Once every six months Sam has a call for a piece of tin just

about the size of some that he has in the pile. Every six months the scrap pile comes in handy, so Sam continues to make it larger and larger, and the property on which it is located is sold at \$400 a front foot.

Joe Neverspend is located round the corner, down the alley, the first door to your right in the rear. Joe has from three to six customers a day. He walked down Main street recently and counted the people passing a certain corner. He found that there were eighty-nine every three minutes. No one ever went near Sam's establishment except when they had to. Joe went around to see a real estate man and priced property. The corner, on which Joe had counted eighty-nine customers, rented at \$450 a month, so Joe stayed where he was.

Walter Thrifty is a tinner. He does a pretty good business and has four assistants. About twenty years ago he bought two fire pots. They were good fire pots at the time. They were made to last and they did last. His assistants always carry around a box of matches, a crow bar, a sheet metal cylinder, to be used as a screen, and a bellows, when they expect to use these fire pots. They are twenty years old. Thrifty could use two cornice brakes. Instead of that he made a contrivance of his own a good many years ago and has dickered with it a hundred times since. With two good fire pots and one real cornice brake, Thrifty could get along with two men and a boy. But Thrifty comes from good, old, conservative, provident ancestors, and he hates to see the shekels flow.

Alex. Tightwad started up in the hardware business in a good sized New England town in the early seventies. He has been at the same location ever since. Along about 1880 Tightwad bought the property on which his store is now located. It was a good investment. It was on Main street, near the corner of State, the intersection of the two busiest thoroughfares in the town. Next to Tightwad is a department store. On the other side is a drug store with a soda fountain, cigars and cigarettes, prescription department, all spick and span. In thirty years Tightwad has accumulated an awful bunch of truck. It would take four men and a horse just about four years to sort it out properly. Tightwad knows what good shelving looks like. He has seen it at Ernest's store in the capital of the State, but Tightwad knows that it costs ninety cents per lineal foot, that it would take a long time to arrange the stock properly and decides to get along with the junk heap.

The Pennsylvania Railroad typifies progress and success. It is about to send twenty thousand serviceable freight cars to the scrap heap as fast as possible. These cars will be replaced by cars made of pressed steel—the most advanced type in perfection of equipment. They know that the relegation of these cars to the old material dealers is a good investment. It is in line with their policy of the past. Is it hard to explain why some people are successful and

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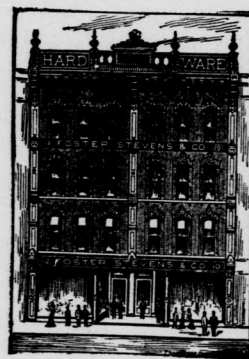
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why others complain of present unprofitableness in business, of the retail catalogue houses, of unrestricted prices, of direct dealings between manufacturers and consumers, and so on?

One day when I was a little shaver going to the grammar school I happened to get stuck on a passage in Caesar. The thing wouldn't unravel itself and, try as I might, I could make neither head nor tail of the sentence. The moment was critical—examination the following day and a father who never spared the rod. I went to the window and looked out. The weather was perfect and the dare-devil spirit got the better. I abandoned the book and left the examination to the fates.

In the yard was an old man chopping wood—evidently a tramp earning enough to keep life and limb over night. I asked him how he liked the work. He said, "Very much," and I ventured to add it was better than studying Latin. He shook his head, denying there was any comparison—said that the pleasantest days of life were the school days, that reading Latin and Greek, or solving the Q. E. D. of geometry were easier than eating a juicy mince pie. It was to laugh, so I laughed; then partly out of vanity to show him how well I could do, and partly with the thought that perhaps he really could help me out, I ran up and got the Caesar.

The old man read the paragraph like English. Not only that, but he read all the stuff we'd had that term—all that would come up in the examination.

He had graduated from a well-known college with honors, had taught school three years and then enlisted in the Civil War. He came out a major. He gave up the army, started in newspaper work, and then branched out in a publishing concern. This place went to the wall. He tried drumming books on the road, invested his savings in a mutual savings bank that eventually failed, and after many other episodes, at last found himself in rags, without food or the wherewithal to buy it, without a job or the good appearance necessary in order to get one. At 50 he was a tramp and at 60 I met him.

I recently heard of a similar instance. The hero, in name only, was a farmer originally, later he became a railroad switchman. In the latter position he lost a leg and half of a hand. The company put him in a telegraph office where he operated the key. He found a better opening in a printing office, and later lost a small fortune on a newspaper. Now he is feeble and 50—a cobbler by trade, but without means to set up a shop.

Both of these men were able. Both could have succeeded famously in any one of the lines in which they embarked. Both failed because they did not stick to one.—Sidney Arnold in American Artisan.

Kickers hide the best things in life in the dust they raise.

ELEMENTS OF SUCCESS.

They Are Concentration and an Optimistic Temperament.

All through the world to-day there are millions of young men wondering how they are to obtain success.

In some measure good fortune is, of course, possible, to every one who reads my words and is blessed with health. All can not be equally prosperous in their affairs, but every one can make some kind of mark.

But not along the old roads.

Education all over the world—I do not say the best education, but the kind that makes money—is increasing.

As a result brains work more rapidly, though perhaps not as thoroughly as they did in the past. Active minds are breaking away from tradition and making fortunes, in many cases, by an actual reversal of the policy of their forefathers.

It is not, in my opinion—and I base my statement on knowledge of successful men in many lands—the young man who seeks an appointment in an old-fashioned store and settles down to the humdrum work of doing his duty, who necessarily makes a fortune.

There are thousands of men in this and every other city who are trying to make fortunes that way and never will. It is the man who goes into the store and teaches his employer to sell new kinds of goods in new kinds of ways, who eventually becomes strong enough to enforce his demands to a share of that shop or some other shop.

But he must be well all the time in body, so that his mind may devote itself to the great secret of success—concentration.

Fortunes may come to great gamblers now and then, and such disastrous examples do, I know, disturb the minds of young men. And every venture in life is, I admit, a little of a gamble. But after all, it is concentration of purpose that is the backbone of all success in the world, whether it be that of the poet or the pork packer. The man who has cultivated the habit of concentration looks around every proposition so thoroughly that he is not, as a rule, given to buying gold bricks.

The gambler not only buys them, but seeks them. Witness the disastrous story of the combine of the shipbuilding yards of this country. We have plenty of gamblers on our side of the Atlantic, but we do not, as a rule, as yet, gamble in industries, and I hope we never shall.

After concentration has brought about the initial success, optimism of temperament is necessary. It does much to carry with it those who are around one and brings with it that leadership which then becomes essential.

When Ferdinand de Lesseps began to talk about cutting the Suez Canal no one believed him, and as a matter of fact, as he himself confessed, he was on the wrong track at first. But gradually his forceful optimism persuaded individual after individual, and then nation after nation, that the thing could and should be done,

and it was done, despite the belief of great engineers that the task was impossible. His career is an ideal one to study from the point of view of one seeking success. He did a new thing in a new way, and he concentrated his whole existence on it.

Thought She Smoked Cigarettes.

Charles is an observant boy. Yesterday one of mamma's friends came to the house to call. Mamma was out and Charles opened the door.

"Mamma is not at home," he said.

"Will you please give her my card when she comes," enquired the caller. "Yeth, ma'am," said Charles.

The caller opened her cardcase, and as she withdrew the engraved card, a bit of tissue paper fluttered down to the steps.

Grandly Charles picked it up and handed it to her, saying: "You have dropped one of your cigarette papers, ma'am."

An Expressive Slang Phrase.

Once in a while a bit of slang is so expressive it becomes incorporated into the language as an allowable idiom. One of the most striking of these is "making good." It has come to have not simply a general but a specific meaning. It illustrates the idea of competition; it indicates that under intense modern methods it is only he who succeeds that can, in the long run, win recognition. Recommendations, testimonials, requests from eminent men, all fall before the stern decree that you must "make good."

A New Savings Bank

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

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

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

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

Enclosed and mailed anywhere for five cents postage.

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Save yourself and family by buying one of our **Computing Scales and Cheese Cutters.**

Better than others and sold at half the price.

Sensitive, accurate, and built to last a lifetime.

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SCALE DEP'T FOR INFORMATION.

CIGAR SELLING.

How It Can Be Made To Pay Well.

So far as my business ideals have evolved in twenty-three years in a cigar store, I can say that I have stood in protest against the idea that the cigar store in any way is in the same category with the saloon. More than that, I have two sons, for whom if they shall choose to enter business, I can wish no better opportunity in the business world than in the conduct of a legitimate cigar and tobacco trade. When I have added that for the right kind of young man who has ability and an eye for a future business a cigar store offers as tempting a field as almost any other line of trade, I feel that I have said a good deal for a clean, wholesome trade venture, which may attract to it as customers the best citizenship of the whole country.

Twenty-three years ago in Chicago I was a salesman in a cigar store at \$100 a month—a salary which at that time was above the average for salesmanship. One memorable day I went out for luncheon—and before I got back to my place of employment I had entered the ranks of business without a dollar of capital.

My eye had been caught by the notice that a small corner in a shop at Madison and Dearborn streets was for rent. It was an ideal site for a cigar store. My credit was good for \$200, as I discovered, and before I got back to the store I had put up an option on the site, deposited \$30 for the prospective gas bill for the next month, and had arranged with a tobacco house for stocking up in sixty days' time. Taking that first \$200 which I had borrowed, I apportioned it in this way:

For gas deposit.....	\$ 30
For cigar license.....	10
For one mirror.....	60
For general fixtures.....	100
Total	\$200

That mirror was an innovation, but a popular one, as it proved. The women may smile at this if they will, but the number of men who from the first found occasion to look into it was greater than a popular guess from those first customers would indicate. My stock was all taken on credit. My apprenticeship and service in the cigar business had made acquaintances for me, and I found credit purchases easy for this reason. I bought everything at sixty days, and as fast as sales profits counted up I applied them to these debts, in this way extending my credit for new purchases in larger amounts.

At the time I was a member of the First regiment of the Illinois National guard, was a member of several clubs of the time, and I had acquaintances and friends who were valuable to me from the start. I had a few business ideals which I was prepared to live up to, looking forward to a business beyond the today of so many dealers in so many lines of merchandise. By an earnest apprenticeship to the business I had learned about all that was necessary to me at the time, and I was not above learning more. A clean stock,

a clean store, attractively arranged, attention to all customers promptly and in a business way—these I had outlined for myself, and I lived up to them.

Now, after twenty-three years of experience in this one location, I don't know that I should alter by a hair's breadth any of these first outlines for a successful business had I to begin all over again. Looking back on the many Chicago failures which I have counted in that time and upon the comparatively few successes, which are to be numbered upon the fingers of the two hands, I should say that the difference between honest business methods and the tricky, shyster subterfuges of the men who could see only the business of the day account fully for success and failure.

The cigar business is a business to be conducted on business principles of honesty and fair dealing. Gambling is no accessory to the conduct of a proper cigar store. No store of the kind ever built up a solid business with the dice box or the slot machine. Rather, these have ruined many bright prospects. Naturally they are likely to drive away the best type of customer by their associations, and more vitally still they attract the attention of employer and employees until the customer waiting at the counter in front to make a legitimate purchase is overlooked and goes out, never to enter the place again.

Distinctly the cigar dealer who is seeking the best future for his business efforts has no more promptings to the dice cup and the slot machine than has the neighborhood grocer. A cigar gambling house is a bad investment when the best possibilities of the cigar business are considered.

To a great extent the prospective adventurer into the business should have been "born to it." It is doubtful if the best tea taster in the world can tell an intelligent layman how he tastes tea in judgment of its quality. It is much the same with the cigar expert. Yet the man of average intelligence can learn the business if he will and learn it well. But before any young man goes into the cigar and tobacco business he should benefit by an apprenticeship to the business. As the trade has developed and tastes have been educated he will not know enough of himself to cater intelligently to his customers. To the extent that he lacks knowledge he should consider a clever clerk who is up in the technicalities of the tobacco trade.

As a class, the cigar store customer is exacting. The smoker of a cigar ordinarily knows what he wants and asks for it, or he doesn't know what he wants and he asks the cigar dealer to supply him with a suitable cigar at a certain price. There is the type of man who smokes his certain "brands," of course, and if they are in stock he is easily pleased. But beyond this class of smoker is that other numerous constituency to which quality, shape, color, and aroma are requisites not associated with any other named product. The salesman is asked to choose the cigar which

will meet these individual requirements, often without ever having seen his customer before.

How difficult this may be is suggested when it is remarked that many of these smokers who depend upon the dealer's selection are the most critical of all smokers. They are the men, frequently, who smoke only one or two cigars a day and who, consequently, have the keenest possible relish of flavor. Many of these men will spend 25 cents for luncheon and another 25 cents for the after luncheon cigar; some of them, rather than miss the smoke, would miss the meal. For a man of this type to be given an impossible cigar for any reason means logically that the shop will never see him again. Here it is, however, that the personality of a dealer and his known willingness to right all errors and misunderstandings become an asset of tomorrow.

As a business proposition the opportunities of the cigar dealer have undergone changes in the last twenty years. To-day the box sales of cigars is one of the best features of an established business. The man who buys by the box knows what he wants, and the growth of the box trade has made it easier for the dealer to exploit his own brands. To the experienced dealer who knows his goods I would say that this exploiting of one's own brands is a most promising field. Buying from the best houses, the dealer may have his cigars made as he sees fit, bearing his own private mark, and if he be the judge that he should be he can pre-



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It's a Repeater

Order of your jobber or direct

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

Sold Through all Michigan Jobbers.

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

We are the largest exclusive coffee roasters in the world.
We sell direct to the retailer.
We carry grades, both bulk and packed, to suit every taste.
We have our own branch houses in the principal coffee countries.
We buy direct.
We have been over 40 years in the business.
We know that we must please you to continue successful.
We know that pleasing your customer means pleasing you, and
We buy, roast and pack our coffees accordingly.
Do not these points count for enough to induce you to give our line a thorough trial?

W. F. McLaughlin
& Co.
CHICAGO

vent the disposition of some manufacturers to raise the price of certain goods when the trade has been built up by the retailer.

This raising of wholesale prices is by no means unusual when a demand has been established for the manufacturer's goods. But if the dealer has insisted upon building up a trade in his own brands he does not have to submit to extortionate prices laid on by the manufacturer; he can find another house for the making, if necessary.

Twenty years ago in Chicago every well known cigar store in the downtown district was more or less a smoking room and club-room for its customers. Now the downtown club has cut into this custom of assembly until the average cigar store is for the sale of stock, after which the customer walks into the street and on his way. Clubs and restaurants have their cigar stands, too, and as the city builds up the established dealer finds more and more that his single cigar trade tends toward a box trade. At his home and his office the business man is keeping his cigars by the box, and out of this disposition has grown up the latest novelty of cigars in special fancy wrappers bearing the individual's cost of arms, his monogram, or his signature. These wrappings are waterproof, insuring the retention of the necessary moisture in a proper burning cigar.

Starting a cigar store in a modern metropolitan city requires capital seemingly out of proportion to many other lines. To open a first class cigar store in any of the large cities will require from \$2,000 to \$5,000. In any case I would say to the beginner who is confident of himself to make certain of a good central site. Never mind if the rent is high; get the right kind of a place and settle down to good business methods. These will win out.

When the possible beginner considers the \$2,000 that is necessary for his venture, he should not forget that there are cigar stores in Chicago which have \$12,000 invested in fixtures alone, to say nothing of rent and stock. A house whose trade justifies such a sum in fixtures probably would have to pay \$8,000 a year rent.

Considering the \$2,000 store as a starter, a conservative division of the capital would be \$500 for the store fixtures, the payment of the first month's rent, and then the investment of the remainder of the \$1,500 in stock on a cash basis. Under proper management and conditions a cigar stock should turn itself once a month, or twelve times a year. Such a store should make sales of \$18,000 in the first year, with a net profit for the proprietor of at least \$150 a month. After that, accordingly as the man has chosen his place of business wisely and as his business methods are good, he may hope for larger returns.

In the best class of business, the proprietor would find it advisable to invest three-fourths of his capital in cigars, dividing the rest into smoking tobaccos and smokers' articles generally. With a well selected stock

of first class goods the cigar dealer has the means for elaborate display of his wares. He should take every advantage of his window room and inside his cases should be adapted to the best display of his cigars, especially. The man who buys cigars is the man who needs most to be pleased, and to the extent that he is pleased the dealer may expect profits from his labors.

With a well displayed stock of the best goods, in a store that is tastefully arranged, immaculately clean, well lighted at all times, and which offers to all customers alike the prompt, business like attention of the store's attendants, any capable young man has a business which will grow with him and promises him a comfortable income in proportion to his investment and his efforts.

William F. Monroe.

Paint Suitable for Outbuildings.

Take two bushels of fresh stone lime, or good fresh slacked lime will do, but the first is preferable. Put the lime in a water tight barrel and put in enough water to thoroughly slack it. Add 25 pounds of beef tallow and stir occasionally until the tallow is thoroughly incorporated with the lime. Less than this quantity can be mixed by observing the proper proportions of lime and tallow. For coloring matter earth colors must be used, such as yellow ochre, venetian red or burnt umber. With either spruce or golden ochre you can get a beautiful soft cream tint, and by using more ochre a buff tint. Venetian red will give a creamy pink and more red will give a dull pink which in some cases will look well. Burnt umber will give all the shades of drab you want by adding more or less as you want it light or dark. Mix the coloring matter with water in a separate vessel, taking care that it does not go lumpy. This can be prevented by adding a little water at a time and stirring thoroughly until you get it about the consistency of cream. From 50 to 75 cents' worth of ochre will be sufficient to make the mass a nice light buff, but as ochre varies in strength, the tint can be secured only by testing as you mix. As the color will always be darker in its mixed state than after it is applied and dried out, test a little first on a piece of board until you get the depth of tint wanted. A pretty combination on a building is a buff body and for trimming add umber to the buff until you get a contrasting shade of creamy drab. The mixture will need thinning with soft water until it works freely under the brush. Be careful not to thin too much. Apply with a white-wash brush or flat paint brush.

This is a cheap and durable paint and is valuable for outbuildings where a rough grade of lumber is generally used, which would require a lot of oil paint. More especially is it valuable in painting old and weather beaten buildings. The combination of lime and tallow forms a waterproof and weatherproof coating which fills the pores of the wood and arrests the action of the weather upon the wood. To make a good job, cracks and holes in the siding of buildings should be

filled with the paint in its paste form and, if filled as they are come to and immediately painted over before getting dry, will not show spots or streaks.

The writer, being a painter of many years' experience, can confidently recommend it to those who wish to try it.

Coloring a Meerschaum Pipe.

The simplest method of performing this is as follows: Fill the pipe and smoke down about one-third, or to the height to which you wish to color. Leave the remainder of the tobacco in the pipe, and do not empty or disturb it for several weeks, or until the desired color is obtained. When smoking, put fresh tobacco on the top and smoke to the same level. Another method is as follows:

The pipe is boiled for coloring in a preparation of wax which is absorbed, and a thin coating of wax is held on the surface of the pipe, and made to take a high polish. Under the wax is retained the oil of tobacco, which is absorbed by the pipe; and its hue grows darker in proportion to the tobacco used. A meerschaum pipe at first should be smoked very slowly, and before a second bowlful is lighted the pipe should cool off. This is to keep the wax as far up on the bowl as possible; rapid smoking will overheat, driving the wax off and leaving the pipe dry and raw. A new pipe should never be smoked outdoors in extremely cold weather.

W. Mixton.



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CHOOSING A BUSINESS.

It Is the Most Important Thing In Life.

Written for the Tradesman.

Suppose that the young man have what we term "outlook"—a sense of his own place in the activities of the world—what then? One thing will certainly result: He will not be quite so egotistic as he otherwise would. In the midst of powerful commercial and physical forces, if rightly understood, the novice will begin to question his own ability. This is far better than over confidence. Embodied in our National boast, "any man may become President," is the harmful idea to which we have alluded elsewhere, that all things are possible to him who will try; that intent and constancy will surely win.

Everything has its limits. Business is not like an inverted cone. Its solid basis rests upon, is rooted in, the soil, in what we may term common labor. There always will be, there always must be, more need for work here than elsewhere. The physical man must be sustained first. The very fact that man's intellectual powers are increasing, the land remaining stationary, proves that the finer grades of labor will be crowded soonest. In the same way an equal division of wealth would mean very near to poverty for all. It is not possible that each man shall be honored as with hero worship, for if all men possessed in equal degree the reverence of their fellows it would become simply common regard. Irrevocably, there must be gradation from low to high, and all the efforts of all men can not change the condition. To feel that success has limitations is to begin to think wisely.

Crowding has nothing to do with numbers. On a raft in mid-ocean two may be one too many; an ocean steamer has room for five hundred. On any vessel there is need for but one captain. As the scale of control and skill ascends numbers diminish.

Apply this truth to the possibilities of business: A man may have power to do equally well a certain kind of superior work; but if the demand be supplied by another there will be no need for his services. Therefore, all can not reach the same plane although all may possess the same talents.

The one truth which this knowledge forces home to the consciousness of every man confronted with the necessity and duty of choosing a business in life is that absolute success must be measured from within, not from without; by the man himself rather than by the world. This conviction will smooth the pathway for many an aspirant. Success of this character is possible to all. We can but reiterate this thought, so potent is its bearing on happiness. Duty done is all that is necessary. Self-respect can never be diminished by the callousness of the world. Appreciation by others is dear to the soul that struggles, but independence comes to him alone who satisfies his own conscience. Many a failure is a brilliant success. Many a mediocre career is worthy. In some instances

a shining example is but the will of fate. To the young man who is thus taught modesty and dignity, self-reliance and doubt, there comes a calmness which stills the tumult of ambition and brings serenity and patience which give him persistence, pride and pleasure in the long contest which ends with death.

Realizing limitations turns the mind backward to the study of special abilities—turns it forward to the natural promises, the world necessities, the human demand for the different avocations.

Begin with agriculture. What a mistaken view is held, ordinarily, of this earliest and most indispensable business.

To many it means nothing more than hard labor in the open field under a blazing sun or in the wintry storm. Alas that it is so! Tens of thousands follow the plow in the long furrow feeling a sense of slavery little removed from the beast of burden which walks uncomplainingly before them. Their work is drudgery, and often a spirit of revolt against the unequal distribution of labor swells within them until they are blinded to the true dignity of their pursuit. Always and in every land there comes the political demagogue whispering: "You are a hewer of wood and drawer of water, look yonder at the purple and fine linen." Then, unconsciously, conditions, customs, laws, other avocations and classes are blamed. Work is done under an eternal protest. Boys are taught to shun the farm, to seek light, leisure and laughter in the city. Pride flees away from the plow. He who hates his work becomes a drone and a sloven. Brooding over his imaginary wrongs the farmer's sullen mind does little to help his hands and the work, which he must needs do, wrecks his body and impoverishes his soul. And his pocket is empty.

Yet in 1776, Adam Smith, one of the world's greatest political economists, wrote down as his deliberate opinion that agriculture required more knowledge, thought and experiment than any other business man might follow. But a moment will convince the reader how true is the statement: The farmer has need to know soils, climate, plants, animals and insects, grains and foods. How close he is to nature; and it matters not where he is situated, or how small his possessions, more or less according to his ability, he has need to use his judgment, for his work requires him to conquer the inconstancy and sometime opposition of the elements. He lives in an environment of change; he must revise his calculations constantly. To go on year after year doing the same thing in the same way means starvation, death. Poverty is an inevitable result. And no man is so great a slave as he who will not think, or, thinking idly, has not the means to accomplish his ends. The farmer has need to know more. If he live close to nature on the one hand, he reaches the world's commercial activities on the other. He must go to the market. Going there he must be able to understand the forces



A Feature Number

The Dry Goods Reporter of Jan. 6, 1906, will contain several articles of more than ordinary interest. Three of these features are as follows:

My Idea of a Model Store

A symposium by over thirty retail dry goods merchants.

The Dry Goods Business Of Thirty-Five Years Ago

By John V. Farwell, Sr.,
the dean of western dry goods merchants.

The Building of a Great Trade Journal

By the men who did it.

These features will appear in the Thirty-fifth Anniversary Number of the Dry Goods Reporter.

This extraordinary number, celebrating the 35th and most successful year of the Dry Goods Reporter, will be sent to any merchant on receipt of

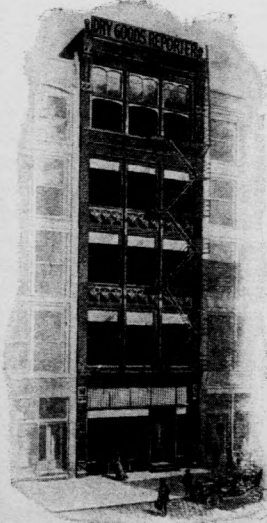
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which control it. He must be able to fit his avocation to all others; he must appreciate the influence of governments, realize the natural laws of production, distribution and consumption. Who has need to know more?

Will the young man become a farmer? He communes with himself. What can he know?

This: That the field is wide. There is room for effort. Forever and forever the world will have need for the farmer. No matter how the cities shine, the green fields will yield the bread of life. No matter what inventions come, thought will be the victor. Let the world crowd and crowd—it only makes more room for the avocation of the farmer.

Constant employment then is certain. A fickle populace may never applaud, but a contented heart will whisper, "well done." Reasonable monetary returns will follow. Let the grumblers rail and the demagogues howl, the merchant and mechanic must eat before they work. He who has foods to sell finds always a market. Demand is an element of price. Uninterruptedly from birth to death, despite all conditions, even intensified by obstacles, the farmer may grow mentally and accumulate materially. What an opportunity is this!

But the man himself—the personal equation?

By what shall the young man know his fitness for farming? First, as we have endeavored to show, by a sense of his outlook; second, a sense of his acceptance of conditions, a courageous facing of limitations, an abnegation of showy and vain success; third, a sense of tenacity of purpose; fourth, a sense of physical, mental and moral ability to toil and think.

Feeling this strength within him, the demand is so great, the work is so broad, the chances of success are so abundant, that, unless fame or great riches be the goal, no one can fail who will study and strive.

Charles W. Stevenson.

Rare Shellfish Peculiar To the Pacific Coast.

Though the flesh of the abalone is a nutritious and wholesome article of food, highly esteemed by the Chinese and Japanese, few people in the United States know anything about the abalone, except that it has a large shell with a bright, pearly interior. The abalone is a gigantic sea-snail, whose natural home is the deep water off a rocky coast. The whole coast of central and lower California, from Cape Mendocino to Cape St. Lucas, abounds in abalones, the supply being absolutely unlimited. As fast as an area of fishing ground is depleted it is reseeded by full-grown abalones coming in from the ocean. Three months after a piece of ground has been thoroughly cleared by the abalone fishers, the supply is as abundant as ever.

The contents of a large abalone shell weigh as much as two pounds, and the value of the meat as a wholesome and digestible food was long ago discovered by the Chinese

and Japanese. The supply of abalones in Chinese waters is, however, small, and the fishing grounds off the coasts of Japan were so heavily drawn upon that they became exhausted. The people are forbidden by an imperial edict from taking them. The Japanese and Chinese in California dive for the abalones, which crawl about the rocks at the bottom of the sea in deep water outside the surf. The divers bring them ashore, and spread them out in a sunny place to dry. The drying process reduces the abalone to about one-third of its original bulk, leaving a tough, horny product. The dried abalones are sent to the Orient, where they are soaked and stewed, or ground into powder and used for making soup. The Japanese have improved this primitive method of treating the abalone. They cut the flesh from the shell while the creature is still alive, boil it, and can it in the same manner as clams or oysters. But even this method, though quicker and better than the sun-drying process, is crude and yields a tough product.

A few years ago some Americans, whose attention had been drawn to the large quantities of dried abalone exported to China and Japan, attempted to discover a process whereby the flesh of the abalone could be rendered soft and palatable. The abalone lives in the pure, deep waters of the ocean, and is a clean feeder, so that its flesh is always sound and wholesome, being superior in this respect to that of oysters and clams, which live near shore and are often contaminated by sewage and other impurities. The viscera, or entrails, of an abalone, unlike those of the clam or oyster, which must be swallowed whole, are quite separate from the muscular or edible part, and can be detached by a single stroke of a knife. The flesh, however, when boiled, no matter for what length of time, becomes hard and horny. After many experiments, a San Franciscan named J. W. Gayetty discovered a process whereby the flesh of the abalone is rendered soft and succulent like that of an oyster. He is now the president of a company operating a cannery fully equipped with every requisite for the preparation of abalones as food. The cannery is situated at Cayucos, in San Luis Obispo County, California.

For the purpose of gathering the abalones there are a large number of roomy, seaworthy boats, each of which carries two Japanese divers, one of whom goes down for three or four hours and is then relieved by the other. The diver tears the abalones, with the moss and seaweed attached to them, from the rocks on which they live, sending up the shells in baskets as rapidly as possible. Under ordinarily favorable conditions, a diver can send up to the surface a ton of abalones in an hour. As soon as the boat reaches land, the abalones, if not wanted at once, are thrown into a big tank of salt water, the bottom of which is made to resemble the floor of the ocean as much as possible. There they are kept until wanted at the cannery.

The flesh and juice of the abalone

are treated together, the resulting product having a flavor more delicate than that of the oyster. It can be fried, stewed, or used in fritters, while the juice makes an excellent soup or a good appetizer. Though the flesh and juice are the most important portions, no part of the abalone is wasted. The viscera, or entrails, yield glue of a high quality, and the shells are a valuable commercial product. The pearl button trade depends largely on the nacreous material on the inside of the shell, from which cuff buttons, knife handles, ink-stands, paper cutters, candlesticks, and curios are manufactured. The shells are used for these purposes on the Pacific and Atlantic coasts, and are also exported to Europe, their value being from \$35 to \$135 per ton, according to quality. Sometimes pearls are found in abalone shells, and for these a premium is paid to the men. A great quantity of canned abalone is sent to China and Japan, where it is a favorite article of food. Dried abalones fetch from 11 to 15 cents per pound. The leading hotels and restaurants of San Francisco now have abalone chowder as a regular item of their bills of fare.—Arthur Inkersley in Scientific American.

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SEARCH FOR A MAN.

The Kind Business Men Are Looking For.

The nation gets the rank and file of its army easily enough. A few simple physical requirements fulfilled, and the man may safely be accepted as good soldier-stuff. In the armies of industry and commerce there is even less trouble. Labor is a staple commodity, not very scarce, even in the best of times.

Suppose, however, that the army had to recruit its officers.

This is the difficulty which confronts industrial and commercial commanders-in-chief when they set out to organize great campaigns. There is no West Point of business, turning out its quota of second lieutenants once a year; no Annapolis of manufacturing to be drawn on for trained directors of industrial processes. The men for minor commands must be taken wherever they can be found, and with whatever training circumstances has chanced to give them.

Do men drift into places they occupy in the world's working machinery by accident, or are they assisted more or less by some imperfectly understood force—akin to gravity in the material world—which distributes them in accordance with their tastes and abilities? The man who investigates this question, whether for practical or sociological reasons, finds unmistakable traces of a law which puts the right man in the right place—sometimes; but he is forced to the conclusion that this law works very imperfectly. It is this condition which has called into existence the new profession of employment expert.

The market for the higher grades of labor is a more complex subject of study than the mere question of the demand and supply of hands skilled or unskilled. When it becomes a matter of heads rather than hands, civilization demands such a variety of ability to carry it on that the higher avenues of effort can hardly be classified. The business world, however, is looking chiefly for four kinds of men, executives, technical experts, clerical experts and salesmen.

The search is the open market for executive ability is a new feature. Many business interests have grown so fast that promotion can not satisfy the needs for executive officers. The past few years the world has been astonished at the salaries paid to men capable of filling executive offices. Some say we have gone salary crazy, and predict a speedy falling off. This is hardly probable. We have learned that it pays to base salaries on the results obtained by the men who command them. A corporation president may earn his half a million as truly as a street laborer his two dollar a day.

It is unquestionable that many mediocres are retained to-day for competent men are not to be found. The employer of men of large ability is seeking bargains as eagerly as the woman seeks the department store on bargain day.

The qualities required to make a good executive are good common sense, practical experience and educa-

tion. Of these the first requirement is by far the most necessary. Great businesses are anxious to get hold of men who, in addition to satisfying present requirements, have the broadness of mind that will enable them to master the unforeseen situations that may confront them. Experience is valuable, but "special knowledge is not so useful and reliable as general knowledge."

The requirements of good clerical men are accuracy, experience and still common sense. These backed by a fair education will readily command good clerical positions.

In filling positions of this kind a man's morals are invariably considered. Intemperance of any kind is a bar to success, as no employer cares to take in a man who does not bid fair to be increasingly valuable in later years as he learns the special needs of the place. It is a regrettable fact that rapid advancement in clerical work is the exception rather than the rule. Once in a while the office boy or stenographer advances to the position of general manager, as in the case of the general manager of the National Cash Register Company. Unless clerical employees show marked ability there is a tendency to keep them at the desk to which they were originally assigned.

The hardest man in the world to find is the successful salesman. The man who could successfully define the salesman's qualities, and infallibly select the man who possesses them, would hold the key to commercial supremacy. There are men with the indescribable knack which enables them to sell anything from a gold brick to a cake of soap, but there is no outward sign by which they may be told. Often the good talker with imposing personality and winning manners fails at the psychological moment when the sale should be consummated, while the man of uncouth appearance who presents his case haltingly can "knock the apple off the tree" whenever he attempts to make a sale. The qualities by which a salesman interests a buyer and commands his confidence are too subtle to be described. The one thing certain about good salesmen is that there are not half enough of them to go around. Demands for them are constant and hard to fill.

Curiously enough one great difficulty in placing many men is found in their own indifference. It would naturally seem as if a man seeking a position would do all he could towards obtaining it, but the employment expert has no more frequent trouble than lack of co-operation on the part of his clients. The reason above all others why men are discharged is for lack of common or horse sense. The man who makes inexcusable breaks, costing the firm a year's salary or more, and keeps on making them is one that no employer can afford to keep, no matter how competent otherwise.—A. J. Hapgood in the Bookkeeper.

Everything is for the best, even the worst of it.

The broader the smile the shorter the task.

THOROUGHNESS.

The Part It Plays in Business Affairs.

All business men believe that thoroughness is an important element in the making of success, although they differ considerably on the definition of the word. One successful jeweler defines it as a genius for sensible industry. He thinks it includes natural bent, the ability to handle details, to consider each one in turn, and classify it in its proper relation, that is, to systematize and to be as economical as possible with time and energy.

"System and economy are certainly important in the making of thoroughness," he explained. "I remember when I was learning my trade I was putting my watches away and I did not arrange them carefully, but threw them in together. My employer noticed what I had done and said, 'Arrange them more carefully.'

"But," I answered, "it doesn't make much difference. They'll all have to come out again in the morning."

"That makes no difference," he answered. "Suppose I wished to get at one particular watch. I should have to hunt through them all. Be as saving with your labor as you are with your money. Only thorough work can be successful work."

The president of the largest lumber association in this country says that thoroughness is the largest part in the making of success. Ability is a mere item when compared with it. He defines thoroughness as doing a thing as well as you can and to waste no time in getting at things. He illustrates his point by the following story: He was on his way to Benton, Ind., some months ago, when he heard one man on the train telling another that he was going there to sell a man some lumber for a building. Our story teller said nothing, but when he reached the hotel he heard the lumberman leave a call for 7:30, while he left his for 6:30. He got up next morning and after seeing that his competitor was locked in the room he started off to sell the customer the lumber. The bill of goods had been sold by the time the other man was ready to start off. He added:

"I have plenty of men in my employ who have more natural ability, but they won't work. They waste time and don't do the thing just right. So when I'm particular about a thing I do it myself. Only the other day I had a young man come to me and ask why he didn't get along better. 'Look here, young man,' I answered, 'if you had my ability for hard work you would soon be ready to step into my place, and I could step out.'"

The vice-president of a large railroad company believes meteors may be valuable archaeological specimens, but they count for little in the business world. They give a great deal of heat, but it does not last long.

"I always question people who scintillate in the business world," he said. "I like the plodder, the man who sees all about things. I had a man working for me who was as slow as molasses, but when he did a

thing it was done. I said to him one day: 'John, you're going to succeed all right. You're dreadfully slow but dreadfully sure.' He did; it took him twenty-five years to become vice-president of a railroad company, but he got there."

A successful merchant said: "It is hard to define thoroughness, but I should think it is doing anything as well as you can and with as little expenditure of time and money as possible. It implies so much—taste, perception, tact, information and adaptability. Some men get the credit of being thorough when they are not; they have ideas, but they leave it to others to carry out the details. If there were not others to gather up the loose threads the business would lose in due proportion. When it comes to the question of handling details it is often hard to distinguish the important and the less important, and here is where judgment plays a part. I have a tremendous correspondence on my desk each day. I have no desire to slight any, but it is for me to decide which should be answered right off and what can be deferred. My Secretary came upon a letter one day referring to a donation asked for by a minister and she said: 'Don't you think that this is important?' 'It's most important to him,' I answered, 'but my manager's business is more important to me. If I don't attend to our interests first, I guess the minister will not get the donation.'"

Delia Austrian.

Peculiarities of Virginia Hams.

Virginia hams are a product of Isle of Wight, Surry, Southampton and Nansemond counties. About 30,000 pounds are the annual output. These hams are pronounced equal, if not superior, to the Westphalian. They are made from what is called the razor back hog. During its youth this animal is allowed to range the woods throughout the summer, where it acquires the peculiar gamey flavor for which the flesh is noted. In autumn, when the corn crop is gathered, the hogs are driven into the fields in which every other row is planted with black eyed peas. On these and the small corn that remains they fatten very rapidly. As a finishing process the animals are allowed to eat the small potatoes that are left after the crop is harvested.

The method of curing the hams and bacon is peculiar to the locality. There are many imitations of the Virginia razor back ham, some of which are probably equal to the genuine. To secure the genuine it is necessary to place orders a year in advance.

Character Lives After Death.

The only thing that walks back from the tomb with mourners and refuses to be buried is character. What a man is survives him. It never can be buried. It stays about the home when his footsteps are heard there no more. It lives in the community where he was known.

The more helpful the deed the more holy the day.



*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.
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watches the merchant and his clerks to prevent
errors and mistakes that may mean loss to
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*Shoedealers are invited to visit N. C. R. factory or send
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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

Snowed in Far from Home on Christmas.

"Talk about your Christmases, the glad kind and the sad, the most remarkable and memorable one I ever experienced was about twenty years ago, the second year I was on the road selling shoes."

The speaker was a man past middle age, and one of the veterans of the "boys on the road." Others of the shoe fraternity had given Christmas reminiscences, except this particular roadman, who had been quietly smoking his cigar, with only an occasional comment. He at once attracted the attention of the entire group.

"Let's have it, John," called several of his companions, and forthwith the old shoeman began his story:

"It was the night before Christmas, and—no, boys, I'm not going to quote rhyme," he began, smiling as one of his fellows added, "All through the house not a creature was stirring." "I'm telling you God's truth," continued the old traveler, "and what I went through that night is nothing to make fun of; but I'll give it to you for all it's worth and then you can judge for yourself."

"As I was about to say, on the night before Christmas I was on my way to Syracuse, having taken a train on one of the mail roads that enter that city. I had planned to reach Syracuse about 6 o'clock in the evening and take a connecting train to Rochester, my home, and the city out of which I carried a line of women's and misses' shoes. My wife had written me that she had bought a Christmas tree, and I wanted to get home early to help decorate it, and, of course, I carried in my satchel a lot of toys that I had bought at different places along my route. You fellows who are married and have children can realize the happiness that was in my heart at the thought of toting those things home for my two little kids—and the sadness when, later, I found myself snow-bound, with no perceptible opportunity to get home, and, still worse, no way to let my wife know where I was. The thought of her anxiety and disappointment, with a remarkably exciting event later in the day, quite unnerved me. It's an experience I never want to repeat."

The shoemen all showed intense

and the veteran traveler was urged to proceed.

"Well, it had snowed hard all day, and when I left a town in Northern New York that was to wind up my trip, the snow was falling fast and drifting badly, and the wind was blowing a gale. Up to that time I had given no thought to the possibility of not being able to reach home. But when the train, announced at first as an hour late, came in almost three hours behind scheduled time, with the locomotive an immense white object almost indistinguishable in its coating of snow and ice, I began to worry. Could it be possible. I thought, that we could not make Syracuse, and I tried to be careless in my manner when I asked the conductor the chances for getting through. My voice sounded unnatural to me, and from that moment I admit I was almost unnerved at the thought of my wife and children at home the following day without me. The conductor, evidently an old railroad man, who had a weather-beaten face, and who impressed me as having little regard for the interests of his passengers, many of whom no doubt were as anxious to reach home as I, bluntly said: 'Some bad cuts ahead and probably big drifts. Do well to get through in a week.'

"When the train started I tried to get up my courage. I went into the smoker and lighted a cigar. I talked with some strangers about the storm, and the possibilities of getting through. One man said the train wouldn't go ten miles farther, but he lived at the next station, five miles on, so he didn't mind. I thought him selfish. Another fellow, a drummer like myself, said he lived in Boston, and didn't care what happened so long as he could find a place to sleep and plenty to eat. I would have denied myself food and drink for a week to be safe and sound at home at that moment.

"Getting no encouragement from my fellow passengers, I sat down in a back seat and tried to think of my business and of almost anything save the storm and my wife and children. But I could see in my mind's eye the picture of my home on the morrow if I failed to return.

"After much snorting and puffing the engine drew into A—, and the selfish man—that's the only name

I thought would fit him—got off. It seemed ages traveling the next five miles, and at times the train almost came to a standstill in the drifts. The brakeman came through, and in response to my anxious look, he shook his head and said he 'guessed we couldn't go much farther.' We managed at last to crawl to a little flag station, and here our journey ended. The conductor ruthlessly announced that those who wanted to could stay on the train.

"I learned from the brakeman that Syracuse was over twenty miles away, and that we probably would be snow bound for at least a day or two. I then thought of the telegraph, and rushed up to the flag station, only to find that the wires had been out of order for several hours. The station master, who also acted as telegraph operator, baggage man and freight agent, informed me that it was half a mile to the 'Corners,' and I at once decided to go there and seek lodging and refreshment. It was a tough journey, but nothing could deter me, and at 9 o'clock I entered the little hamlet, where a half dozen or so stores were still open, and, despite the storm, quite a few people were making their purchases for the following day. There was no hotel in the place, and the inn was nothing more or less than a saloon. The place was so dirty and uninviting, I determined to look for lodging for the night in a private family.

"Ten minutes later I was in one of the stores, where dry goods, hats, gloves and shoes were sold. The proprietor took an interest in me when he learned that I was a shoeman. I was partly thawed out when there came a sudden rush of trade, and to pass the time away and make myself useful, I volunteered to sell shoes and slippers. This occupation helped to drive away thoughts of home. My city ways evidently caught the country people, and I quite relieved the store owner, who was able to better wait on those buying hats, caps, mittens and other articles. His wife, a comely woman of 40, attired, like her husband, in ill-fitting, although neat, clothes, was helping out, and the first chance I got I stepped up and shook her hand, wishing her, as heartily as I could under the circumstances, as my brain was in a whirl, a 'Merry Christmas.'

ALABASTINE

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

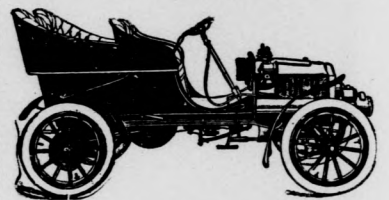
Dealers who desire to handle an article that is advertised and in demand need not hesitate in stocking with Alabastine.

ALABASTINE COMPANY

Grand Rapids, Mich

New York City

New Oldsmobile



Touring Car \$950.

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

Adams & Hart

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

OUR CASH AND CHARGE AND SALES DUPLICATING BOOKS



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

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

THEY COST LITTLE BECAUSE WE HAVE SPECIAL MACHINERY THAT MAKES THEM AUTOMATICALLY.

SEND FOR SAMPLES AND ASK FOR OUR CATALOGUE. A

SALES BOOK DETROIT. W.R. ADAMS & CO. MAKERS - 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.

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

Our brief conversation, in which I told her of my plight, was interrupted by the entrance of a woman who wanted to 'see some boots for Fred and Reuben,' and when I asked their ages and sizes, she 'allowed' I must be a stranger thereabouts. I made a sale, however, and when it was time to close the store, the proprietor told me to stay with him over night. 'We live over the store,' he said, 'and we have plenty of room.'

"I protested, but he and his wife insisted, and down in my heart I was glad to get such a comfortable berth. The following morning a lot of aunts and uncles came from their farm residences, and I was the only sober one of a merry crowd. Some of the farmers said they started at 3 o'clock in the morning, and at times thought they could not get in, so deep were the drifts.

"Before dinner they had a Christmas tree, all lighted up with candles, for the young people. I tell you I envied every one in that gathering, thinking all the time of my little wife and children at home with no Christmas cheer. I sat watching the procession, when suddenly I saw a tongue of flame run up the jacket sleeve of my hostess. Her garment was of some flimsy material, and the flame spread quicker than I can tell. Involuntarily I jumped up, grabbed a rug and threw the woman over, smothering the flames. Great excitement prevailed and several women fainted. I quickly saw that the woman was painfully burned, but though she had fainted, I did not

think her injuries were serious. With the help of her son Henry we carried her to her bedroom, where restoratives were applied and the burns dressed. Her hands were badly burned and her hair and eyebrows singed.

"Much against my will the company made a hero of me when it was learned that the woman's injuries were not fatal, as many supposed them to be. The children stood about and looked at me with wide-open mouths, a thing I didn't like. In the bustle and excitement I had forgotten about myself, but when I went up to wash I found that I also was burned on my hands and arms. A physician was summoned and I was relieved to find that the good woman was not seriously injured and that my burns were of a trivial nature. The old storekeeper came to me with tears in his eyes and said he didn't know how to thank me. Of course, I didn't like this part of it, as I didn't want any thanks. Well, while ordinarily I might enjoy that party, I didn't have a moment's ease, except when I was acting as volunteer fireman, and that diversion took my own troubles off my mind for just a very short time.

"The afternoon was wearing along and the family feasted on turkey, stuffing and cranberry sauce, with currant pudding, apples and nuts, and while I pretended to eat, my appetite was not there. I was wondering if nothing could be done and was gazing wistfully out of the window when Henry, the tall, lanky son of

the storekeeper, came up behind me and said:

"Say mister, I like you and I'm goin' to try and get you home to-day. You saved my ma's life, you did, and I'm goin' to do somethin' for you. I heard you tell pa about wantin' to get to Roch'ster, and I'm goin' to drive you over to W—, and—"

"You can't do it, the snow's too deep," I said, thanking him.

"Oh, the road's broke now," replied the young man, 'and I'll hitch up Flo and Topsy, and I guess we'll manage to make it. I ain't afraid, only we mustn't lose any time if we want to make that afternoon train. Likely she's late anyhow.'

"It's unnecessary to say that I did not need any second invitation, and soon with the grip full of toys, to which I had clung desperately in hopes of getting home some way, I was waiting for Henry and his team. I bade the storekeeper and his wife good-bye, and they cried over me and called me soft names. I could, however, stand it, as I was going home.

"Yes, Henry got me through all right and I made the train and had a few minutes to spare. The railroad was open and the trains were running about on time. I thanked the boy heartily and offered him some money, which he refused, saying his ma wouldn't like to have him take anything from me. I wired my wife and was soon aboard the train.

"I need hardly tell you of the happy reunion that took place at dusk that Christmas night. My wife was nearly ill and had to be comforted by

the neighbors, so frightened was she at my absence and at receiving no word from me. At daylight what appeared to me to be the most miserable Christmas closed the happiest of my life."

The old salesman stopped to look over some papers he had drawn from his pocket.

"That's worth a good hot Christmas drink," said one of the salesmen, breaking the silence.

"Wait, one thing more," said the reminiscent salesman. "I heard from Henry to-day, and here's what he sent, a Christmas order for \$800 worth of shoes, and a 'Merry Christmas' from his dear old father and mother. Come and have a drink on me—and Henry."—Shoe Retailer.

Oysters With or Without.

Particular Customer—I want an oyster stew, and I don't want the oysters and liquor and milk all mixed in a mess and merely heated. I want the milk carefully boiled first, then the oysters added, next the liquor, and finally, after it is taken off, the seasoning. Be particular about the milk. It must be sweet and rich, and above all things be careful to get good butter. Only the best and freshest gilt edged dairy butter should be used. As for the oysters, I want the finest to be obtained anywhere—no common mud oysters for me. Now, don't forget.

Waiter—Yes, sah; do you wish the oysters with or without, sah?

Customer—With or without what? Waiter—Pearls, sah.

A Case With A Conscience



We Don't Believe You Need Education so Much as Advice

You know as well as we do that good fixtures sell goods—sell them faster and at better prices.

The problem you're up against is where to buy and what to buy.

Here's where we come in.

You get just as careful attention if you're looking for a single case as if you were refitting your entire store.

Our cases are all suggestive—that is, every case we make for a particular purpose does its work so well that you are immediately impressed with the fact that another case would do equally good work in another department.

We work out your problems in advance.

We have no round plugs for square holes, or vice versa.

Let us reason together.

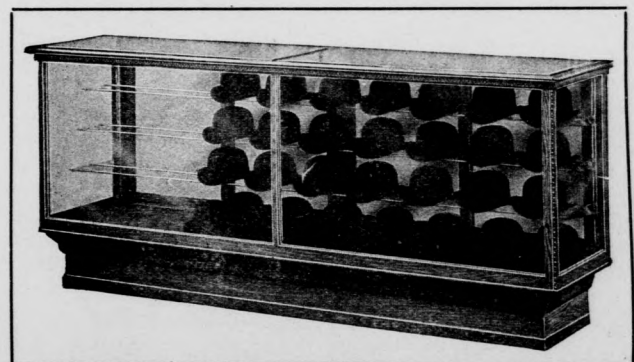
May not mean any sales for us, but 'twill be good for us both.

Grand Rapids Fixtures Co.

S. Ionia and Bartlett Sts.

GRAND RAPIDS, MICH.

NEW YORK OFFICE: 724 Broadway





Doll Show Made the Store a Pace-maker.

Things hadn't been going well with the business in the year just past, and for the first time since the "Boss" had opened the store, twenty-three years before, he felt that he was losing his grip. Not that things were at all serious. Not a bit of it. But a combination of circumstances had put his business in a condition different than it ever had been before.

The "Boss" started the store in its present location in a small way twenty-three years before this incident occurred. The business had grown with the town, and had continued to grow, even when competitors opened stores, and it always had been the foremost store in the town. But the past year noted a change. Instead of an increase in business the store had actually done a trifle less than in the previous year. The "Boss" had bought the same as always—even more liberally than in the previous year—but the decrease in business had left him with a larger stock than usual, and it was now the middle of January. Thus we find the "Boss" musing over this unexpected condition of his business, and holding, so to speak, a "post mortem" examination.

Now, the "Boss" was not what you would call an "old fogey," by any means, and common sense was one of his best mental assets. He had the faculty of looking facts square in the face and squarely weighing the evidence. He had asked himself the blunt question, "Why didn't this business make the regular increase this year?" and was answering his own question just as bluntly.

"In the first place," he mused, "the new department store that opened up in the spring has taken some of the women's and children's trade, and in the second place, the new Regent shoe store has taken some of the men's trade. That accounts for shrinkage in sales and the surplus stock. The real question is, what am I going to do about it?"

The "Boss" sat thinking a few minutes of the situation, and then determined to try an unheard of experiment. After the store had closed for the day he called his four clerks to the rear of the store and broached his proposition. He addressed them as follows:

"Boys, you all know that business has fallen off some this year, and that we have a bigger stock on hand than we have ever had at this time of the year. It is necessary to do something that I have never been obliged to do before in twenty-three years. The condition has got to be met with a remedy. You all know my policy. I do not want to accumulate a large surplus stock, because styles change so often that the old stock moves too slow. It is hard to sell, and if you do sell it you don't please your customers. That one thing has caus-

ed more failures than any other reason. Piling up shoes season after season, putting all the profits in dead stock, and finally falling behind in paying bills when the business begins to decrease, is wrong.

"Now," he continued, "I'm bit, and I know why. I am big enough to admit that I have used bad judgment and I am going to take my medicine. But I am too old to learn new tricks. You've often asked me to advertise, and I have, in a half-hearted way, because it's a game that I don't know all the moves in. This store has been here twenty-three years and I have never had a clearance sale yet, and I don't know how to run one. Now, a clearance sale is what will put this business right again, and my proposition is this: I'm going away. You young fellows go ahead and hold a big sale, and reduce this stock to \$15,000. That means that you have got to sell just \$15,000 worth of stock before March 1 to get the stock where it was last year, and that is just twice as much business as we did last year. I want you to work together, but just remember that Jones is manager, and that what he says goes.

"I don't want to know anything about the details. You can advertise as much as you want to and how you want to, but I ask this of you: I am going to take the loss on profits, and I am going to pay the bills for advertising, but I want you to do nothing that you wouldn't do if it was your store, your business, and you were paying the bills instead of me. You have all got to look me in the face when I get back and tell me what has happened when I go over the figures, and I guess if you remember that, you won't go far wrong.

"Just one more thing. I have come to Jones' way of thinking, and I guess I'll admit that you've got to do business different now than ten years ago. New methods are replacing old ways, and when I get back I'll let you boys start in and renovate a bit. We'll advertise, we'll change lines, and we'll put in a new front, and put new life in all around. You boys will be the new life and I'll hand over to you 25 per cent. of the profits at the end of the year. That sounds pretty generous, but I've been doing a lot of thinking lately and I've a sneaking idea that my share will be about as big as it ever was. So you see you have something to work for."

Now the writer has not mentioned the town or given the name of the dealer, but the above is substantially the beginning of an idea that proves that all "Bosses" are not old "fogies" or crusty old curmudgeons.

The "Boss," true to his word, went away the next day, after a parting conference, at which he gave the "cubs" a lot of good advice. Business was quiet, and as soon as the figure of the old man faded out of the door, the "cubs" got together and formed themselves into a "Ways and Means Committee," with Jones as chairman.

Enthusiasm was the keynote, and the subject was the clearance sale. They agreed at the start that the majority should rule, but that Jones,

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.

"Opportunity"



It is said that Opportunity never knocks twice at the same door. This may be her calling card on you.

Hard-Pan Shoes

For Men, Boys and Youths
wear like iron

are sold to but one dealer in a town—nothing but good honest leather and good honest work is put into every pair. Here is an opportunity to secure a credit for good judgment and the confidence of your customers.

You've been saying tomorrow about as long as it is safe. Send for a sample pair today.

Hard-Pan Shoes have **our** name on the strap of every pair.



The Herold-Bertsch
Shoe Co.

Makers of Fine Shoes

Grand Rapids, Mich.

as manager, should have the President's power of veto, and that his veto would go, as the old man had insisted.

Now, this man Jones was a pretty bright chap and had always made a practice of studying the pages of the trade papers to which the "Boss" subscribed, and what was more, had always encouraged the rest of the boys to do the same. By common consent the clerks had come to look upon the trade papers as advice givers, and so Jones suggested that they look through some of the back numbers for suggestions. The old copies were pulled out and ransacked for ideas, particularly the Advertising Helps Department, and finally the schemes adopted were selected.

The largest part of the stock on hand was in women's and children's shoes, as the aggressive "bargain" advertising of the new department store in the town had attracted women, who are the natural shoppers and bargain hunters of the family, therefore the main proposition was to get up a sale that would appeal most especially to women.

Manager Jones and the clerks came across an article that told how a clever merchant had run a successful doll show as an advertising scheme to draw women to his store, and it was unanimously agreed that this was admirably adapted to their plans. No woman, especially the mother of children, ever loses her interest in dolls. Dolls make the children talk, and that in itself would keep the sale advertised continuously. It gave an opportunity to make Saturday, the day of no school, ad ay to be known as "Children's Day." It would supply the human interest necessary to make a deep impression, and would cause the store to become the center of interest, to the exclusion of competitors who might also be holding their ordinary clearance sales.

So Manager Jones and the clerks proceeded to start the campaign. One hundred personal letters were written and mailed to women known to have children, asking to enter their dolls in the exhibition, and also requesting them to send the circulars enclosed to three of their friends who they thought would be interested. This letter told of the coming sale, and no pretence was made that the show was not for business purposes. Letters were also written to old ladies, with the idea of securing antiques and curiosities in dolls. Circulars were sent to school children, and a prize was offered for every one of the five classes of dolls exhibited—the handsomest and best dressed doll, the best home-made rag baby, the most unique doll, the oldest doll and the best character doll.

The result was amazing. Women, young and old, responded quickly. All kinds of dolls were received, and many had such queer histories that their story was typewritten and attached to the doll, so that all could read it. There were colored dolls, Japanese dolls, colonial dolls, dolls more than 100 years old, dolls made by sailors, carved out of wood in the long hours at sea, and dozens of just common dolls, but hardly two alike.

Just as soon as the start was made the doll show was advertised in the papers, and it soon became the most talked of event in the town. A girl was hired to care for the dolls, and glass show cases were hired in which to display them. While these preparations were going on the stock was gone through, the sale goods arranged for quick handling, advertisements written and set up in type, circulars printed, envelopes addressed ready for mailing, signs printed for the front of the store, the window and inside of the store, and the prizes brought out and displayed in the window.

But there is no more room for details. The day for the sale and the doll show arrived. Such crowds and such buying were never before seen in that town. It was just a case of where all the women and children in the town knew what was going on in that store. They came once, they came again and brought friends. The show lasted throughout the month and the results were all that the "Boss" had expected. The old store had received a fresh impetus—had received a new prestige that more than placed it in its old place among the stores in the town—the pacemaker of them all.—Shoe Retailer.

The New York Daily Tribune.

Of course, a great deal depends on your own taste in the matter of newspapers. If you want a publication that serves up so much gore and so many thrills in every issue, it is money thrown away to buy The Tribune. If, however, you are looking for a daily history of the world, carefully collated and sifted and presented in the most attractive form that the facts and the laws of good taste will permit, you can not make any mistake in reading The Tribune every day. But The Daily Tribune is more than a continuous history. It contains special articles on nearly every subject which is supposed to interest intelligent and clean-minded people, to say nothing of the illuminating and instructive editorial articles and reviews of books, music and the drama. Just by way of experiment, why don't you invest \$1 and get The Daily and Sunday Tribune by mail for a month? With The Sunday Tribune go a handsome illustrated supplement and a magazine, with colored covers, equal to anything sold for ten cents.

The automobile manufacturers are anticipating a great demand for machines the coming year, and are running their plants night and day. The American output is placed at 30,000 cars. Factories in Cleveland, Indianapolis, Columbus and Kokomo alone will produce about 8,000 automobiles, valued at \$21,000,000. In the four cities named more than 7,500 men, most of them skilled mechanics, are employed at an average wage per day, including helpers, of almost \$3. Salaries of \$30 and \$40 a week for good gas engine men are not out of the ordinary. The automobile industry is destined to become one of the most important in the country.

We wish all our friends a happy and prosperous New Year, and we take this opportunity to tell you that it will be a more prosperous year if you will accept the proposition which we have to make to one dealer in each town.

Michigan Shoe Co.
Detroit, Mich.

Our "Custom Made" Line Of Men's, Boys' and Youths' Shoes

Is Attracting the Very Best Dealers in Michigan.

WALDRON, ALDERTON & MELZE

Wholesale Shoes and Rubbers

State Agents for Lycoming Rubber Co.

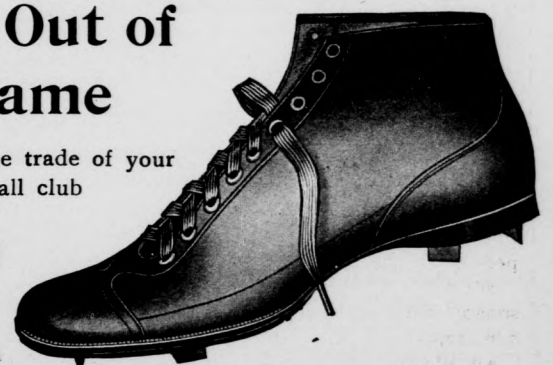
SAGINAW, MICH.

You Are Out of The Game

Unless you solicit the trade of your local base ball club

**They Have to
Wear Shoes**

Order Sample Dozen



And Be in the Game

SHOLTO WITCHELL
Everything in Shoes

Sizes in Stock

Majestic Bld., Detroit

Protection to the dealer my "motto"

No goods sold at retail

Local and Long Distance Phone M 2226

Give the Customer a Little the Best of It.

"I don't believe it pays to be too lenient with 'kickers,'" said a local shoe manager; "as a rule, they don't appreciate it. And if you decide to make some concessions, don't be in too big a hurry about it; give them time to think it over. If you give in without a murmur, the customer will conclude that you are 'easy,' and be more liable to take advantage of your generosity next time.

"I had an experience along that line recently that was a little out of the ordinary.

"A gentleman, who was wearing a pair of our oxfords, came in. He complained that he had never had any comfort with them—that they had worn blisters on his heels.

"I suggested that they were too short, which was a fact, for I remembered when he bought them that the salesman insisted on his taking a longer shoe.

"But he wasn't willing to admit it, and claimed that it was poor workmanship. He wanted a new pair in exchange.

"After arguing the question I proposed allowing him a dollar on a new pair, although he wasn't entitled to a cent.

"He demurred, and in return abused me—said everything he could think of.

"After exhausting all his invectives, he concluded to accept my offer.

"No, sir," said I, "I've changed my mind; after listening to your abuse, I've concluded not to allow you one cent."

"He went out, mad all over, came back in about an hour, and bought two pairs of four dollar shoes.

"Of course it was a great surprise, but it vindicated the position I took."

We would consider that man's action a great tribute to that particular line of shoes, rather than an acknowledgment that the manager was right in the stand he took. It's against human nature to think otherwise. Even looking at it from that standpoint, it's an exceptional case.

If one hundred men had had that same experience, although they were in the wrong, as was probably this fellow, ninety-nine of them would have never stepped foot in that store again, granting that the same shoe could not have been obtained elsewhere.

If their future happiness and prosperity depended on having that particular shoe they might have bought it vicariously, but as to making a personal trip, never.

We do not dispute the fact that shoe men are frequently imposed upon by unscrupulous customers, but that is one of the unpleasant features of the business, and must be expected.

We all know that when an unreasonable concession is made, it is seldom appreciated.

An illustration of that recently came under our observation. A lady returned a pair of shoes, the soles of which had worn through much sooner than she thought they should. Their general appearance indicated that they had worn reasonably well, but the proprietor, who was anxious

to please, generously offered to half-sole them free of charge.

As the lady went out of the store, she was heard to remark to her companion that "she'd never buy another pair of shoes in that house."

When she came for the shoes a day or so later, the proprietor gave them to her, remarking that he was "pained to learn of her decision to quit patronizing him, but that she couldn't take a false report to her neighbors about his not doing the square thing."

She was visibly embarrassed and probably ashamed, and perhaps when she studied the matter over, she concluded to resume trading with the man who was so anxious to please his customers.

It seems that more is expected of shoes than any other article of wearing apparel. When a hat begins to look shabby it is seldom taken back; when a suit of clothes gets dingy it is rarely ever complained about, but let a shoe show signs of early decay, it is brought back to the dealer forthwith and satisfaction demanded.

When we consider that there is a greater strain on shoes than the other articles mentioned, and therefore as much should not be expected of them, it looks as if the shoe man gets the worst of it. But we maintain that it is good business policy to satisfy the customer always, and do it in a hearty manner.

Don't exhaust his patience by long-drawn-out bickerings, but if you intend to do anything, do it quickly and cheerfully.

If merchants would look at such allowances in the nature of an investment, they would be more reconciled toward making them, for that is really what it amounts to.

One merchant will spend hundreds of dollars a year in the newspapers, exploiting the merits of his shoes, and bragging about how much he appreciates business, but when a shoe is brought back that needs some repairing, he will hum and haw for half an hour about paying out a quarter.

The most effective advertising you can do is to demonstrate to a customer that you mean what you say in your newspaper announcements.

The number of complaints received would be materially lessened if salesmen would not be so extravagant in their recommendations. "Oh, no, this shoe won't rip, I'll guarantee it"—"Needn't be afraid of that sole wearing through, it's genuine rock oak"—"this vamp will never crack as long as the sole lasts," and other similar expressions lead the customer to believe that the shoe is indestructible, and he can hardly be blamed for bringing it back.

Neither can the clerk be blamed much for extolling the merits of the shoe too highly, for he is there to sell goods; the proprietor has his eagle eye on him, and he knows by past experience that he will be called to account if he misses the sale.

It's rather a disagreeable thing to contemplate, but as long as people wear shoes, just so long will some of them be brought back with a complaint. Meet it according to your

Shoes that Are Sure to Satisfy Bring in the Profits and Hold and Keep the Best Trade.



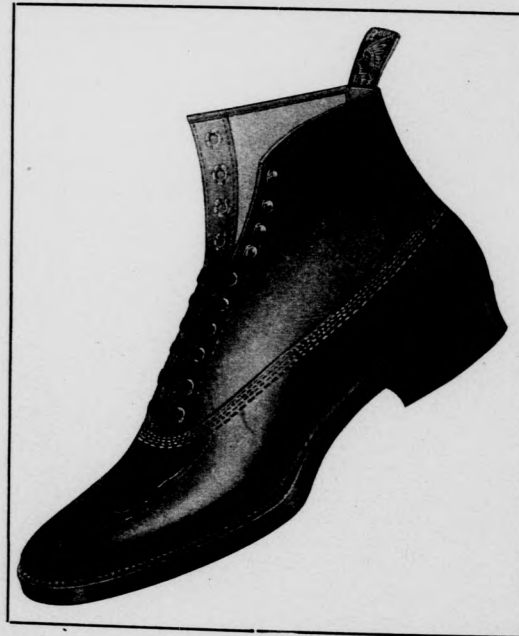
That is the trade we cater to. Our trade mark on the sole of a shoe not only means an article free from manufacturer's imperfections, but a shoe made from leather that is able to withstand long, hard and continuous wear.

We make many kinds. Each is sure to satisfy.

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

Men's Rouge Rex Shoes

Made for Hard Wear



No. 416 at \$1.75

with London Toe. Full Double Sole, Standard Screw. We have only a few dozen left at this price. Order now.

HIRTH, KRAUSE & CO., Shoemakers
Grand Rapids, Mich.

best judgment, always keeping in mind the fact that the customer must be satisfied, if possible.

A friend of the writer related the following experience: "I recently bought a pair of patent leathers, for which I paid \$9. I wore them to a dance that night, and was agreeably perfectly comfortable, although I had rather a close fit. The next morning I found out the reason, for they had broken clear through the leather. I was naturally disappointed, and while I realized that they bore no guarantee, I decided to take them back and throw myself on the mercy of the dealer.

"He remembered me, and knew to a certainty that I had worn them only one evening, and what did he do but open up his heart and tell me to take my choice of any five dollar plain leather shoe in the house. "He was under no obligation to do so, but I certainly appreciated it, and boosted his house to my friends whenever the opportunity offered."—Shoe and Leather Gazette.

Camera Money Easily Made by Amateurs.

Amateur photographers can make their fad pay, instead of being a constant expense to them, if they only know what photographs to take and where to send them. There is a large and steady market for good photographs of good subjects, and the owner of a costly camera can, with a little use of common sense, and a judicious study of what newspapers and magazines use, make his camera a source of income.

Every newspaper that prints pictures and every illustrated magazine is constantly seeking photographs, yet the editors are forced to send back ninety-nine out of every hundred submitted simply because the people who take them do not catch the idea of that paper or magazine. They would print many more pictures, and pay liberally for them, if they could find the right things.

The newspapers and magazines are on the alert for unique, odd, funny, or, indeed, almost any picture out of the ordinary that interests people. They can get millions of moonlights on Silver Lake or glimpses of rivers where they can get one of a cat standing on its head. This illustrates the mistake that is made by so many amateurs—they take the same things that every other amateur takes—and think that their value lies in the fact that they are perfect examples of the photographer's art, or rather a tribute to the excellence of their lens. The papers and magazines can buy that sort of stuff by bales. It is not what they want. They want something unusual—a fence post that has sprouted and is bearing fruit would sell for twenty times as much as a perfect photograph of Pike's Peak. Even the failures that most amateurs throw away in disgust can be made to pay, for there is a demand for "freaks"—that is, extraordinary freaks.

I have found that the best way to make the camera pay is to study the "style" of each newspaper and magazine and then apply the photographs to the publication, for what

one editor may want another will throw away.

There was one fair little girl at a lake summer resort last year who made her camera not only pay for itself, but for her summer's outing simply because she knew what to take. Another woman made the spending money for her European trip by photographing the unusual, picturesque things she saw.

The Simple Life.

During the last Texas State Fair at Dallas a visiting minister from Navarro county dropped into a downtown restaurant for his noonday meal. All the tables being occupied, he seated himself on a high stool at the lunch counter. On the stool at his right sat a cowboy, who had also come to Dallas to see the fair. The minister was sizing the cowboy up, when a waiter came along and asked for the cowboy's order. "Got any onions?" "Yes," replied the waiter. "Big blue ones?" Again the "Yes." "Well, bring me one of about two pounds, and a bowl to cut it up in," ordered the cowboy. The onion, bowl and a knife being produced, he began slicing the onion into the bowl, when the waiter asked: "Anything else, sir?" "Got any cucumbers?" queried the cowboy. "Certainly we have," returned the waiter. "Well, bring me the biggest one you've got." The waiter brought him a cucumber weighing about two pounds, which he quickly sliced up into the bowl with the onion. He then seized a vinegar cruet and emptied it into the bowl; added large quantities of salt and pepper, the minister and the waiter looking on in amazement. When he had finished preparing the dish and began eating it greedily, the waiter turned to the minister and asked for his order. But the minister was too far gone; he had forgotten what his appetite had craved upon entering, and only rallied sufficiently to mutter:

"Just bring me a shock of new-mown hay."

Assuring the Passenger.

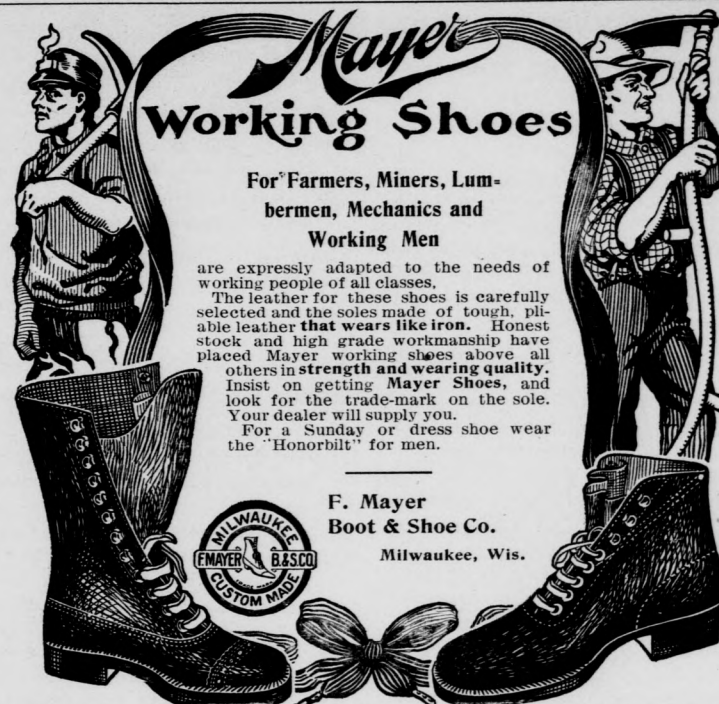
At the terminus of a cable line in one of our close-by cities was a horse car that passengers were transferred to which ran about a mile out in the suburbs. This car was of the old style and was driven by an old Irishman known to every one for his short answers. One cold day when it was raining hard he was standing alongside of his car waiting for passengers from the cable road. An old lady with transfer in her hand walked up to him and said: "Is this the horse car?"

"No, ma'am," was the reply, "it is a steamboat."

Then the old lady, getting on the platform of the car, turned and asked him: "Does this car stop out at the end?" Without turning around and swinging his arms to keep warm, he answered:

"Well, if it don't, ma'am, you will get a devil of a bump."

It is an unreasonable man who expects a rose to sing or a beauty to know how to bake.



Mayer Working Shoes

For Farmers, Miners, Lumbermen, Mechanics and Working Men

are expressly adapted to the needs of working people of all classes. The leather for these shoes is carefully selected and the soles made of tough, pliable leather that wears like iron. Honest stock and high grade workmanship have placed Mayer working shoes above all others in strength and wearing quality. Insist on getting Mayer Shoes, and look for the trade-mark on the sole. Your dealer will supply you. For a Sunday or dress shoe wear the "Honorbilt" for men.

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

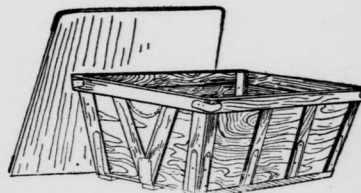
When You Buy Your Mixed Candies

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.

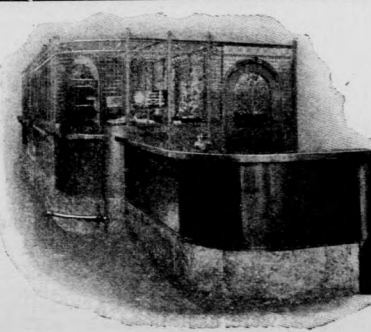
Every Cake

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.



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.

HIGHER EDUCATION.

Its Relations To the Business Life of the Day.

The question of "Higher Education for Business" is a more absorbing one in our universities to-day than the casual observer would at first believe. Not all of them are providing commercial courses; but those who are not doing so are adding courses and permitting the student to wider range of optional subjects, so that a student may make his course almost to suit his tastes or needs.

The attitude of business men to Higher Education has changed very remarkably in the last few years. Instead of crying down college training, bank and railroad presidents as well as the heads of mercantile and manufacturing houses are laying emphasis on the necessity of a college education for the man who expects to assume administrative responsibilities. The class of work required of the young man to-day is quite different from that required a few years ago. Then a man thought he did a big business if his letters were postmarked Boston, Buffalo, Chicago, Seattle, San Francisco and New Orleans. To-day he regards his business in about the same manner if they are labelled London, Paris, Berlin, Calcutta, Canton, Sidney and Honolulu. Will the boy from the high school or even the young man from the college, whose training has been Greek, Latin, Literature and Psychology, be as well fitted for a position with the up-to-date business man as the young man whose training in the English language has not been neglected and who has successfully completed a course in business education? I do not mean by business education, a smattering of book-keeping, a Spencerian handwriting, a knowledge of a few short cuts in arithmetic, and a polish of English acquired in six or eight months. Such education has its place and has elevated many a young man far above the station at which he started. In a great many instances such education is obtained while the young man is actively engaged in business and is merely a side issue for the employment of his evenings. All honor and praise to the young men who thus endeavor to better themselves and to the educators who give them a chance.

However, I plead for something still higher; for a course in business in each of the colleges and universities of the country with a curriculum which will have the dignity of the liberal arts course. A course as worthy of a degree as one which gives an A. B., or Ph. B., or a B. S., and the corresponding Masters Degrees. The material is not lacking. What a field there is for study in the history of the world looking at it from a commercial standpoint. How much more direct our communications might be with the rest of the world if we only studied geography from a like motive. How many mistakes we might avoid by making use of the experiences of the past based on a true economic judgment. How quickly the public

would be led to settle the question of municipal ownership of public utilities if our young men were trained to know who makes the best entrepreneur, the State or the individual. How, instead of our present miserable banking system, we might have one which would give us a currency, the supply of which would be regulated by the unerring laws of supply and demand rather than on the price of national bonds. How we might have accounting systems for our municipalities suitable for a country claiming to be up-to-date instead of the antiquated methods used to-day simply because "We have always done it so," if our young men were trained in accounting and not merely book-keeping. How we might avoid the costly strikes which have been so prevalent of late if some of our young men could only convince employer and employed that it would be better to settle differences peaceably rather than lose from three to three and a half millions of dollars in wages as two thousand of blind followers of Sam Parks did during the summer of 1903. How our business men might make better use of the lawyers at greatly reduced fees by keeping out of the courts if they only had a little training in commercial law. How we might again carry our own goods at least, if not the world's if we only knew how. Why the South American buys in Europe and sells in the United States. How we might change the character of our present exports from raw materials and food stuffs to manufactured articles if we only knew how. How we might make our laborers happier through the increase of wealth derived from increased exports if we only knew where the needs of the world are the greatest and what those needs are. How we might be in better touch with the commercial world if our business men were taught some of the modern languages. How we might be guided in reciprocity dealings if we only knew the benefits to be derived therefrom. How much more wisely we might deal with the present Chinese boycott of American goods if our business men and legislators were only trained to see this matter in its broadest scope. The solution of these questions will found Schools of Commerce in our universities and even Colleges of Commerce.

As an instance of the practical application of Higher Education to business life, there is a firm of accountants in this city, and one of the foremost in its line, who employ a Doctor of Philosophy in that capacity to investigate knotty problems met with in their business; and he is not a parasitical appendage to the firm either. Such a proposition would have been received with scorn less than ten years ago. And so the dignity of business increases.

A few statistics will help to place the status of commercial education a little better in our minds. The reports for 1902-3 show that the students in the Professional and Allied Schools were as follows:

Class.	Schls.	Studts.	Graduates.
Theological	153	7,372	1,545
Law	99	14,057	3,432
Medical	146	27,062	5,611
Dental	54	8,298	2,182
Pharmaceutical ...	61	671	137
Veterinary	11	671	137
Nurse training ...	552	13,779	4,206

Total1,076 76,650 18,485

The number of students pursuing the various courses in the universities and colleges in the same years was as follows:

Course.	Number.	Per cent.
Classical Courses (including unclassified students in the liberal Arts)	51,152	.528,872
Other Gen. Courses.....	13,605	.140,665
General Science	7,397	.076,479
Commerce	1,100	.011,373
Agriculture	3,306	.034,182
Mechanical Eng.	6,800	.070,306
Civil Eng.	5,278	.054,570
Electrical Eng.	3,652	.037,758
Chemical Eng.	725	.007,495
Mining Eng.	2,244	.023,202
Textile Eng.	133	.001,376
Sanitary Eng.	27	.000,280
Architecture	558	.005,770
Household Economy ..	742	.007,672

Total96,719 .100.

In 1902-3 there were 17,625 degrees given by our universities and colleges. Thirty-two different degrees being represented taking the Bachelors, Master and Doctors degree of the same subject as the same degree. Of this number, 8,675 received A. B., 1,398 A. M., 3,329 B. S., 185 M. S., 1,080 Ph. B., 304 Ph. D., and 17 Ph. M., while only 49 received B. C. S. (Bachelor of Commercial Science) and 6 M. C. S. The degree B. Accts. was given to 77 graduates, and M. Accts. to 35.

However, a comparison of the degrees given is not a true way to look at the proposition, as the majority of the institutions, having commercial schools have not yet given a special degree in commercial science as a reference to a list appearing later in this article will show.

I have endeavored to compile statistics for the year 1904-5 from the latest catalogues of the different institutions, but met with very unsatisfactory results, owing to the lack of method and uniformity in the manner of reporting enrollment of the students. I have investigated the latest catalogues of about eighty-five of the universities and colleges, and from the list have selected thirty representative institutions, from which I have compiled the following figures: The University of Michigan 4,136 students; Northwestern University, 3,843; University of Minnesota, 3,790; University of Illinois, 3,729; Cornell University, 3,317; Yale University, 3,138; University of Pennsylvania, 2,975; University of California, 2,469; Princeton University, 1,374. The total number of students in the thirty institutions is 51,673. About nine per cent. were engaged in the study of law, ten per cent. medicine, fourteen per cent. in engineering, thirty-seven per cent. in arts and science, twenty-five per cent. unable to

classify, two per cent. in agriculture, and three per cent. in commerce. I venture the suggestion that decidedly more than one per cent. more men from the colleges enter business than scientific farming. How much better business men they would be if their course was composed largely of studies to solve the queries before mentioned rather than some not quite so modern.

Higher Education for Business is desired by the young men of to-day. They are willing to give up everything else for it, as the following table showing the increased enrollment of the School of Commerce, Accounts and Finance of the New York University will show. Bear in mind in looking at the figures that when this enrollment was made the course was entirely in the evening and five nights a week at that:

Year.	En.	In.	P. C.
1900	60		
1901	90	50	
1902	120	33	1-3
1903	155	29	
1904	200	29	
1905	415	108	

There are twelve institutions having commercial courses for the completion of which they give a degree, as follows:

University of Michigan	A. B.
University of Illinois	A. B.
University of Pennsylvania B. S. in E.	
University of California	B. S.
New York University	B. C. S.
State University of Iowa	A. B.
Dartmouth College	M. C. S.
University of So. Dakota	B. C.
University of Wisconsin	A. B.
Indiana University	A. B.
Mount Union College, Alliance, Ohio	B. C. S. and M. C. S.
University of Oregon	A. B.

What does all this mean? Simply that there is an exceptional opportunity for a new line of educational work. That if the opportunity is not made use of, the United States, not the individual, will suffer. The individual who is in earnest will get the education somehow, somehow. Let the educators of the country never for one moment forget that equipment is the opportunity and proceed forthwith to equip for commercial extension. Howard M. Jefferson.

New York Tribune Farmer.

The Tribune Farmer has no superior anywhere in this wide world as a publication for farmers and their families. It does not, to be sure, tell how to extract green cheese from the moon, but everything worth knowing about the theory and practice of farming is treated by men recognized as experts in their various lines. But The Tribune Farmer does more than supply such valuable information. It keeps the farmer in touch with all the latest improvements by text and pictures, and pays special attention to the work being done at agricultural colleges all over the country. Besides all this it has features to interest the women folk. The price is \$1 a year. For a free sample copy send a postal card to The New York Tribune, New York.

The Relation of Shoes To Graceful Walking.

"All of the cities on the continent," said a prominent wholesale shoe merchant, who has just returned from his first trip abroad, "are full of graceful walkers of the feminine sex. This is more noticeable to the American, probably, for the reason that here, in our larger cities especially, we see so little of that kind.

"The reason American women do not walk well, as a rule, is that their shoes are uncomfortable and the heels are too high. The ordinary American woman who has walked a dozen squares wants to sit down and rest. A French woman can walk all day without a protest. And regardless of the fact that she wears those much-abused 'French heels.' But that is just where the mistake is made. The American manufacturer has, in his endeavor to provide something quite dashing, tacked onto the heel seat of some of the shoes a heel monstrosity which throws the average French custom shoemaker into a rage at the sight of it.

"What the French woman really wears for street wear is the old-fashioned 1 1/2 or 1 1/4 'Louie' heel with the broad top lift, which give as much surface on which to walk as the ordinary military heel of the present day. Then she wears her shoes to fit her feet according to the shape the good Lord made them. If her foot is of the long, narrow and pointed kind, that is the kind of shoes she buys or has made; if short, wide and square, it is the short vamp and broad toe that is selected. And above all other things—they are never tight.

"Said a well-known gymnasium teacher to me: 'It is impossible for a woman to be awkward in her walk if she will wear a shoe with a heel not exceeding 1 1/2 inches in height and when she puts her foot down have the toes turned outward. The latter restriction permits her to follow the rule of putting the ball of the foot down first, and the latter is the natural position of the foot.

"I was also told by many shoemakers abroad that it is the usual, rather than the unusual, thing for the woman of average means to possess eight or nine pairs of shoes, and change often. These were street shoes to which he referred. Another good and sensible thing those foreigners do is to frequently have new kid linings put in their shoes. This, they claim, makes the shoe feel fresher and prevents blisters.

"There is much to be learned from the foreigners in the selection and care of shoes, but the thing that strikes me as being the fundamental principle, or difference, between the American woman and her sister abroad lies in the fact that the former selects her shoes with but the one thought of style, while the latter looks for comfort and utility first and then style."

Canned charity may feed the hungry, but it can not fill the heart.

The gloomy church is likely to be filled with tombstone saints.

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	9	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	5	10	2 95
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 1/2	1 1/4	6	12	2 65
265	3 1/2	1 1/4	5	12	2 70
264	3 1/2	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	50				
Jennings' imitation	25				
Axes					
First Quality, S. B. Bronze	6 50				
First Quality, D. B. Bronze	9 00				
First Quality, S. B. S. Steel	7 00				
First Quality, D. B. Steel	10 50				
Barrows					
Railroad.	15 00				
Garden.	33 00				
Bolts					
Stove	70				
Carriage, new list.	70				
Plow.	50				
Buckets					
Well, plain.	4 50				
Butts, Cast					
Cast Loose Pin, figured	70				
Wrought, narrow.	60				
Chain					
1/4 in 5-16 in. 3/4 in. 1/2 in.					
Common. 7 c. 6 c. 4 1/2 c.					
BB. 8 1/4 c. 7 1/4 c. 6 1/4 c. 6 c.					
BBB. 8 c. 7 c. 6 c. 5 1/2 c.					
Crowbars					
Cast Steel, per lb.	5				
Chisels					
Socket Firmer.	65				
Socket Framing.	65				
Socket Corner.	65				
Socket Slicks.	65				
Elbows					
Com. 4 piece, 6 in., per doz.	net. 75				
Corrugated, per doz.	1 25				
Adjustable	dis. 40 & 10				
Expansive Bits					
Clark's small, \$18; large, \$26.	40				
Ives' 1, \$18; 2, \$24; 3, \$30	25				
Files—New List					
New American	70 & 10				
Nicholson's	70				
Heller's Horse Rasps.	70				
Galvanized Iron					
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28					
List 12 13 14 15 16 17					
Discount, 70.					
Gauges					
Stanley Rule and Level Co.'s	60 & 10				
Glass					
Single Strength, by box	dis. 90				
Double Strength, by box	dis. 90				
By the light	dis. 90				
Hammers					
Maydole & Co.'s new list.	dis. 33 1/2				
Yerkes & Plumb's	dis. 40 & 10				
Mason's Solid Cast Steel	30c list 70				
Hinges					
Gate, Clark's 1, 2, 3.	dis 60 & 10				
Hollow Ware					
Pots.	50 & 10				
Kettles.	50 & 10				
Spiders.	50 & 10				
Horse Nails					
Au Sable.	dis. 40 & 10				
House Furnishing Goods					
Stamped Tinware, new list.	70				
Japanned Tinware.	dis. 10 & 10				

Iron

Bar Iron	2 25 rate
Light Band	3 00 rate
Knobs—New List	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
Levels	
Stanley Rule and Level Co.'s	dis.
Metals—Zinc	
600 pound casks	8
Per pound	8 1/2
Miscellaneous	
Bird Cages	40
Pumps, Clister.	75 & 10
Screws, New List	85
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
6 advance	30
4 advance	45
3 advance	70
2 advance	50
Fine 3 advance.	15
Casing 10 advance	25
Casing 8 advance.	25
Casing 6 advance.	25
Finish 10 advance.	25
Finish 8 advance.	35
Finish 6 advance.	45
Barrel 1/2 advance	85
Rivets	
Iron and tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade.	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
Ropes	
Sisal, 1/2 inch and larger	9 1/2
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	28 00
Sheet Iron	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz	5 50
Second Grade, Doz.	5 00
Solder	
1/2 0/0	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron	60-10-5
Tin—Melyn Grade	
10x14 IC, Charcoal.	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25	
Tin—Allaway Grade	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50	
Boiler Size Tin Plate	
14x56 IX, for Nos. 8 & 9 boilers, per lb	13
Traps	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45
Wire Goods	
Bright.	80-10
Screw Eyes.	80-10
Hooks.	80-10
Gate Hooks and Eyes.	80-10
Wrenches	
Baxter's Adjustable, Nickel.	80
Coe's Genuine.	40
Coe's Patent Agricultural, Wrought, 70 & 10	

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	48
1 to 6 gal. per doz.	56
8 gal. each	56
10 gal. each	70
12 gal. each	84
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70
Churns	
2 to 6 gal. per gal.	6 1/2
Churn Dashers, per doz	84
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
1/4 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun	31
No. 1 Sun	33
No. 2 Sun	50
No. 3 Sun	35
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	Per gross 5 00
Quarts	5 25
1/2 gallon.	8 00
Caps.	2 25
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
Anchor Carton Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top.	1 70
No. 1, Crimp top.	1 75
No. 2, Crimp top.	3 75
Fine Flint Glass in Cartons	
No. 0, Crimp top.	3 00
No. 1, Crimp top.	3 25
No. 2, CVrimp top.	4 10
Lead Flint Glass in Cartons	
No. 0, Crimp top.	3 81
No. 1, Crimp top.	4 04
No. 2, Crimp top.	5 00
Pearl Top in Cartons	
No. 1, wrapped and labeled.	4 60
No. 2, wrapped and labeled.	5 30
Rochester in Cartons	
No. 2, Fine Flint, 10 in. (85c doz.)	4 61
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 54
No. 2, Lead Flint, 10 in. (95c doz.)	5 50
No. 2, Lead Flint, 12 in. (\$1.65 doz.)	8 78
Electric in Cartons	
No. 2, Lime, (75c doz.)	4 26
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 50
LaBastie	
No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.35 doz.)	6 90
OIL CANS	
1 gal. tin cans with spout, per doz.	1 21
1 gal. galv. iron with spout, per doz.	1 37
2 gal. galv. iron with spout, per doz.	3 11
3 gal. galv. iron with spout, peer doz.	3 11
5 gal. galv. iron with spout, per doz.	4 17
3 gal. galv. iron with faucet, per doz.	4 75
5 gal. galv. iron with faucet, per doz.	4 75
5 gal. flitting cans	7 00
5 gal. galv. iron Nacoffs	9 00
LANTERNS	
No. 0 Tubular, side lift	4 45
No. 2 B Tubular	6 40
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 71
No. 12 Tubular, side lamp	13 00
No. 3 Street lamp, each	8 50
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx. 10c.	50
No. 0 Tub., cases 2 doz. each, bx. 15c.	50
No. 0 Tub., bbls. 5 doz. each, per bbl.	3 00
No. 0 Tub., Bull's eye, cases 1 dz. each	25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0 % in. wide, per gross or roll.	25
No. 1, % in. wide, per gross or roll.	30
No. 2, 1 in. wide, per gross or roll	45
No. 3, 1 1/2 in. wide, per gross or roll	85
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	3 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	3 50
500 books	11 50
1000 books	20 00
Credit Checks	
1000, any one denomination	2 00
1000, any one denomination	2 00
2000, any one denomination	2 00
Steel punch	2 00

DRY GOODS

Weekly Market Review of the Principal Staples.

Heavy Brown Goods—All heavy brown goods continue to maintain their characteristic firmness, yet the advances that were about to be made on many lines when the sudden advance in cotton took place, a week ago, did not materialize. Slight advances have been shown, however, in several instances, but only to an extent that conformed with the gradually increasing strength of the general market. There still holds out a big future for business when conditions become more settled between buyer and seller, but now there is no speculative buying by either jobber or converter. Business is done now only where immediate needs are concerned. While reports of re-sales of export goods are current, yet the fact that they are being sold at full market prices is not regarded as a jeopardizing influence, and many are glad to have their trade supplied for the time being, inasmuch as they have been unable to grant them the deliveries asked. It is not believed, however, that there is any general movement in this direction, although report has it that a fair amount of 3-yard and 3.25 yard sheetings, which were destined to go abroad, has been marketed to the home trade.

Bleached and White Goods—Improved demands are noted for nearly all lines of fine bleached goods. Low and medium grades continue active, but deliveries are backward on old business. Advances on fine and medium counts are reported in several instances. White goods are in excellent shape and new business continues to come in very freely.

Ginghams—Fine ginghams have been advanced during the week by a number of well-known manufacturers. The well-conditioned productions with the bright outlook have caused the new advances. Buyers seem to agree to the new values. Novelty waistings and suitings are also on a higher basis than a week ago. Good business is reported in most circles.

Napped Goods—Have been opened for the fall of 1906 season, but buyers have not shown much interest as yet. There is an unusually bright outlook for flannels and when buyers become reconciled to the new price conditions, it is predicted that a record-breaking season will be made.

Dress Goods—Operations in the dress goods market at the present time are practically at a standstill. This condition does not rule because of any disinclination on the part of buyers to place orders, but rather because of their inability to find mills in a position to take the orders. The demand for dress goods is along such well-defined lines and at the same time of such volume that desirable lines are practically all under orders. Not only is this true of the popular worsted fabrics, but also of broad-

cloths and other woollens similar to broadcloths. There is at this time in the dress goods market, far more than in men's wear circles, a strong leaning towards woollens. Broadcloths being so favored have helped other woollen fabrics. At the present time this demand is mostly confined to staple and semi-staple goods, but there is a strong feeling that the success of these fabrics augurs well for other woollens and that this condition will be reflected in the entire woollen market in the near future.

Wool Knit Goods—There has been a good active business in wool knit goods, with prices very firm and an advance in some cases of 25 per cent. over last year. In this case the advance is said to be due more to the recent heavy demand than to the higher prices predicted for the raw material. The selling has gone on in this market quietly but strongly, and manufacturers are now all sold up or nearly so. Unlike the condition in the cotton knit goods market, buyers have kept the situation almost wholly in their own hands—so much so that many manufacturers have complained that the prices they were forced to accept are much lower than the situation should allow them. This dissatisfaction has been most generally expressed by manufacturers of wool hosiery, for which the demand seems to be falling off in late years.

Ginghams—When manufacturers of staple ginghams can get 53¢ for their product, it is emphatically demonstrated that the cotton goods market is in an impregnable position. The wide variance in the grades of ginghams accounts for the sold-up condition of some of the well-known tickets and of the corresponding weakness in other lines; but taken as a whole the business put through on ginghams for the spring season is of greater volume than that of last year, or any season since 1901. Many of the patterns that have been introduced this season have contained no new ideas, but a different color treatment, which has made them attractive to a large number of buyers. The business done during the past twelve months, and particularly during the season of initial ordering for the spring of 1906, has proven to be a banner one for conventional and well-known patterns. On the fine dress ginghams all the jobbers of the country have taken their full quota of goods and have begun a very successful canvass of the retail trade on these goods. All of the fabrics made of similar yarn construction are in strong position for the spring, especially fancy shirtings, chambrays and the well-known lines of zephyrs. No buyer well posted on the market situation can reasonably expect to have goods offered him for the balance of the season at any price concessions.

Ribbons—The spring season is starting off better than was expected, and the outlook for the ribbon market in general appears to be much brighter. Velvet ribbons, Roman stripes, broches and a variety of other makes too numerous to mention, have already been taken by buyers who have placed initial orders.

Silks—Silk piece goods manufac-

Wash Goods



Our lines of Ginghams, Lawns, Prints, Dimities, Organdies and in fact all our lines of wash goods will be open for your inspection in about ten days.

P. STEKETEE & SONS

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

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

turers are feeling greatly encouraged over the improved outlook for the spring season of 1906. The discouragements that ushered in the opening of new lines are gradually disappearing, and every member of the silk trade to-day predicts a good business to come. Prices, the barometer of silk demand, are gradually but surely stiffening and seem to show that the request, which sellers were afraid would be lacking, is proving better than expected. Prices do not stiffen up in a market that lacks demand. Salesmen have returned in many instances from spring trips, and they report that business is increasing in a very fair manner. With regard to the fabrics that have formed the initial orders so far, taffetas are a long way in the lead. These goods have been turned out for the new season in many shapes. Chiffon taffetas in blacks, ranging from 27 to 36 inches, have sold well. The stiffer, and what are termed more staple qualities, have also been taken; they will be used for waists, petticoats and drop skirts. Women have again turned to silks for interlinings and for petticoats, in the place of linen and cotton goods that have been in vogue for the past two seasons. Colored taffetas, as well as blacks, have also sold fairly well, and sellers are pinning their faith to these goods for the spring. Lightweight satins are moving in a favorable way and many goods are being taken with satin finishes or satin surface. All kinds of high luster, soft-finished goods, such as messalines, radiums, chiffon taffetas and satin duchess, have been taken. Peau de cygne, in black and plain colors and in shot effects, are also good property. The outlook seems to be favorable for all kinds of novelties of a fancy order. Shirt waist suits will be a prominent factor in the coming season's business, and the cutting-up trade has already ordered largely of novelties to be made up in these suits. Many lines have been turned out in solid, open and fancy checks, open-work designs, neat brocades, taffetas, louisines and lightweight poplins, which have also been taken for shirt waist suits. The old and well-known foulard is somewhat of an unknown quantity for the spring, but manufacturers of these goods seem to be sanguine regarding the business to come, in spite of unsatisfactory reports. Oriental silks, such as shantung and pongees, it is stated, will be used in larger quantities than ever for the coming season. Some very attractive fancies have been produced with color combinations that can hardly fail to attract the woman buyer.

Recent Business Changes in the Buckeye State.

Bellefontaine—The Bellefontaine Hardware & Tool Co. has changed its style to the Bellefontaine Hardware Co.

Cable—E. N. Kessecker is succeeded in the grocery business by W. S. Coffey.

Cincinnati—The skirt manufacturing business formerly conducted by First & Gillman will be conducted in the future by First & Brunner.

Cincinnati—Kennedy, Ferguson & Co. are succeeded in the planing mill business by The Cincinnati Planing Mill & Dry Kiln Co.

Cleveland—A. Goldsmith, manufacturer of skirts, has admitted Walter A. Goldsmith to his business and they will continue the business under the style of A. Goldsmith & Son.

Cleveland—Goldsmith & Thurman, proprietors of the Jewelers' Manufacturing Co., have dissolved partnership. The business will be continued, however, under the same style in the future.

Cleveland—School & Wallerman have discontinued manufacturing caps at this place.

Columbus—Cohen & Holts, dealers in clothing, have dissolved partnership, Mr. Cohen continuing the business.

Columbus—M. J. O'Reily is succeeded in the grocery business by O'Reily & McCabe.

Forest—H. D. Shields will continue the drug business formerly conducted by Blue & Shields.

Lafayette—H. S. Watrous is succeeded in general trade by G. Hieromyus.

Lockland—John E. Maley is succeeded in the drug business by Goetze Bros.

Rockwood—Gillen Bros., who formerly conducted a general store, are succeeded by O. T. King.

St. Martin—P. & A. Graham are succeeded in the grocery and shoe business by F. A. Fagin.

Springfield—Niuffer, Weber & Groves, dealers in coffee, are succeeded in business by Wm. F. McComb.

Toledo—The men's clothing business formerly conducted by G. R. Hopkins will be continued in the future under the style of the G. R. Hopkins Co.

Williamsburg—J. T. Codling will continue the grocery and notion business formerly conducted by J. T. Codling.

Cincinnati—L. F. Vorhis, retail grocer, has made an assignment.

Cleveland—A petition in bankruptcy has been filed by the Colonial Brass Co. and a receiver appointed.

Cleveland—A receiver has been applied for for School & Wallerman, manufacturers of caps.

Continental—A petition in bankruptcy has been filed by the creditors of F. E. Fender, grocer.

Oakharbor—The creditors of H. C. Mylander, hardware dealer, have filed a petition in bankruptcy.

Springfield—A receiver has been appointed for the Consolidated Purse Manufacturing Co.

Springfield—A petition in bankruptcy has been filed by the creditors of J. H. McWade, clothier.

Youngstown—A petition in bankruptcy has been filed by the creditors of V. C. Rogerson, dealer in wall paper.

Men All Looked at Her.

Mr. and Mrs. Quinn were arguing the usual question—money. Mrs. Quinn wanted money with which to purchase a new dress, but Quinn did not think she needed one.

"Anyway," said Quinn, "why

should ye need a new dress? Shure, no one would look at ye if ye were dressed to kill. 'Pon me soul, ye are no beauty."

"Is it no one would look at me, ye say? Then, I can show ye that some one would look at me, an' I'll prove it to ye, so. If I can walk down Monroe street and every man passin' will look at me, will ye give me the dress?"

"That I will; but it's conceited ye are gettin'. Shure, I don't believe even a blind man would give ye a look."

"Indeed, then, I'll show ye," with which retort Mrs. Quinn proceeded to dress for the street, with instructions for Quinn to follow her at a short distance.

As Mrs. Quinn walked down Mon-

roe street every man who passed looked around, or stood on the street smiling as she passed. Quinn was dumfounded and concluded that his wife was a very attractive woman.

"Shure," said he, "I must be blind not to see her good looks, when all these min are just gapin' at her."

A messenger boy passed with a broad grin on his face. "Me bye," said Quinn, "what is all those min lookin' at that woman for? Is she just a beauty, now?"

"Gee, no! She ain't no beaut. She's a face! All the men is lookin' at her because she is stickin' out her tongue and makin' faces at every one of them that passes. Beaut! I guess not. She's dippy."

But she got the dress.

START THE NEW YEAR RIGHT

What about those credit accounts? Have you been charging up a dollar a day as expense to cover the money lost through forgotten charges, disputed bills and bad accounts? That is the amount lost every day in the average store. Thing of it; \$300 worth of hard earned profit wasted every year by the leaks in the book-keeping system. You can stop that loss. You save every dollar that you have considered was the natural cost of a credit business, by using the

The Simplex Method furnishes all the information that a complete set of books will do. It keeps a ledgerized account. It carries an itemized record of every purchase. It furnishes a complete statement that is always ready to present, without a stroke of writing or copying. Its operation is so simple that you can do the work necessary to keep all your accounts in 15 to 25 minutes and each entry will be correct for the

SIMPLEX ACCOUNTING

SIMPLEX METHOD

ACCOUNTING METHOD.

The Simplex is a simple, rapid and accurate method of keeping credit accounts. It is not a rack to hold sales slips, but an approved system of account keeping, that meets every requirement of the most progressive merchant.



proves every step in the transaction. The Simplex provides a check that prevents your accounts from running over the time due and credit limit. It keeps poor payers and undesirable customers off your accounts. It helps 50 per cent. in making collections.

The Simplex Method enables you to carry the balance due on the sales slip furnished with each purchase. By this means you can keep each customer informed as to amount they owe you.

You can present at any time a completed statement, that shows balance due, when payment is expected, the totals of each day's purchase and any payments or credits on account.

You are looking for improvements to better your business in 1906. Your best investment will be a Simplex Method.

On request we mail our descriptive booklet, with specimen pocket ledgers, etc.

CONNARD-HOCKING CO.

205 Dickey Bldg. CHICAGO, ILL.

Get our prices on Duplicating Salesbooks.

DO IT NOW

Investigate the

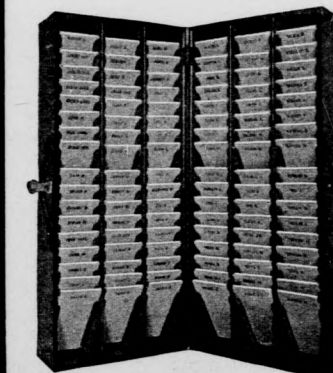
Kirkwood Short Credit System of Accounts

It earns you 50 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.



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.

Small Points That Mean Big Business.

Show proficiency in small things, and the observer will usually take it for granted that you are proficient in the big ones. Don't slight the trifles—they are like pebbles from which a geologist can glean all the information he needs about surrounding mountains. Be a business man in all you do; accurate to the last detail. In this article some of the commonest little "breaks" are going to be dissected; faults it is important a salesman should overcome, since his success depends upon making a first class impression.

If your man is not in when you call, leave your name and a definite message with some clerk of sufficient responsibility to deliver it. Nothing maddens a man so thoroughly as to be told that somebody has called in his absence, but that the visitor's name, his whereabouts, the nature of his errand and the chance of his ever coming back are dark and unfathomable mysteries.

There are times when negligence of this sort means a big slice of business lost to the offender—business which he will be unaware of losing, perhaps, for nobody will tell him the results of his carelessness—but it is lost, just the same.

Mr. Lord, the proprietor of a store in an eastern city, is perhaps expecting Mr. Brand from San Francisco, but doesn't know just when he will arrive. Their business together is of vital importance, and Lord is impatiently waiting for news that Brand is in town. Lord is called away for an hour and on his return is told that a stranger has come and gone. Was that man Brand? Lord is wildly eager to know, but he can't find out for the stranger left no name. He only said he "would be back bye and bye." Lord sums up the situation and concludes that his visitor really was Brand. He makes his arrangements accordingly, perhaps at some expense and trouble. It develops that the caller was not Brand, after all, but Brockton, a traveling salesman, who drops in in the afternoon, and agreeably tells Mr. Lord that he was sorry to find him out on the occasion of his former call. Imagine Lord's state of mind. An auspicious beginning for Brockton, is it not?

This is not an exceptional case. It frequently happens that whether our errand is of significance or not is of supreme importance to the other fellow. Leave a specific message, and it will repay the breath or the pencil

marks that are spent on it, and the smile that ingratiates the "help" who is asked to deliver it.

You will sometimes talk to your prospect over the telephone, or you will have occasion to use the 'phone in his presence to call up another "party." There are many men who don't know how to use the instrument properly. A man who is bungling at the telephone makes trouble for himself and other people. Don't be in that class. Learn to use the 'phone well, and this is the way:

Put your lips within an inch of the transmitter, and having got your "party," speak to him in an ordinary conversational way but in a voice much lower than its usual pitch—almost a whisper, in fact. Resist the temptation to whoop as if he were somewhere at the further end of the building—he is virtually as close to you as if your mustache brushed his ear. Try to speak distinctly, but not with exaggerated enunciation. Don't clip your words short. Only for a long distance message, such as from Chicago to Omaha, is it necessary to elocute over the 'phone. Never lose your temper, scold the operator or the "party" who breaks the connection. There is an instinct inherent in the human breast to regard the man who can preserve his equanimity at the telephone with as much admiration as is given to him who can keep his graceful self-possession in the storm of battle.

When you display samples in a man's establishment, be careful not to spread them over counters where they will interfere with the operations of some clerk, or give the room a messed-up appearance. You know, and your customer knows, why those samples are flung promiscuously around, but a shopper on entering may cast a glance of unenlightened surprise at the disorder, and your prospect may feel embarrassed.

If your customer excuses himself for a moment and leaves you standing alone, don't yield on such occasion to relax your self-discipline. Don't manicure your nails while waiting. Don't lounge, with a far-away look in your eyes like one of Nature's worshippers on a park bench. Don't shuffle your feet, restlessly. Don't yawn—for the love of Heaven! When your customer returns, don't let him see you "pull your thoughts together" to get back to the interrupted talk. Your interest in what you were saying has suffered no interruption in your mind—let him see that.

Perfectly disciplined deportment is required of soldiers on the parade ground. When a halt is called, they do not lop over on one another, or engage in trimming their nails, or gape, or shrug themselves into more comfortable attitudes. It isn't that the commandant wants to torture his men that he makes them stand erect and attention—it's that he wishes to impress the observer with their readiness for action. Acquire a military alertness and precision in all your looks and actions when "on review."

A salesman should avoid the gaucherie of being "too familiar." He

should be cheerful, hearty, and uphold his equality, but his manner should not imply the easy-going relations of established comradeship. Never omit the prefix "Mister" in calling by name your customer or any male subordinate to whom he may introduce you. Never stroke your prospect's back, or bruise his biceps between your thumb and finger, to imply a private understanding and good fellowship. Meet his advances more than half way, but in a manner that the most reserved could not resent. Don't coddle him.

If your customer is an old man, show him special deference. When you walk together, let him precede you; perform any little act of courtesy toward him, or toward the frequenters of his place of business, which occasion may suggest.

Drill yourself daily in these trifling things, whose omission means often a serious loss.—Salesmanship.

Some Recent Innovations in the Clothing Trade.

The growth of the so-called "tailor-to-the-trade" business should logically affect the sales of the clothing manufacturer, but it doesn't. The demand for ready-to-wear clothes for next Spring is simply enormous and there are a dozen houses of the first class which can not possibly make full deliveries. This applies more particularly to two-piece suits and Summer specialties for which the demand is unexampled. Overcoats are, of course, less sought in the Spring than in the Fall. The new models are patterned after those of this season, being trim-waisted, figure-defining and flare-skirted. It is noticeable that the long Chesterfield is the smartest overcoat this season and Paddocks, Paletots, Newmarkets and Surtouts, though still in wide demand, have undoubtedly fallen from grace. Double-breasted, button-through overcoats, in both hard and soft surface fabrics, have superseded the old belt-back garment, which, however, survives here and there chiefly for knockabout country wear. Plain blue and black Meltons are "coming in" and brown is worth watching as an overcoat color for the Spring season.

Without doubt the old method of keeping clothes piled in rows on tables is destined to go. The success of several retail establishments in widely separated sections of the country which show all their goods draped over forms and hung in dust-proof cabinets proves conclusively that the idea is a step forward in clothes selling. Certainly, the visitor is much more favorably impressed by the new method which is in keeping with the claim of the clothier of today that his garments are individually cut and tailored. For the buyer to see the salesman pull out a suit or overcoat from among a dozen others in a pile is to make him feel that the garments have been cut in quantities by machine. That feeling on the part of the consumer is the very feeling that the clothier is working with might and main to obliterate. Through newspaper advertising, over the counter, by every means in their power the maker and dealer are striving to educate the public to look

for the same care in the designing, cutting and finishing of ready-to-wear clothes as is looked for in custom-made clothes. Showing garments individually on forms helps and fosters the favorable impression created by good advertising and lifts clothes-selling to a distinctly higher and better level.

The success of a number of high-class specially shops devoted to children's clothes indicates how important a part of the business this branch has become. That the profits are smaller in many large clothing establishments than they should be, and that the lion's share of the children's trade is pre-empted by the department stores are proofs that the clothier does not pay enough attention to the children's feature of his business. The styles are chosen at random, frequently regardless of the prevailing mode, old stock is kept season after season on the theory that there is no such thing as fashion in children's clothes and low price is made the only consideration in buying from the makers. As a natural result, the department store which keeps its finger on the public pulse and is keenly awake to every condition of supply and demand gets the trade. Reform is sorely needed in the children's department of many well-conducted clothing stores.—Haberdasher.

Count Witte has hesitated to employ force in establishing order in Russia, evidently hoping that after the people had been allowed to give vent to their feelings they would subside to such a degree as would permit the government to proceed with its proposed reforms. As it is the first time the Russian people have experienced any sense of their power, it is not surprising that they have gone to extreme limits. No matter what happens the authority of the Czar will never again be absolute, for the people have discovered their own strength and the way to use it.

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

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

The Grain Markets.

The wheat market has been dull and dragging throughout the week, May wheat closing practically unchanged, while December option has lost one cent per bushel with cash market steady. The visible supply showed an increase for the week of 1,632,000 bushels, as compared with an increase last year for the same week of over four million bushels. This makes the present visible supply of wheat at 40,469,000. The amount of wheat now on passage for Europe is reported as about 31,000,000 bushels, as compared with 35,000,000 bushels at same time last year, this week showed a decrease as compared with last week of 1,288,000 bushels. Receipts of wheat in the West have been free and cars reported a little easier. There has been a general tendency during the past ten days to work stocks down somewhat for inventory at the first of the year.

The corn market received quite a shaking up yesterday, early in the season prices sold off three cents per bushel, from 47½ to 44 cents, but quickly recovered and closed at 47 for old December in Chicago. The visible supply showed an increase of 1,816,000 bushels, making present stocks at 10,555,000 bushels. Receipts of new corn are quite liberal, out of 1,045 cars yesterday at Chicago, 280 were of contract grade. The arrivals of new corn in Michigan are running much better in quality the past week, and with seasonable weather we do not anticipate any trouble with quality of corn now being shipped from the corn belt.

The oat market has been quiet, receipts running fairly liberal, prices being ruled largely by sympathy with other grains, with prices for the week about unchanged. Oats are now moving a little more freely, and quality if anything is improved over early receipts. The quality of Michigan oats as a rule, however, will grade no better than number 4 white, occasionally a car will run number 3 white.

L. Fred Peabody.

Liquor Selling at Lumber Camps.

Simmons, Dec. 20—We have your favor of Dec. 16, and take pleasure in giving you all of the information we can in connection with the operating of our plant and camps without a saloon. When we first started in three years ago, we had more or less trouble to keep the men and to keep whisky out of the camps, but it was only temporary, as it was soon understood that we would not allow whisky in or around our works and insisted on keeping the men away from it. It has brought us a far better class of workmen and our men are happier and better for it. We are never troubled for lack of help, but quite the contrary, as we have more men than we can use at times, even when operating four or five camps with at least fifty men to a camp. There is absolutely no doubt in our mind that any small mill town is better off without a saloon. There is no question but that a saloon is a profitable addition from a financial stand-

point, but we are in the lumber business, not in the saloon business.

There is no doubt in our mind but that the idea of Mr. John J. Foster, of Greenville, will be a great benefit, and he will find his men happier and better for the bowling alley and card tables, under the charge of a woman, and he will have less trouble to keep them than he would if he had a saloon.

Our hall is of some assistance to us, but not at all necessary.

Simmons Lumber Company.

Bonus Institution Languishes.

South Haven, Dec. 26—The Cable-Nelson piano factory, secured for this place at a cost of about 40,000, is partly closed, and of the 400 men at work several weeks ago less than one-half are now at work. Many of the skilled men who came here from Chicago are discouraged and will return to the big city for the holidays, and it is expected that the majority will seek work there and not return to South Haven.

This is the only factory that was bought with the bonus fund raised by bonding the city and the fact that it has already been partly closed is rather discouraging to the men who engineered the deal, although the people of this place are standing loyally back of the proposition and it is expected that by another year the company will be so firmly established that it will see no dull seasons and have no shut-downs.

The workmen who came here from Chicago express dissatisfaction because there is little in the way of amusement at South Haven during the winter months. They want some place to go and spend their money. The piano factory at one time employed about 400 men at good wages and the business of the village received a noticeable boost.

As an instance of the good fellowship which can exist between members of the jobbing trade, the Tradesman takes pleasure in calling attention to the advertisement of the Worden Grocer Co. on page 10 of this week's issue. Such examples are by no means rare, but they are by no means as plenty as they might be.

W. O. Ephlin, for the past three years traveling representative for the National Grocer Co., will represent the Lemon & Wheeler Company after Jan. 1. He will cover the same territory he has covered in the past, which comprises all the available towns on the Lake Shore between Pentwater and Benton Harbor.

Lansing Republican: W. C. French has resigned his position as agent with the National Biscuit Co. because of ill health. He has been with the company about fourteen years. Creamery Co. has declared a dividend of 7 per cent.

J. P. Visner, local representative for E. J. Gillies & Co., has gone to New York on his usual annual trip.

Destiny gives every homely girl a free pass to heaven.

Growth of the Installment Plan.

It looks as if the installment plan as a trade-getting method is here to stay.

Since the first installment houses started in business in the cities many roasts have been given this plan.

Some of these things are true. Others were true once, but are not now.

The many predictions that the installment plan would not last have failed.

As a stayer it is showing remarkable qualities. As a selling method it shows promise of steady and vigorous growth.

The installment plan has spread over the cities and is now invading the country.

Deals in smaller cities and smaller towns are finding that it will sell goods and hold trade where the regular plan fails.

Is that enough to insure its popularity with the dealers? You know it.

Stoves, sewing machines, furniture, cream separators, and all the long list of articles sold in a store and which run into money fast, can be bought under the big umbrella of the installment plan.

Mrs. Smith will buy a sewing machine on the installment plan when she will turn you down on your regular terms.

Yes, ask her more money for the machine, if you want to. That makes little difference. The installment plan sells the goods.

When this plan gets up to you, don't dodge. Just remember that all of the merchants who have used it endorse it.

To be sure, it teaches people to buy things when they have not the money to pay for them and all that, and so on. We have heard that before. But it does sell the goods.

As we understand it, you are there to sell the goods. Now don't worry about what the installment plan does to the consumer. As long as the consumer has fallen in love with the plan, why should you be worrying your head about the divorce?

Too Much Illumination.

Here is a tale about a Chicago couple who selected New York for their honeymoon. After seeing Broadway, the Bowery and Chinatown, they arrived at the subway. Both were exceedingly anxious to take a ride underground.

"You know it is just grand, Clarence," whispered the bride, as they descended the stairs.

"You bet it is," replied Clarence; fumbling for his change. "I wouldn't miss it for a fortune."

Procuring tickets, they followed the crowds.

"Which train should we take, Clarence, the express or the local?"

"The local, dear; it takes longer."

They boarded the car, and both looked so disappointed when the conductor passed through that he halted a moment to remark:

"You don't appear pleased with our new system."

"No; we thought the subway was dark like a—a railroad tunnel," whispered the bridegroom. "Let us off at the next station."

The bride reddened again, the passengers laughed, and the conductor passed on to the next car.

Successful Sugar Campaign at Alma.

Alma, Dec. 26—Another successful campaign of the Alma Sugar Co. has come to a close after a run of sixty-eight days. The factory started slicing October 9, and has had a continuous run without accident or shortage of beets during the entire run. The sheds were pretty well filled on the start, and the continued fine weather has permitted rapid harvesting and hauling of the crop.

Over 38,000 tons of beets have been delivered at the sheds this year, which required 1,000 cars and 8,000 wagonloads, and the sugar output was 147,000 pounds per day, or a total of nearly 10,000,000 pounds of sugar during the run.

The average test of beets has been 15.6 per cent., showing care and proper cultivation, and the contractors with the Alma factory have received \$217,000 for their crops. All who have had settlements are well satisfied and are contracting for next year.

The drier has had fully as successful a run, having turned out 1,900 tons of dried beet pulp.

Glance at the Life of a Traveler.

Detroit, Dec. 26—G. C. Burnham, Jr., was born in this city thirty years ago. He has not been a traveling man ever since, but for the past three years he has sold paints and specialties for the Acme White Lead and Color Works in a territory consisting of Central Michigan, from the Straits to the southern boundary line.

Mr. Burnham started in the paint business about ten years ago and since then represented on the road two other Detroit paint concerns before joining forces with the Acme.

Like all commercial travelers, his acquaintance on the road is large—he calls it his "stock in trade"—and his genial manner and upright business methods have won for him an enviable reputation, both as a friend and a business man.

About a year ago the Michigan Retail Hardware Dealers' Association made Mr. Burnham an honorary member of that organization. He can usually be found at his home, 16 Hobart avenue, at the end of each week.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, Dec. 27—Creamery, 22@25c; dairy, fresh, 18@21c; poor, 15@17c; roll, 16@19c.

Eggs—Fresh, candled, 28c; storage, 21c.

Live Poultry—Fowls, 10@11c; chickens, 10@12c; ducks, 14@15c; geese, 13@14c.

Dressed Poultry—Chickens, 12@14c; fowls, 12@12½c; turkeys, 20c; ducks, 16c; 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.

People who live in glass houses shouldn't turn on the light.



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.

Will Own and Operate One Hundred Stores.

Chicago, Dec. 26—The experiment of a chain of drug stores will be tried in Chicago, conducted on the lines of the United Cigar Stores. A dozen of the leading drug stores outside the loop have been purchased by the Ideal Drug Co. and, if the experiment is successful, the number will be increased to 100.

Although the paid up capital stock of the corporation is but \$25,000, according to the incorporation papers, it is said on reliable authority that \$300,000,000 is back of the enterprise. Harry G. Selfridge is credited with being a silent partner of the enterprise.

Wholesale druggists are viewing the formation of the combination with some apprehension, for an important feature of the chain of stores will be a wholesale establishment at 55-57 South Water street. This is expected to cut into the wholesale trade.

By a singular coincidence the offices and wholesale department of the corporation are in the building that contains the general offices and distributing depot of the cigar concern.

Marcus Pollasky, formerly a corporation attorney of Chicago, who has owned newspapers, merged gas companies, dealt in all kinds of stock enterprise, and constructed railroads, is President of the company. He said yesterday that there was associated with him, "giving him the benefit of his scientific commercial experience and well known business connections, as well as financial backing," one of the most prominent business men of Chicago. He would not admit, however, that it was Mr. Selfridge, although under some pressure he acknowledged that he had discussed the project with Mr. Selfridge.

The drug stores purchased by the company, with the exception of two or three, on which options have been secured, and the prices at which they were obtained, are as follows:

Rudolph E. Rhode, 504 North Clark street, \$25,000.

Fred A. Thayer, 572 West Madison street, \$15,000.

Henson & King, 3654 Cottage Grove avenue, \$6,000.

H. Foersterling, 396 Wells street, \$6,000.

Joseph F. Forbrich, 301 Thirty-fifth street, \$25,000.

G. A. Weckler, Thirty-first street and Cottage Grove avenue, negotiations pending.

Aldine pharmacy, 3645 Cottage Grove avenue, \$6,000.

Edward T. Richards, 2300 Cottage Grove avenue, \$10,000.

E. Von Herman, 226 Thirty-first street, \$20,000.

Herman Fry, 1100 North Halsted street, \$10,000.

Selkert, North avenue and Wells street, \$5,000.

Associated with Mr. Pollasky are Oscar Block, who will be Vice-President and General Manager, and F. Clayton Butler, Assistant Secretary. Each of them holds five shares of stock, according to the books. Mr. Pollasky has 240 shares in his name. The names of other stockholders do not appear.

Mr. Block, who has the reputation of being one of the best buyers in drug supplies in the city, has ceased to be connected with the Economical Drug Co. He would not give any details of the enterprise beyond admitting that a number of drug stores had been purchased and negotiations were pending for the purchase of others.

From other sources it was learned that the entire enterprise originated with Mr. Pollasky, who returned to Chicago two months ago, after having lived in New York since 1897.

Mr. Pollasky was found at his office, at 55 South Water street. The offices are impressively business like, with much highly polished new furniture and an odor of fresh paint. Behind gratings were two young men, who appeared unusually busy, and a stenographer was writing away for dear life.

"I'll admit that the idea came to me like a flash after I had gone into one of the United Cigar stores and been handed a bunch of coupons along with a purchase of cigars. I wanted something to do. Here was my chance, I thought. There are 1,080 drug stores in Chicago. Seven hundred of them are in the Retail Druggists' Association, and the others reap the benefit. There is money in the drug business, or there wouldn't be so many in it.

"I never have been in the drug business, but I have been in all other kinds. I bought the Chicago Journal in its jubilee year, in 1897. I built the San Joaquin Railroad in California. After varied experiences I decided I'd have to settle down. It was a toss up whether I would go to Seattle or Chicago. I decided on Chicago, where I am known.

"The first thing I did was to interest in the enterprise Mr. Block. Then I obtained the services of a young woman who has a reputation as a pharmacist that extends beyond the state, and whose papers at the national conventions always are regarded as authoritative. I interested Mr. Butler, a young man formerly of the

Erie Railway, who has had experience in similar enterprises.

"Now, don't make too much of a story of this enterprise. It is just a little test, an experiment. We don't expect to control prices. We don't expect to cut rates. That is the reason that we didn't buy a drug store inside the loop, where the cut rates are made. We intend to run a line of ideal drug stores, and will pay a good deal of attention to neatness, order and high class fixtures. We expect to make the Ideal drug stores ideal in every sense of the word. We will buy our drugs in bulk, discount our bills, obtain the best prices, and this will be our clearing house."

When he was asked who was associated with him in the enterprise, Mr. Pollasky said:

"I have been helped by a man who is recognized in Chicago as an ideal business man; he has assisted me with his scientific business knowledge and in a financial way."

"It is said, Mr. Pollasky, that Mr. Selfridge is behind you," Mr. Pollasky was reminded.

"Mr. Selfridge does not own a dollar of stock at this time," was the reply. "I am not at liberty to give the name of the person who is associated with me. I have talked with Mr. Selfridge about it, but he never has been in this office."

"If the plan works," he continued, "I can get \$25,000,000. There will be no limit to the number of Ideal stores in Chicago, New York, Cincinnati and other cities."

There already exists in Chicago a syndicate of five Buck & Rayner stores. In Cincinnati there are eight controlled by Miss Dow, who, according to the promoter, is deluged with offers of marriage. There are eight Riker drug stores in New York.

Nitrogen Must Be Freed.

When left alone to its natural functions nitrogen pursues a perfectly peaceful course, but when man succeeds in capturing it and combining it with other elements it becomes a dire potentiality for evil, as is obvious in the recent events of the war in the Far East and in the crime in the streets of Moscow.

The love of freedom, so to speak, characteristic of nitrogen is terribly exemplified in the explosion of the bomb in which it is imprisoned and bound to other elements. On the slightest provocation—a spark, a shock, a fuse—the nitrogen suddenly expands from seemingly nothing, as regards the space which it occupies, into infinity. This is in reality what happens when dynamite, lyddite or other unstable nitrocompounds explode when hurled in shells in warfare and in bombs in desperate attacks on human life.

Nitrogen, against its natural disposition, is locked up in an uncongenial space in these compounds, from which it is set free by simple means in an enormously expanded gaseous state with deadly effect, returning, in fact, to its normal peaceful mission once more. It is the analogue of the sword and the plowshare; in the nitroexplosive nitrogen is the modern engine

of warfare and crime. In the free state in the atmosphere it ministers directly to the quiet and peaceful needs of plant and human life.

Attaching Glass Labels To Bottles.

To 1 part beeswax take 3 parts of resin. Melt the cement in an open pan, by a gentle heat, to the consistency of syrup; pour it on the back of the label with a spoon. Then apply the label to the bottle (which must be perfectly dry) with a gentle pressure. While the cement is soft, form a groove in it by running the point of a knife around the label. This will save labor in chipping off the superfluous cement. The bottle must be kept in a horizontal position for about one-half hour in order to allow the cement ample time to harden. After the cement is hard, scrape off as much as possible and cut around the edge of the label with a square pointed-knife (a putty knife would be best). Then clean the label with kerosene or turpentine, and wipe off with a damp towel.

In order to insure uniformity in attaching the labels, a gauge should be made of wood for each size bottle to measure from bottom of the bottle to bottom of label. Any of the labels may be removed by heating the label and bottle at a slow fire until the cement becomes soft.

Thos. Willets.

The Drug Market.

Opium—Is unchanged.

Morphine—Is steady.

Quinine—Is dull and tending lower.

Gum Camphor—Has advanced 3c per pound and is tending higher.

Menthol—Is weak and lower.

On account of the many advances in pig, lead ground in oil has advanced and will no doubt be higher later on.

Linseed Oil—On account of higher price for flaxseed, has advanced and is tending higher.

Two people may be said to be half witted when they have an understanding between them.



**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

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Acidum		Copaiba	1 15@1 25	Scilla Co	50
Aceticum	6@ 8	Cubebae	1 20@1 30	Tolutan	50
Benzolium, Ger.	70@ 75	Evechthitos	1 00@1 10	Prunus virg	50
Boracic	17	Erigeron	1 00@1 10		
Carbolicum	26@ 29	Gaultheria	2 25@2 35	Tinctures	
Citricum	42@ 45	Geranium	1 00@1 10	Anconitum Nap's R	50
Hydrochlor	3@ 5	Gossypii Sem gal	50@ 60	Anconitum Nap's F	50
Nitrosum	8@ 10	Hedeoma	1 60@1 70	Aloes	50
Oxalicum	10@ 12	Junipera	40@1 20	Arnica	50
Phosphorium, dil.	15	Lavendula	30@2 75	Aloes & Myrrh	50
Salicylicum	42@ 45	Limonia	90@1 10	Asafoetida	50
Sulphuricum	13@ 15	Mentha Piper	3 00@3 25	Atrope Belladonna	50
Tannicum	75@ 80	Mentha Verid	5 00@5 50	Aurant Cortex	50
Tartaricum	38@ 40	Morrhuae gal	1 25@1 50	Benzoin Co	50
		Myrica	3 00@3 50	Barosma	50
Ammonia		Olive	75@3 00	Cantharides	50
Aqua, 18 deg.	4@ 6	Picis Liquida	10@ 12	Capiscum	50
Aqua, 20 deg.	6@ 8	Picis Liquida gal	10@ 12	Cardamon	50
Carbonas	13@ 15	Ricina	94@ 98	Cardamon Co	50
Chloridum	12@ 14	Rosmarini	1@ 10	Castor	50
		Rosae oz	5 00@6 00	Catechu	50
Aniline		Succini	40@ 45	Cinchona	50
Black	2 00@2 25	Sabina	90 1 00	Cinchona Co	50
Brown	80@1 00	Santal	2 25@4 50	Columbia	50
Red	45@ 50	Sassafras	75@ 80	Cubebae	50
Yellow	2 50@3 00	Sinapis, ess. oz.	1 00@1 25	Cassia Acutifol	50
		Tigil	10@1 25	Cassia Acutifol Co	50
Bacca		Thyme	40@ 50	Digitalis	50
Cubebae	15@ 18	Thyme, opt	1@ 10	Ergot	50
Juniperus	7@ 8	Theobromas	15@ 20	Ferri Chloridum	50
Xanthoxylum	30@ 35			Gentian Co	50
		Potassium		Gulaca	50
Balsamum		Bi-Carb	15@ 18	Gulaca ammon	50
Copaiba	45@ 50	Bichromate	13@ 15	Hyoscyamus	50
Peru	1 50	Bromide	25@ 30	Iodine	50
Terabin, Canada	60@ 65	Carb	12@ 15	Iodine, colorless	50
Tolutan	35@ 40	Chlorate	12@ 14	Kino	50
		Cyanide	34@ 38	Lobelia	50
Cortex		Iodide	3 00@3 65	Myrrh	50
Abies, Canadian	18	Potassa, Bitart pr	30@ 32	Nux Vomica	50
Cassiae	20	Potass Nitras opt	7@ 10	Opil	50
Cinchona Flava	18	Potass Nitras	6@ 8	Opil, camphorated	50
Buonymus atro.	30	Prussiate	23@ 26	Opil, deodorized	1 50
Myrica Cerifera	20	Sulphate po	15@ 18	Quassia	50
Prunus Virginl.	15			Rhatany	50
Quillaja, gr'd	12	Radix		Rhel	50
Sassafras	24	Aconitum	20@ 25	Sanguinaria	50
Ulmus	25	Althae	30@ 33	Serpentaria	50
		Anchusa	10@ 12	Stromonium	50
Extractum		Arum po	20@ 25	Tolutan	50
Glycyrrhiza Gla.	24@ 30	Calamus	20@ 40	Valerian	50
Glycyrrhiza, po.	28@ 30	Gentiana po	12@ 15	Veratrum Veride.	50
Haematox	11@ 12	Glycyrrhiza pv	16@ 18	Zingiber	20
Haematox, 1s	13@ 14	Hydrastis, Canada	1 90		
Haematox, 1/2s	14@ 15	Hydrastis, Can. po	2 00	Miscellaneous	
Haematox, 1/4s	16@ 17	Hellebore, Alba.	12@ 15	Aether, Spts Nit 3f	30@ 35
		Inula, po	18@ 22	Aether, Spts Nit 4f	34@ 38
Ferru		Ipecac, po	2 25@2 35	Alumen, gr'd po 7	3@ 4
Carbonate Precip.	15	Iris plox	35@ 40	Annatto	40@ 50
Citrate and Quina	2 00	Jalapra, pr	25@ 30	Antimoni, po	4@ 5
Citrate Soluble	55	Maranta, 1/2s	20@ 35	Antimoni et po T	40@ 50
Ferrocyanidum S	40	Podophyllum po.	15@ 18	Antipyrin	25
Solut. Chloride	15	Rhel	75@1 00	Antifebrin	20
Sulphate, com'l.	2	Rhel, cut	1 00@1 25	Argenti Nitras oz	50
Sulphate, com'l. by	70	Rhel, pv	75@1 00	Arsenicum	10@ 12
bbl. per cwt.	7	Spigella	30@ 35	Balm Glead buds	60@ 65
Sulphate, pure	7	Sanuginari, po 18	50@ 55	Bismuth S N	1 85@1 90
		Serpentaria	50@ 55	Calcium Chlor, 1s	9
Flora		Senega	85@ 90	Calcium Chlor, 1/2s	10
Arnica	15@ 18	Smilax, off's H.	40	Calcium Chlor, 1/4s	12
Anthemis	22@ 25	Smilax, M	25	Cantharides, Rus	1 75
Matricaria	30@ 35	Scilla po 35	10@ 12	Capiscil Fruc's af	20
		Symlocarpus	10@ 12	Capiscil Fruc's po	22
Folia		Valeriana Eng	15@ 20	Cap'i Fruc's B po	15
Barosma	25@ 30	Valeriana, Ger.	15@ 20	Carophyllus	20@ 22
Cassia Acutifol.	15@ 20	Zingiber a	12@ 14	Caroline, No. 40.	4 25
Cassia, Acutifol.	25@ 30	Zingiber j	16@ 20	Cera Alba	50@ 55
Salvia officinalis.	18@ 20			Cera Flava	40@ 42
1/4s and 1/2s	8@ 10	Semen		Crocus	1 75@1 80
Uva Ursi	8@ 10	Antum po 20	13@ 15	Cassia Fructus	35
		Aptum (gravel's)	4@ 6	Centraria	10
Gummi		Bird, 1s	10@ 11	Cataceum	35
Acacia, 1st pkd.	65	Carui po 15	10@ 11	Chloroform	32@ 32
Acacia, 2nd pkd.	45	Cardamon	70@ 90	Chloro'm Squibbs	35@1 60
Acacia, 3rd pkd.	35	Coriandrum	12@ 14	Chondrus	20@ 25
Acacia, sifted sts.	28	Cannabis Sativa	7@ 8	Cinchonidine P-W	38@ 48
Acacia, po.	45@ 65	Codonium	25@1 00	Cinchonid'e Germ	38@ 48
Aloe Barb	22@ 25	Chenopodium	25@1 00	Cocaine	3 80@4 00
Aloe, Cape	25	Dipterix Odorate	80@1 00	Corks list D P Ct.	75
Aloe, Socotri	45	Foeniculum	7@ 9	Cresotum	45
Ammoniac	55@ 60	Foenugreek, po.	4@ 6	Creta	75
Asafoetida	35@ 40	Lini, gr'd. bbl. 2 1/2	3@ 6	Creta, prep	5
Benzoinum	50@ 55	Lobelia	75@ 80	Creta, precip	9@ 11
Catechu, 1s	13	Pharlaris Cana'n	9@ 10	Creta, Rubra	8
Catechu, 1/2s	14	Rapa	5@ 6	Crocus	1 40@1 50
Catechu, 1/4s	16	Sinapis Alba	7@ 9	Cudbear	24
Comphorae	93@ 99	Sinapis Nigra	9@ 10	Cupri Sulph	6 1/2@ 8
Euphorbium	40	Spiritus		Dextrine	7 10
Galbanum	1 00	Frumentl W D	2 00@2 50	Emery, all Nos.	8
Gamboge	1 25@1 35	Frumentl	1 25@1 50	Emery po	6
Gualacum	35	Juniperis Co O T	1 65@2 00	Ergota	60@ 65
Kino	45	Juniperis Co	1 75@2 00	Ether Sulph	70@ 80
Mastic	60	Saccharum N E	1 90@2 10	Flake White	12@ 15
Myrrh	45	Spt Vini Galli	1 75@2 00	Galla	23
Opil	3 40@3 50	Vini Oporto	1 25@2 00	Gambler	8@ 9
Shellac	50@ 60	Vina Alba	1 25@2 00	Gelatin, Cooper	60
Shellac, bleached	70@ 80			Gelatin, French	35@ 60
Tragacanth	70@1 00	Sponges		Glassware, fit box	75
		Florida Sheep's wool	3 00@3 50	Less than box	70
Herba		Nassau sheep's wool	3 50@3 75	Glue, brown	11@ 13
Absinthium	4 50@4 60	Velvet extra sheep's	2 00	Glue white	15@ 25
Eupatorium oz pk	20	wool, carriage.	2 00	Glycerina	13 1/2@ 13
Lobelia	25	Extra yellow sheep's	2 00	Grana Paradisi	25
Majorum	28	wool, carriage.	2 00	Humulus	35@ 60
Mentha Pip. oz pk	23	Grass sheep's wool,	2 15	Hydrarg Ch Mi	90
Mentha Ver. oz pk	39	carriage	2 15	Hydrarg Ch Cor	90
Rue	22	Hard, slate use.	2 10	Hydrarg Ox Ru'm	1 05
Tanacetum	22	Yellow Reef, for	4 10	Hydrarg Ammo'l	1 15
Thymus V. oz pk	25	slate use	4 10	Hydrarg Ungue'm	50@ 60
		Syrups		Ichthyobolla, Am.	90@1 00
Calcined, Pat.	55@ 60	Acacia	50	Indigo	75@1 00
Carbonate, Pat.	18@ 20	Aurant Cortex	50	Iodine, Resubi	4 85@4 90
Carbonate, K-M.	18@ 20	Zingiber	50	Iodoform	4 90@5 00
Carbonate	18@ 20	Ipecac	50	Lupulin	46
		Ferri Iod	50	Lycopodium	85@ 90
Oleum		Rhel Arom	50	Macle	55@ 70
Absinthium	4 90@5 00	Smilax Off's	50@ 60		
Amygdalae, Dulc.	50@ 60	Senega	50		
Amygdalae, Ama	8 00@8 25	Scilla	50		
Anisi	1 75@1 80				
Aurant Cortex	2 40 2 50				
Bergamili	2 50@2 60				
Cajiputi	85@ 90				
Caryophylli	1 15@1 25				
Cedar	50@ 60				
Chenopadii	3 75@4 00				
Cinnamoni	1 15@1 25				
Citronella	60@ 65				
Costum Mac	80@ 90				

Liquor Arsen et	12@ 14	Rubia Tinctorum	12@ 14	Vanilla	9 00@
Hydrarg Iod	25	Saccharum La's.	22@ 25	Zinci Sulph	7@ 8
Liq Potass Arsinit	10@ 12	Salacin	50@4 75	Oils	
Magnesia, Sulph.	2@ 3	Sanguis Drac's.	40@ 50	bbl. gal.	
Magnesia, Sulph bbl	15@	Sapo, W	12@ 14	Whale, winter	70@ 70
Mannia, S F	45@ 50	Sapo, M	10@ 12	Lard, extra	70@ 80
Menthol	3 30@3 40	Sapo, G	15	Lard, No. 1	60@ 65
Morphia, S P & W2	35@2 60	Seidlitz Mixture	20@ 22	Linseed, pure raw	39@ 44
Morphia, S N Y Q2	35@2 60	Sinapis	18	Linseed, boiled	40@ 45
Morphia, Mal.	2 35@2 60	Sinapis, opt	30	Neat's-foot, w str	65@ 70
Moschus Canton.	40	Snuff, Maccaboy,	51	Spts. Turpentine	Market
Myristica, No. 1	25@ 30	DeVo's	51	Paints	bbl. L.
Nux Vomica po 15	10	Snuff, S'h DeVo's	51	Red Venetian	1 1/2@ 2 @3
Os Sepia	25@ 28	Soda, Boras	9@ 11	Ochre, yel Mars	1 1/2@ 2 @4
Pepsin Saac, H &	1 00	Soda, Boras, po.	9@ 11	Ocre, yel Ber	1 1/2@ 2 @3
P D Co	1 00	Soda et Pot's Tart	25@ 28	Putty, commer'l	2 1/2@ 2 3/4@3
Picis Liq N N 1/2	2 00	Soda, Carb	1 1/2@ 2	Putty, strictly pr2 1/2	2 3/4@3
Picis Liq qts	1 00	Soda, Bi-Carb	3@ 5	Vermillion, Prime	13@ 15
Picis Liq, pints.	60	Soda, Ash	3 1/2@ 4	Vermillion, Eng.	75@ 80
Pil Hydrarg po 80	50	Spts, Sulphas	2	Green, Paris	14@ 18
Piper Nigra po 22	18	Spts, Cologne	2 60	Green, Peninsular	13@ 16
Piper Alba po 35	30	Spts, Ether Co.	50@ 55	Lead, red	7@ 7 1/4
Pix Burgum	8	Spts, Myrcia Dom	2 00	Lead, white	7@ 7 1/4
Plumbi Acet	12@ 15	Spts, Vini Rect bbl	2	Whiting, white S'n	90
Pulvis Ip'e et Opil	1 30@1 50	Spts, Vini Rect 1/2b	2	Whiting, Gilders'	95
Pyrethrum, bxs H	50	Spts, Vini R't 10 gl	2	White, Paris Am'r	1 25
& P D Co. doz	75	Spts, Vini R't 5 gal	2	Whit'g Paris Eng	1 40
Pyrethrum, pv	20@ 25	Strychnia, Cryst'l	1 05@1 25	Universal Prep'd	1 10@1 20
Quassia	8@ 10	Sulphur Subl	2 1/2@ 4	Varnishes	
Quina, S P & W	21@ 31	Sulphur, Roll	2 1/2@ 3 1/2	No. 1 Turp Coachl	10@1 20
Quina, S Ger.	21@ 31	Tamarinds	8@ 10	Extra Turp	1 60@1 70
Quina, N. Y.	21@ 31	Terebenth Venice	28@ 30		
		Theobromae	45@ 50		

Drugs

We are Importers and Jobbers of Drugs,
Chemicals and Patent Medicines.

We are dealers in Paints, Oils and
Varnishes.

We have a full line of Staple Druggists'
Sundries.

We are the sole proprietors of Weatherly's
Michigan Catarrh Remedy.

We always have in stock a full line of
Whiskies, Brandies, Gins, Wines and
Rums for medical purposes only.

We give our personal attention to mail
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Hazeltine & Perkins
Drug Co.
Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

YUCATAN

CHICORY

LEMON BISCUIT

Pearl Barley

Index to Markets
By Columns

1		2	
AXLE GREASE		Plums	
1lb. wood boxes, 4 dz.	3 00	Pineapple	85
1lb. tin boxes, 2 doz	2 35	Grated	1 25 @ 2 75
3 1/2 lb. tin boxes, 2 dz.	4 25	Sliced	1 35 @ 2 55
10lb. pails, per doz.	6 00	Pumpkin	70
15lb. pails, per doz.	7 20	Fair	Good
25lb. pails, per doz.	12 00	Fancy	80
BAKED BEANS		Gallon	@ 2 00
Columbia Brand		Raspberries	@
1lb. can, per doz.	90	Russian Caviar	
2lb. can, per doz.	1 40	1/2 lb. cans	3 75
3lb. can, per doz.	1 80	1/2 lb. cans	7 00
BATH BRICK		1lb. cans	12 00
American		Salmon	
English		Col'a River, talls	@ 1 80
BROOMS		Col'a River, flats	1 85 @ 1 90
No. 1 Carpet	2 75	Red Alaska	1 35 @ 1 45
No. 2 Carpet	2 35	Pink Alaska	@ 95
No. 3 Carpet	2 15	Sardines	
No. 4 Carpet	1 75	Domestic, 1/4s	@ 3 3/4
Parlor Gem	2 40	Domestic, 1/2s	@ 5
Common Whisk	85	Domestic, Must'd	5 1/2 @ 9
Fancy Whisk	1 20	California, 1/4s	@ 14
Warehouse	3 00	California, 1/2s	@ 17
BRUSHES		French, 1/4s	@ 7
Scrub		French, 1/2s	@ 18
Solid Back 8 in.	75	Shrimps	
Solid back, 11 in.	95	Standard	1 20 @ 1 40
Pointed ends	85	Succotash	
Stove		Fair	85
No. 2	75	Good	1 00
No. 3	1 10	Fancy	1 25 @ 1 40
No. 1	1 75	Strawberries	
Shoe		Standard	1 10
No. 8	1 00	Fancy	1 40
No. 7	1 30	Tomatoes	
No. 4	1 70	Fair	@ 1 10
No. 3	1 90	Good	@ 1 20
BUTTER COLOR		Fancy	@ 1 40
W. R. & Co.'s, 15c size	1 25	Gallons	@ 3 50
W. R. & Co.'s, 25c size	2 00	CARBON OILS	
CANDLES		Barrels	
Electric Light, 8s	9 1/2	Perfection	@ 10 1/2
Electric Light, 16s	10	Water White	@ 9 1/2
Parraffine, 6s	9	D. S. Gasoline	@ 12
Parraffine, 12s	9 1/2	Deodor'd Nap'a	@ 12 1/2
Wicking	20	Cylinder	29 @ 24 1/2
CANNED GOODS		Engine	16 @ 22
Apples		Black, winter	9 @ 10 1/2
3lb. Standards	1 00	CEREALS	
Blackberries		Breakfast Foods	
Standards	1 70	Bordeau Flakes, 36 1 lb	2 50
Gals. Standards	3 00	Cream of Wheat, 36 2 lb	4 50
Beans		Crescent Flakes, 36 1 lb	2 50
Baked	80 @ 1 30	Egg-O-See, 36 pkgs	2 85
Red Kidney	85 @ 95	Excello Flakes, 36 1 lb	2 75
String	70 @ 1 15	Excello, large pkgs	4 50
Wax	75 @ 1 25	Force, 36 2 lb	4 50
Blueberries		Grape Nuts, 2 doz	2 70
Standard	@ 1 40	Malta Ceres, 24 1 lb	2 40
Brook Trout		Malta Vita, 36 1 lb	2 75
Gallon	@ 5 75	Mapl-Flake, 36 1 lb	4 05
2lb. cans, spiced	1 90	Pillsbury's Vitos, 3 doz	4 25
Clams		Ralston, 36 2 lb	4 50
Little Neck, 1 lb	1 00 @ 1 25	Sunlight Flakes, 36 1 lb	2 85
Little Neck, 2 lb	@ 1 50	Sunlight Flakes, 20 lge	4 00
Clam Bouillon		Vigor, 36 pkgs	2 75
Burnham's 1/2 pt.	1 90	Zest, 20 2 lb	4 10
Burnham's pts.	3 60	Zest, 36 small pkgs	4 50
Burnham's qts.	7 20	Rolled Oats	
Cherries		Roll'd Avenna, bbl.	5 40
Red Standards	1 30 @ 1 50	Steel Cut, 100 lb. sacks	2 75
White	1 50	Monarch, bbl.	5 15
Corn		Monarch, 100 lb sack	2 45
Fair	65 @ 75	Quaker, cases	3 10
Good	85 @ 90	Cracked Wheat	
Fancy	1 25	Bulk	3 1/2
French Peas		24 2 lb. packages	2 50
Sur Extra Fine	22	CATSUP	
Extra Fine	19	Columbia, 25 pts	4 50
Fine	15	Columbia, 25 1/4 pts	2 60
Moyen	11	Snider's quarts	3 25
Gooseberries		Snider's pints	2 25
Standard	90	Snider's 1/2 pints	1 30
Hominy		CHEESE	
Standard	85	Ame	@ 14
Lobster		Carson City	@ 14
Star, 1/2 lb.	2 15	Peerless	@ 14
Star, 1 lb.	3 90	Elsie	@ 15 1/2
Picnic Tails	2 60	Emblem	@ 14 1/2
Mackerel		Gem	@ 15
Mustard, 1 lb.	1 80	Jersey	@ 14 1/2
Mustard, 2 lb.	2 80	Ideal	@ 14 1/2
Soused, 1 1/2 lb	1 80	Riverside	@ 14 1/2
Soused, 2 lb.	2 80	Warner's	@ 14 1/2
Tomato, 1 lb.	2 80	Brick	@ 15
Tomato, 2 lb.	2 80	Edam	@ 90
Mushrooms		Leiden	@ 15
Hotels	15 @ 20	Limburger	14 1/2
Buttons	22 @ 25	Pineapple	40 @ 60
Oysters		Sap Sago	@ 19
Cove, 1 lb.	@ 80	Swiss, domestic	@ 14 1/2
Cove, 2 lb.	@ 1 55	Swiss, imported	@ 20
Cove, 1 lb. Oval	@ 95	CHEWING GUM	
Peaches		American Flag Spruce	50
Pie	1 00 @ 1 15	Beeman's Pepsin	55
Yellow	1 45 @ 2 25		
Pears			
Standard	1 00 @ 1 35		
Fancy	@ 2 00		
Peas			
Marrowfat	90 @ 1 00		
Early June	90 @ 1 60		
Early June Sifted	1 65		

1		2	
AXLE GREASE		Plums	
1lb. wood boxes, 4 dz.	3 00	Pineapple	85
1lb. tin boxes, 2 doz	2 35	Grated	1 25 @ 2 75
3 1/2 lb. tin boxes, 2 dz.	4 25	Sliced	1 35 @ 2 55
10lb. pails, per doz.	6 00	Pumpkin	70
15lb. pails, per doz.	7 20	Fair	Good
25lb. pails, per doz.	12 00	Fancy	80
BAKED BEANS		Gallon	@ 2 00
Columbia Brand		Raspberries	@
1lb. can, per doz.	90	Russian Caviar	
2lb. can, per doz.	1 40	1/2 lb. cans	3 75
3lb. can, per doz.	1 80	1/2 lb. cans	7 00
BATH BRICK		1lb. cans	12 00
American		Salmon	
English		Col'a River, talls	@ 1 80
BROOMS		Col'a River, flats	1 85 @ 1 90
No. 1 Carpet	2 75	Red Alaska	1 35 @ 1 45
No. 2 Carpet	2 35	Pink Alaska	@ 95
No. 3 Carpet	2 15	Sardines	
No. 4 Carpet	1 75	Domestic, 1/4s	@ 3 3/4
Parlor Gem	2 40	Domestic, 1/2s	@ 5
Common Whisk	85	Domestic, Must'd	5 1/2 @ 9
Fancy Whisk	1 20	California, 1/4s	@ 14
Warehouse	3 00	California, 1/2s	@ 17
BRUSHES		French, 1/4s	@ 7
Scrub		French, 1/2s	@ 18
Solid Back 8 in.	75	Shrimps	
Solid back, 11 in.	95	Standard	1 20 @ 1 40
Pointed ends	85	Succotash	
Stove		Fair	85
No. 2	75	Good	1 00
No. 3	1 10	Fancy	1 25 @ 1 40
No. 1	1 75	Strawberries	
Shoe		Standard	1 10
No. 8	1 00	Fancy	1 40
No. 7	1 30	Tomatoes	
No. 4	1 70	Fair	@ 1 10
No. 3	1 90	Good	@ 1 20
BUTTER COLOR		Fancy	@ 1 40
W. R. & Co.'s, 15c size	1 25	Gallons	@ 3 50
W. R. & Co.'s, 25c size	2 00	CARBON OILS	
CANDLES		Barrels	
Electric Light, 8s	9 1/2	Perfection	@ 10 1/2
Electric Light, 16s	10	Water White	@ 9 1/2
Parraffine, 6s	9	D. S. Gasoline	@ 12
Parraffine, 12s	9 1/2	Deodor'd Nap'a	@ 12 1/2
Wicking	20	Cylinder	29 @ 24 1/2
CANNED GOODS		Engine	16 @ 22
Apples		Black, winter	9 @ 10 1/2
Blackberries		CEREALS	
Standards	1 70	Breakfast Foods	
Gals. Standards	3 00	Bordeau Flakes, 36 1 lb	2 50
Beans		Cream of Wheat, 36 2 lb	4 50
Baked	80 @ 1 30	Crescent Flakes, 36 1 lb	2 50
Red Kidney	85 @ 95	Egg-O-See, 36 pkgs	2 85
String	70 @ 1 15	Excello Flakes, 36 1 lb	2 75
Wax	75 @ 1 25	Excello, large pkgs	4 50
Blueberries		Force, 36 2 lb	4 50
Standard	@ 1 40	Grape Nuts, 2 doz	2 70
Brook Trout		Malta Ceres, 24 1 lb	2 40
Gallon	@ 5 75	Malta Vita, 36 1 lb	2 75
2lb. cans, spiced	1 90	Mapl-Flake, 36 1 lb	4 05
Clams		Pillsbury's Vitos, 3 doz	4 25
Little Neck, 1 lb	1 00 @ 1 25	Ralston, 36 2 lb	4 50
Little Neck, 2 lb	@ 1 50	Sunlight Flakes, 36 1 lb	2 85
Clam Bouillon		Sunlight Flakes, 20 lge	4 00
Burnham's 1/2 pt.	1 90	Vigor, 36 pkgs	2 75
Burnham's pts.	3 60	Zest, 20 2 lb	4 10
Burnham's qts.	7 20	Zest, 36 small pkgs	4 50
Cherries		Rolled Oats	
Red Standards	1 30 @ 1 50	Roll'd Avenna, bbl.	5 40
White	1 50	Steel Cut, 100 lb. sacks	2 75
Corn		Monarch, bbl.	5 15
Fair	65 @ 75	Monarch, 100 lb sack	2 45
Good	85 @ 90	Quaker, cases	3 10
Fancy	1 25	Cracked Wheat	
French Peas		Bulk	3 1/2
Sur Extra Fine	22	24 2 lb. packages	2 50
Extra Fine	19	CATSUP	
Fine	15	Columbia, 25 pts	4 50
Moyen	11	Columbia, 25 1/4 pts	2 60
Gooseberries		Snider's quarts	3 25
Standard	90	Snider's pints	2 25
Hominy		Snider's 1/2 pints	1 30
Standard	85	CHEESE	
Lobster		Ame	@ 14
Star, 1/2 lb.	2 15	Carson City	@ 14
Star, 1 lb.	3 90	Peerless	@ 14
Picnic Tails	2 60	Elsie	@ 15 1/2
Mackerel		Emblem	@ 14 1/2
Mustard, 1 lb.	1 80	Gem	@ 15
Mustard, 2 lb.	2 80	Jersey	@ 14 1/2
Soused, 1 1/2 lb	1 80	Ideal	@ 14 1/2
Soused, 2 lb.	2 80	Riverside	@ 14 1/2
Tomato, 1 lb.	2 80	Warner's	@ 14 1/2
Tomato, 2 lb.	2 80	Brick	@ 15
Mushrooms		Edam	@ 90
Hotels	15 @ 20	Leiden	@ 15
Buttons	22 @ 25	Limburger	14 1/2
Oysters		Pineapple	40 @ 60
Cove, 1 lb.	@ 80	Sap Sago	@ 19
Cove, 2 lb.	@ 1 55	Swiss, domestic	@ 14 1/2
Cove, 1 lb. Oval	@ 95	Swiss, imported	@ 20
Peaches		CHEWING GUM	
Pie	1 00 @ 1 15	American Flag Spruce	50
Yellow	1 45 @ 2 25	Beeman's Pepsin	55
Pears			
Standard	1 00 @ 1 35		
Fancy	@ 2 00		
Peas			
Marrowfat	90 @ 1 00		
Early June	90 @ 1 60		
Early June Sifted	1 65		

1		2	
AXLE GREASE		Plums	
1lb. wood boxes, 4 dz.	3 00	Pineapple	85
1lb. tin boxes, 2 doz	2 35	Grated	1 25 @ 2 75
3 1/2 lb. tin boxes, 2 dz.	4 25	Sliced	1 35 @ 2 55
10lb. pails, per doz.	6 00	Pumpkin	70
15lb. pails, per doz.	7 20	Fair	Good
25lb. pails, per doz.	12 00	Fancy	80
BAKED BEANS		Gallon	@ 2 00
Columbia Brand		Raspberries	@
1lb. can, per doz.	90	Russian Caviar	
2lb. can, per doz.	1 40	1/2 lb. cans	3 75
3lb. can, per doz.	1 80	1/2 lb. cans	7 00
BATH BRICK		1lb. cans	12 00
American		Salmon	
English		Col'a River, talls	@ 1 80
BROOMS		Col'a River, flats	1 85 @ 1 90
No. 1 Carpet	2 75	Red Alaska	1 35 @ 1 45
No. 2 Carpet	2 35	Pink Alaska	@ 95
No. 3 Carpet	2 15	Sardines	
No. 4 Carpet	1 75	Domestic, 1/4s	@ 3 3/4
Parlor Gem	2 40	Domestic, 1/2s	@ 5
Common Whisk	85	Domestic, Must'd	5 1/2 @ 9
Fancy Whisk	1 20	California, 1/4s	@ 14
Warehouse	3 00	California, 1/2s	@ 17
BRUSHES		French, 1/4s	@ 7
Scrub		French, 1/2s	@ 18
Solid Back 8 in.	75	Shrimps	
Solid back, 11 in.	95	Standard	1 20

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. 2 30 Queen, pints 2 40 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 1 45 Stuffed, 8 oz. 1 45 Stuffed, 10 oz. 2 30 PIPES Clay, No. 216 1 70 Clay, T. D., full count 65 Cob, No. 3 85 PICKLES 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 Tourn't whist 2 25 POTASH 48 cans in case Babbitt's 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess Fat Black 15 50 Short Cut 14 50 Bean 12 50 Pig 10 00 Brisket, clear 15 75 Clear Family 13 50 Dry Salt Meats S P Bellies 11 Bellies 10 1/2 Extra Shorts 8 1/2 Smoked Meats Hams, 12 lb. average 10 1/2 Hams, 14 lb. average 10 1/2 Hams, 16 lb. average 10 1/2 Hams, 18 lb. average 10 1/2 Skinned Hams 10 1/2 Ham, dried beef sets 13 Shoulders, (N. Y. cut) 12 California Hams 7 1/2 Picnic Boiled Ham 12 Boiled Ham 16 Berlin Ham, pressed 8 Mince Ham 9 Lard Compound 5 1/2 Pure 8 1/2 80 lb. tugs, advance 1/2 60 lb. tubs, advance 1/2 50 lb. tins, advance 1/2 20 lb. pails, advance 1/2 10 lb. pails, advance 1/2 5 lb. pails, advance 1 3 lb. pails, advance 1 Sausages Bologna 5 Liver 6 1/2 Frankfort 7 Pork 6 1/2 Veal 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 1/2 bbls. 3 75 1 bbl. 7 75 Tripe Kits, 15 lbs. 70 1/4 bbls., 40 lbs 1 50 1/2 bbls., 80 lbs 3 00 Casings Hogs, per lb. 28 Beef rounds, set 16 Beef middles, set 45 Sheep, per bundle 70 Uncolored Butterine Solid dairy @ 10 Rolls, dairy 10 1/2 @ 11 1/2	Canned Meats Corned beef, 2 2 50 Corned beef, 14 17 50 Roast beef 2 00 @ 2 50 Potted ham, 1/4s 45 Potted ham, 1/2s 45 Deviled ham, 1/4s 45 Deviled ham, 1/2s 45 Potted tongue, 1/4s 45 RICE Screenings @ 3 1/2 Fair Japan @ 5 Choice Japan @ 5 1/2 Imported Japan @ Fair La. hd. @ 6 Fair 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 1/4s 3 00 SAL SODA Granulated, bbls 85 Granulated, 100 lb cases 1 00 Lump, bbls 90 Lump, 145 lb kegs 95 SALT Common Grades 100 3 lb. sacks 2 10 60 5 lb. sacks 2 00 28 10 1/2 lb. sacks 1 90 56 lb. sacks 30 28 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56 lb. 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 mechs @ 80 Norwegian @ Round, 100 lbs 3 75 Round, 40 lbs 1 75 Scaled 14 Trout No. 1, 100 lbs 7 50 No. 1, 40 lbs 3 25 No. 1, 10 lbs 90 No. 1, 8 lbs 75 Mackerel Mess, 100 lbs 13 50 Mess, 40 lbs 5 90 Mess, 10 lbs 1 65 Mess, 8 lbs 1 40 No. 1, 100 lbs 12 50 No. 1, 4 lbs 5 50 No. 1, 10 lbs 1 55 No. 1, 8 lbs 1 1/2 Whitefish No. 1 No. 2 Fam 100 lb. 9 50 3 50 50 lb. 5 00 1 95 10 lb. 1 10 52 8 lb. 90 44 SEEDS Anise 15 Canary, Smyrna 6 Caraway 8 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 5 Mixed Bird 4 Mustard, white 8 Poppy 8 Rape 4 1/2 Cuttle Bone 25 SHOE BLACKING Handy Box large, 3 dz. 2 50 Handy Box small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85 SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars 43 SOAP Central City Soap Co. Jaxon 2 85 Boro Naphtha 3 85 J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 60 8oz 2 80 Dusky D'nd, 100 6oz 3 80 Rap 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 P'wr 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 2 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 Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 55 Cassia, Saigon, broken. 22 Cassia, Saigon, in rolls. 55 Cloves, Amboyana 15 Cloves, Zanzibar 15 Mace 55 Nutmegs, 75-80 45 Nutmegs, 105-10 35 Nutmegs, 115-20 35 Pepper, Singapore, blk. 25 Pepper, Singp. white. 25 Pepper, shot 17 Pure Ground in Bulk Cassia, Batavia 18 Cassia, Saigon 48 Cloves, Zanzibar 18 Ginger, African 15 Ginger, Cochon 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 28 Pepper, Singp. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 4 @ 5 3 lb. packages 4 1/2 6 lb. packages 5 1/2 40 and 60 lb. boxes 2 1/2 @ 3 1/2 Barrels 2 1/2 Common Corn 20 lb. packages 5 40 lb. packages 4 1/2 @ 7 SYRUPS Corn Barrels 23 Half Barrels 25 20 lb. cans 1/2 dz in case 1 70 10 lb. cans 1/2 dz in case 1 65 5 lb. 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 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, fancy 32 Moyune, choice 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 Wancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5 lb. pails 55 Hiawatha, 10 lb. pails 58	Telegram 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 37 Standard Navy 37 Spear Head 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Joily Tar 39 Old Honesty 43 Toddy 38 J. T. 38 Piper Heldsick 66 Boot Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 35 Bamboo, 16 oz. 25 I X L, 5 lb 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 44 Myrtle Navy 44 Yum Yum, 1 1/2 oz 39 Yum Yum, 1 lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1 lb. 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 80 Good Indian 25 Self Binder, 16oz, 8oz 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 22 Cotton, 4 ply 22 Jute, 2 ply 14 Hemp, 6 ply 14 Flax, medium 20 Wool, 1 lb. balls 6 VINEGAR Malt White Wine, 40gr 8 1/2 Malt White Wine, 80gr 12 Pure Cider, B & B 12 Pure Cider, Red Star 12 Pure Cider, Robinson, 13 Pure Cider, Silver 13 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels, wide band 1 10 Bushels, wide band 1 60 Market 35 Splint, large 3 50 Splint, medium 3 25 Splint, small 3 00 Willow Clothes, large 7 00 Willow Clothes, med 6 00 Willow Clothes, small 5 00 Bradley Butter Boxes 2 lb size, 24 in case 72 3 lb size, 16 in case 68 5 lb size, 12 in case 63 10 lb 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 Map 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 90 Cedar, all red, brass 1 25 Paper, Eureka 1 25 Flare 1 25	Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Rat, wood 80 Rat, spring 75 Tubs 20-in., Standard, No. 1 1 70 18-in., Standard, No. 2 2 60 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 3 25 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white 2 1/2 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 4 Butcher's Manila 2 1/2 Wax Butter, short cut 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz 1 15 Yeast Cream, 3 doz 1 00 Yeast Foam, 1 1/2 doz 58 FRESH FISH Jumbo Whitefish Per lb. No. 1 Whitefish @ 12 1/2 Trout @ 10 Halibut @ 10 Ciscos or Herring @ 5 Bluefish @ 10 1/2 Live Lobster @ 25 Boiled Lobster @ 25 Cod @ 10 Haddock @ 8 Pike @ 10 Perc'h dressed @ 8 Smoked White @ 12 1/2 Red Snapper @ 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 Shell Goods Clams, per gal. 1 20 Shell Clams, per 100 1 25 Oysters, per gal. 1 25 Shell Oysters, per 100 1 00 HIDES AND PELTS Hides Green No. 1 11 @ 11 1/2 Green No. 2 10 @ 10 1/2 Fured No. 1 13 1/2 @ 13 1/2 Cured No. 2 12 1/2 @ 12 1/2 Calfskins, green No. 1 13 Calfskins, green No. 2 11 1/2 Calfskins, cured No. 1 14 1/2 Calfskins, cured No. 2 13 Steer Hides, 60 lb over 13 1/2 Pelts Old Wool Lams 60 @ 1 40 Shearlings 40 @ 1 25 Tallow No. 1 @ 4 1/2 No. 2 @ 3 1/2 Wool Unwashed, med. 26 @ 28 Unwashed, fine 21 @ 23 CONFECTIONS Stick Candy Standard 7 1/2 Standard H H 7 1/2 Standard Twist 8 Jumbo, 32 lb. cases 7 1/2 Extra H. H. 9 Boston Cream 10 Old Time Sugar stick 30 lb. case 15	Mixed Candy Grocers 6 Competition 7 Special 7 1/2 Conserve 7 1/2 Royal 8 1/2 Ribbon 10 Broken 3 Cut Loaf 3 Leader 3 1/2 Kindergarten 10 Bon Ton Cream 9 French Cream 10 Star 11 Hard Made Cream 15 Premo Cream mixed 11 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 16 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 12 20 lb. pails 12 Molasses Chew, 15 lb. cases 12 Molasses Kisses, 10 lb. box 12 box 12 Golden Waffles 12 Old Fashioned Molass- ses Kisses, 10 lb. box 12 Orange Jellies 50 Fancy-In 5 lb. Boxes Lemon Sours 55 Peppermint Drops 60 Chocolate Drops 60 H. M. Choc. Drops 38 H. M. Choc. Lt. and Dark No. 12 1 01 Bitter Sweets, ass'd 1 25 Brilliant Gums, Crys. 60 A. A. Licorice Drops 90 Lozenges, plain 55 Lozenges, printed 55 Imperial 60 Mottos 60 Cream Bar 55 G. M. Peanut Bar 55 Hand Made Cr's, 80 @ 9 1/2 Cream Buttons, Pep. and Wintergreen 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted, 25 lb. case 2 75 Buster Brown Goodies 30 lb. case 3 50 Up-to-Date Assmt, 32 lb. case 3 75 Ten Strike Assort- ment No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike No. 3 8 00 Ten Strike Summer as- sortment 6 75 Kalamazoo Specialties Hanselman Candy Co. Chocolate Maize 15 Gold Medal Chocolate Almonds 18 Chocolate Nugatines 18 Chocolate 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 Almonds, California aft 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 13 Pecans, Med. 12 Pecans, ex. large 13 Pecans, Jumbos 14 Hickory Nuts pr bu Ohio new Chestnuts, New York State, per bu Shelled Spanish Peanuts, 8 @ 8 1/2 Peanut Halves @ 50 Walnut Halves 28 @ 32 Filbert Meats @ 35 Alicante Almonds @ 37 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. Jumb- bo, Roasted @ 8 1/2

Special Price Current

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon .55 6 00

BAKING POWDER

JAXON
1/4 lb. cans, 4 doz. case.. 45
1/4 lb. cans, 4 doz. case.. 85
1 lb. cans, 2 doz. case 1 60

Royal
10c size 90
1/4 lb cans 1 35
6oz. cans 1 90
1/4 lb cans 2 50
1/4 lb cans 3 75
1 lb cans 4 80
3 lb cans 13 00
5 lb cans 21 50

BLUING
Arctic, 4oz ovals, p gro 4 00
Arctic, 8oz ovals, p gro 6 00
Arctic, 16oz ro'd, p gro 9 00

BREAKFAST FOOD
Original Holland Rusk

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
S.C.W.
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

Baker's
70 1/4 lb pkg. per case 2 60
35 1/2 lb pkg. per case 2 60
35 1/4 lb pkg. per case 2 60
16 1/2 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
Stefan

Pork
Lions @ 8 1/2
Dressed @ 6
Boston Butts @ 7
Shoulders @ 7
Leaf Lard @ 8 1/2

Mutton
Carcass @ 9
Lambs @ 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..

Jute
50ft. 75
72ft. 90
90ft. 1 05
120ft. 1 50

Cotton Victor
50ft. 1 19
72ft. 1 40
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 85

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
MOCHA AND JAVA
WINELL-WRIGHT CO.
BOSTON, MASS.

White House, 1lb
White House, 2lb
Excelsior, M & J, 1lb ..
Excelsior, M & J, 2lb ..
Tip Top, M & J, 1lb ..
Royal Java
Royal Java and Mocha..
Java and Mocha Blend..
Boston Combination ..
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sag-
naw; Meisel & Goeschel,
Bay City; Godsmark, Du-
rand & Co., Battle Creek;
Fielbach Co., Toledo.

CONDENSED MILK
4 doz. in case
Gail Borden Eagle 6 40
Crown 5 90
Champion 4 52
Daisy 4 70
Magnolia 4 00
Challenge 4 40
Dime 3 85
Peerless Evap'd Cream 4 00

FISHING TACKLE
1/2 to 1 in 4
1 1/4 to 2 in 7
1 1/2 to 2 in 9
1 3/4 to 2 in 11
3 in 15
7 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

WONDER SOAP
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 SOAP
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

CONDENSED MILK
4 doz. in case
Gail Borden Eagle 6 40
Crown 5 90
Champion 4 52
Daisy 4 70
Magnolia 4 00
Challenge 4 40
Dime 3 85
Peerless Evap'd Cream 4 00

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1 1/4 to 2 in 7
1 1/2 to 2 in 9
1 3/4 to 2 in 11
3 in 15
7 in 20

We sell more 5 and 10 Cent Goods Than Any Other Twenty Wholesale 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 or Rent—Store building in live town with good surrounding country. A good opening for a general store or clothing store. For particulars address J. R. Hamilton, Fair Grove, Mich. 259

Wanted in Boyne City, a purchaser for a jeweler's store and business in a fine location. Address Lock Box 6, Boyne City, Mich. 254

Drug Stock For Sale—Located in a smart, up-to-date town of 1,500; good agricultural country surrounding; easy rent; in good location; stock light; will give purchaser a fair deal; poor health, reason for selling. B. C. Eldred, Chesaning, Mich. 255

Side line wanted to sell to grocers, by a salesman who calls weekly on established trade. Address No. 256, care Michigan Tradesman. 256

Merchants! Do you want best town for business. Chardon, Nebraska, offers greatest opening for department or general store. P. B. Nelson. 257

For Sale—Steam laundry in a good thriving town of 5,000. Address No. 258, care Tradesman. 258

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

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 Tefel, Grass Lake, Mich. 216

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

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 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

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

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 artesian well; improvements valued at \$3,500; desirable for both stock and grain; every acre tillable; 400 acres into crops this season; located 4 1/2 miles from Frederick, S. D., a town having a bank, flouring mill, creamery, etc.; price \$20 per acre; one-half cash, balance deferred payments. J. C. Simmons, Frederick, S. D. 836

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—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

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

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—Bazaar business in town of 4,600. Address J., care Tradesman. 182

Stores Bought And Sold—We sell stores for cash. We exchange stores for land. Write to-day. Jeter & Jeter, Champaign, Ill. 205

For Sale—Shoe stock in live town of 3,000 in Central Michigan. Will invoice about \$5,000. Doing good business. All health. A bargain if taken at once. Address Lock Box 83, Corunna, Mich. 938

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

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 bookkeeper or salesman in a general store. Best of references. Address No. 129, care Tradesman. 129

HELP WANTED.

Druggist wanted in Southwestern Louisiana. Single young man, about 25 years. Wages \$60 per month. College graduate, no other need apply. Address Opera House Drug Store, Crowley, La. 260

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, to sell our staple line to general merchants. We offer special inducements to retail merchants and we prefer to educate our salesmen from men who have had no road experience but who have sold goods over the counter. Write for particulars Sales Manager, McAllister-Coman Company, 356 Dearborn St., Chicago, Ill. 135

AUCTIONEERS AND TRADERS.

H. C. Ferry & Co., Auctioneers. The leading sales company of the U. S. We can sell your real estate, or any stock of goods, in any part of the country. Our method of advertising "the best." Our "terms" are right. Our men are gentlemen. Our sales are a success. Or we will buy your stock. Write us, 324 Dearborn St., Chicago, Ill. 490

Want Ads. continued on next page.

A. W. Thomas

MERCHANDISE AUCTIONEER

Just closed \$10,000 Furniture Sale for W. F. Sinemaker, 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.



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. MACRORIE AUCTION CO., Davenport, Ia.

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.

Wait and see our

Hammock Line

before placing orders

Grand Rapids Stationery Co.

29 N. Ionia St., Grand Rapids, Mich.

HATS At Wholesale

For Ladies, Misses and Children

Corl, Knott & Co., Ltd.

20, 22, 24, 26 N. Div. St., Grand Rapids.

Simple Account File

Simplest and 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.

THE SAGINAW MEETING.

Arrangements for the Entertainment of All.

Saginaw, Dec. 26—You are invited to attend the eighth annual convention of the Retail Grocers' and General Merchants' Association, to be held in this city, January 9 and 10, 1906.

Are you coming? Matters of personal interest to every dealer in the State will be taken up, as well as especial attention paid to the box car merchants and the catalogue houses. If you have not enjoyed any of the benefits of this Association in the past, come to Saginaw—investigate for yourself.

Saginaw extends a hearty invitation to every retail grocer and general merchant in the State to meet with them at this time. Rates on all railroads and hotels. For further particulars address

W. H. Lewis, Sec'y.

The programme, so far as arranged, is as follows:

Tuesday Morning.

Roll call of associations for reports and resolutions.

Wednesday Morning.

9 a. m. Reports of standing committees. Communications and bills. New business.

Wednesday Afternoon.

2 p. m. New business. Addresses on Peddlers' Licenses, Box Car Merchants, Parcels Post, Mail Order Houses. Report of standing committees. Election of officers and selection of place of next meeting.

Adjournment.

10 a. m. Meeting of Executive Committee.

11 a. m. Registration of delegates, payment of dues and distributing of badges.

First Session—Arbeiter Hall.

2 p. m. Call to order by the President. Roll call of officers. Appointment of Committee on Credentials. Address of welcome by the Mayor of Saginaw. Response by President C. E. Cady. Short talks by President John A. Green and Ex-Secretary Fred Mason, of the National Retail Grocers' Association. Report of Committee on Credentials. Appointment of Committees on Ways and Means, Resolutions, Auditing, Constitution and By-Laws and for the Good of Association.

At the banquet Tuesday evening the following menu will be discussed:

Oyster Cocktail.

Wafers. Salted Almonds. Turkey.

Boiled Ham. Boiled Tongue. Pickles. Olives. Horseradish.

Escalloped Potatoes.

Celery. Radishes.

Brown Bread. Rolls.

Ice Cream.

Cake. Fruit.

Coffee.

Cigars.

Following the menu the following programme will be observed, under the management of Paul F. Treanor as toastmaster:

Saginaw—Hon. Henry E. Lee.

State Association—Claude E. Cady.

Weights and Measures—Rev. W. H. Gallagher.

Duet—Mrs. H. U. Biggar and Joseph Gerhart.

Country Grocers—Hon. James F. Hammell.

The Business Lawyer—Miles J. Purcell.

Michigan Retailers—W. C. Phipps. Selection—Harry J. Daily.

Drones vs. Workers—Homer E. Klap.

Grocery Ethics—Jas. S. Smart.

Success—Rollin A. Horr.

Duet—Frank J. Mueller and Wm. G. Mueller.

Associations—John W. Symons.

Recitation—Harley B. Burdick.

The Ladies—A. Henry Nern.

The following are the hotel rates as arranged:

Hotel Vincent—\$2.50 and up.

Bancroft—\$2.50 to \$3.

Sherman House—\$1.25.

Wesley House—\$1 and \$1.25.

Saginaw as a Cheese Market.

Saginaw, Dec. 26—The dairy interests of Saginaw county are making a steady advance. This progress for 1905 is reflected in a large increase in dairy products over the output of the county for 1904. This is particularly notable in the increased butter product, but the cheese industry also shows a satisfactory advance, even in face of the greatly increased demand for milk for the creameries.

There are now seventeen cheese factories operating in Saginaw county. These all turn out full cream cheese, the leading size being a forty-pound cheese.

Over in Bay county, close to the Saginaw county line, are some factories turning out brick cheese, which is marketed through Saginaw. No fancy cheeses are made in Saginaw county, but there seems to be no good reason why these can not be made here profitably by persons acquainted with their manufacture.

The cheese marketed through Saginaw is produced not only in Saginaw county, but north as far as Alcona county; south as far as the lower boundary of Shiawassee, Genesee, Lapeer and Ionia counties, and east and west from lake to lake. The total product, some 2,000,000 per annum, is marketed mainly in the South, going through Kentucky and Tennessee, as far as Alabama.

Old-Established Bank Reorganized.

Portland, Dec. 26—The private banking firm of Maynard & Allen, which has been doing business here since 1876, has been merged into a State bank, under the title of the Maynard & Allen State Bank of Portland, Messrs. Maynard and Allen retaining a controlling interest in the concern.

The bank has been a very successful one, and the only reason for making the change is the advanced age of the senior member of the old firm. The new bank is capitalized at \$50,000, with \$10,000 surplus, what stock is not taken by the gentlemen mentioned above being held by Portland business men.

No girl can ever understand why any other girl could marry her brother.

Material Increase in List of Industries.

Hillsdale, Dec. 26—Hillsdale is taking rank with the leading manufacturing cities of Southern Michigan. The lethargy which enveloped the city a few years ago has been shaken off, and the people are awake to the fact that if the city is to retain a respectable showing among the cities of the State she must hustle.

As a result of these efforts several important manufacturing establishments have located in the city and the Business Men's Association is reaching out for more.

Among the leading manufacturing companies located here are the Alamo Gas & Gasoline Engine Manufacturing Co., whose engines are known and used in every state and territory. The company employs 130 men, nearly all of them skilled mechanics.

The Worthing & Alger Co. employs 100 men in the manufacture of fur goods of all kinds. They keep a large force of salesmen on the road, and put out from \$200,000 to \$300,000 worth of goods each year.

The Hillsdale Screen Works employs seventy-five men, and manufactures wire goods to the extent of several thousand dollars per year.

The Dobenmuehle shoe factory employs 100 men at present and would employ nearly as many more if they could be gotten.

The Kesseling hub and wheel factory and the Hillsdale Low Down Wagon Co. are two other smaller but important industries, each employing thirty to forty men.

Best Year in Their History.

Jackson, Dec. 26—The remarkable increase in the business of potato growing has been evidenced by the development of the business of the Aspinwall Manufacturing Co., of this

city, the foremost manufacturer of "potato machinery" in the country, as it was the first to enter the field.

Under the energetic management of Chas. G. Rowley the company, in the face of competition which has sprung up during the last few years, has doubled its output in five years and grown to be one of the representative business enterprises of the city.

For the present season the Aspinwall Co. has increased its force of workmen and facilities materially. It is pushing its trade into South America, South Africa, England and Germany, and is doing a thriving business in all parts of the United States.

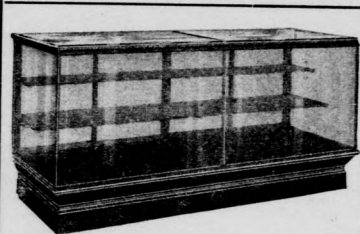
The new Michigan Wagon & Manufacturing Co., organized last week, promises to rehabilitate the wagon industry of the city, which for a few years has been somewhat on the wane. At one time "Jackson wagons" were known from one end of the country to the other. Part of the work was done by prison labor, and the agitation against this class of competition with free men probably had something to do with the lessened output of the big factory. In late years the work has been mostly done outside the prison, and it is predicted that the new company, with the strongest business men and financiers in the city back of it, will prosper.

Generally speaking, manufacturers and tradesmen report the best year in their business history. All have been busy, and some have worked over-time, and are still behind on orders.

HELP WANTED.

Wanted—First-class registered drug clerk in a good town. Address No. 262, care Michigan Tradesman.

A Snap—Balance of our clothing and gents' furnishing stock for sale at 60c if taken at once. Mostly spring goods. Very little clothing. Will invoice from \$1,000 to \$1,200. Write quick. I. J. Stephens & Co., Mendon, Mich. 261

Always Successful
Because Always Progressive

Our New "Crackerjack" No. 42.

We have a greater increase in sales and output to show for last year's business over previous ones than absolutely any other show case firm in the country. This is due to up-to-date methods and improvement in every direction. It will pay you handsomely to place your orders with us for your new outfitting. In any event the services of "The Expert" are yours for the asking. His knowledge of store arrangement is the best to be had, and his practical insight into the merchant's needs universal. Write for copy of our catalogue at once.

Grand Rapids Show Case Company

Grand Rapids, Mich.

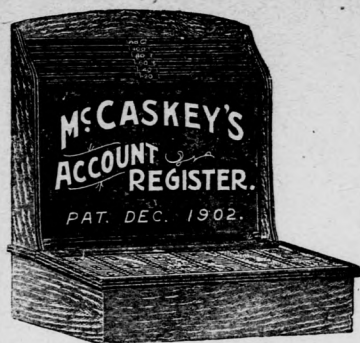
New York Office, 718 Broadway. Same Floor as Frankel Display Fixture Co.

The Largest Show Case Plant in the World

QUINN SUPPLY 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.



Increase Your Profits

John Wanamaker says: "I make it a rule to **investigate.**"

We say we have a **system** that will **save** you **money**, that will make the handling of your **accounts** a pleasure instead of a tiresome and perplexing job. It will **increase** your **profits.**

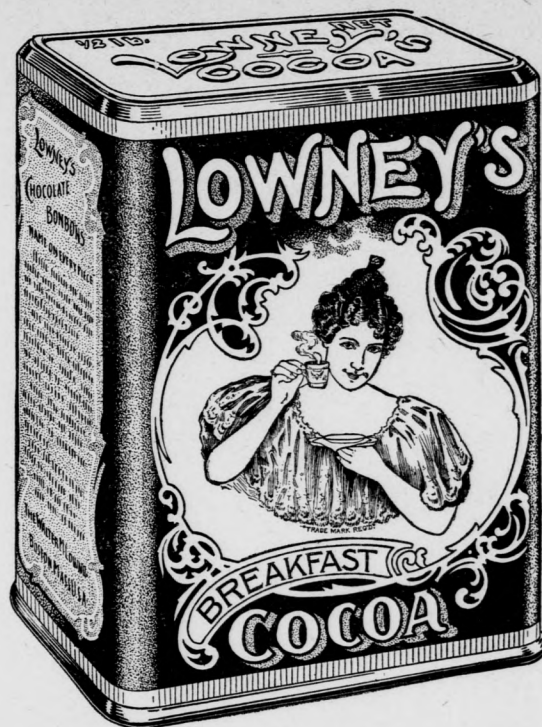
It will only cost you **one cent** to investigate a proposition that may **save** you **thousands of dollars.** Ten thousand merchants are **enjoying** the benefits of the **McCaskey system.**

It's up to you—a postal brings the information.

Write to-day for our **catalogue.**

The McCaskey Register Co.
Alliance, Ohio

Manufacturers of the Famous Multiplex Duplicating Counter Pads; also Single Carbon and Folding Pads.



Received
Highest Award

GOLD MEDAL

Pan-American
Exposition

The full flavor, the delicious quality, the absolute PURITY of LOWNEY'S COCOA distinguish it from all others. It is a NATURAL product; no "treatment" with alkalis or other chemicals; no adulteration with flour, starch, ground cocoa shells, or coloring matter; nothing but the nutritive and digestible product of the CHOICEST Cocoa Beans. A quick seller and a PROFIT maker for dealers.

WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

To Florida and To California for The Winter Months

THE
G. R. & I.
AND ITS CONNECTIONS

Ask any G. R. & I. Agent, phone Union Station Ticket Office, Grand Rapids, or call E. W. Covert, C. P. A., for illustrated literature, time cards, reservations—any information.



C. L. LOCKWOOD,
G. P. A., G. R. & I. R'y
Grand Rapids, Mich.

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

We wish you
A Happy New Year
It will be a happy year for you if you will buy

Golden Horn Flour

Because it is an honest flour—made in a splendid new mill from the best hard spring wheat grown. It is always uniform—the same every day in the year. There is no better flour milled anywhere at any price. It will make trade for you and bring increased profits. Isn't it worth your while to try such a flour? We have proven the truth of these statements to others and can to you. Start the new year by ordering **Golden Horn.**

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

Distributed by
Roy Baker, Grand Rapids, Mich.

Special Prices on Car Load Lots

Wishing You a Happy and Prosperous New Year

The Only Way

to build up a satisfactory broom trade is to handle **Michigan's most popular broom**

"The Winner"

It's the best made broom on the market and will outlast any common broom made. Every wisp of corn used in these brooms is "especially selected" from the best

ILLINOIS CORN

for its length, evenness and color. It is made by expert union labor and every seam is machine sewed. "Your trade demands them."

**Freight prepaid
on 5 dozen lots or over**

We manufacture 15 other varieties.
Write for descriptive price list.

Ask us

for lowest quotations

Stoneware

for spring delivery

Ask our traveler next time he pays you a visit or enquire by mail.

It will pay you

Johnson Bros'.

Famous English

Semi-Porcelain

Dinnerware

Absolutely the "acme of perfection" in every one of those qualities that are to be found only in the very highest grades of porcelain dinnerware, such as

High Grade Material

Perfect Finish

Beauty of Design

Purity of Color

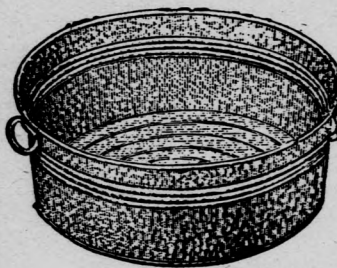
Lightness of Weight

Strength and Durability

Artistic Decorations

We handle the largest variety of decorated patterns of this celebrated ware of any house in the country. Ask us for prices and colored illustrations of the "White and Gold" and "Rosemore" in the beautiful "Empire" Shape. The latest product of this famous pottery.

Look to Us for LOWEST PRICES on Galvanized Iron Tubs



Made of heavy galvanized iron with heavy rolled and wired top and strongly riveted iron handles. These goods are far ahead of the wooden tubs, because they are much lighter and there are no hoops to come off. No danger of rust.

No.	Size In.	Price Doz.
1	20 1/2 x 10 1/2	\$4.40
2	22 x 11	4.85
3	24 x 11	5.60

Corrugated Galvanized Iron Water Pails

(Not the cheap grade.)



Seamed, made of heavy sheet steel. Galvanized after being made. Wire bound top riveted ears, galvanized balls. These goods are rust proof and will outwear any tin pails on the market.

10 Quarts—Doz.	\$1 55
12 Quarts—Doz.	1 80
14 Quarts—Doz.	2 00

Plain Galvanized Pails

8 Quarts—Doz.	\$1 25
10 Quarts—Doz.	1 40
12 Quarts—Doz.	1 63
14 Quarts—Doz.	1 85

C Tin Flaring Pails

These pails are pieced and have wire strengthened tops, heavy wire ball with large black enameled wood handles; strongly riveted ears and patent bottoms. Full size.

5 Quart—Holds 5 qts. Doz.	\$ 75
10 Quart—Holds 10 qts. Doz.	85
14 Quart—Holds 14 qts. Doz.	1 30



I C Tin Dairy Pails



With IX Bottoms. These pails are made of good quality bright tin and called IX by some. A point of advantage over most pails in the raised bottom which is made of IX tin. The edges are well strengthened by a wire. Ball attached to riveted metal ears. Black enameled handle.

10 Quarts—Doz.....\$1 30	14 Quarts—Doz.....\$1 60
12 Quarts—Doz.....1 40	

IX Tin Dairy Pails. Sold as IXX by some

These are made of best IX tin. Have raised bottoms, heavy wire strengthened tops, riveted metal ears, wire ball with black enameled handle.

10 Quarts—Doz.....\$1 37	14 Quarts—Doz.....\$1 87
12 Quarts—Doz.....1 60	

IXX Tin Dairy Pails

Made of heavy IXX tin, not IX. Heavy wire bound tops and raised bottoms. Strong riveted ears and heavy wire balls with black enameled wood handles. All full size.

10 Quarts—Doz.....\$1 65	14 Quarts—Doz.....\$2 10
12 Quarts—Doz.....1 90	

Our Profit Producing Advertising Systems

Are winners wherever tried. They will double your sales at a cost of only

One Per Cent.

The total investment required to start our premium Dinner Set System is only

\$10.85

And for this small amount you will receive a fine English Porcelain Dinner Set of 100 pieces, decorated in Cobalt Blue under the glaze and worth \$13.00 for retail. Also enough circulars, coupons, placards, etc., to successfully start the plan.

Write for Particulars To-day

Don't Buy Your New Spring Goods Until You Have Seen Our

Catalogue

It quotes the Lowest Prices on all kinds of Staple Merchandise of Reliable Quality.

It Will Save You Money

Welsbach Gas Mantles

At Factory Prices

We are agents for this celebrated line of gas mantles and by a special arrangement with the **Welsbach Company** we are enabled to quote their goods at the actual **factory wholesale prices**.

We quote

No. 300 C Cap Mantle

A very good grade of cap mantle that will give good satisfaction to your customers and is especially manufactured for us by the Welsbach Co. at each .8c

For price of "Genuine Welsbach" Mantles see page 302 of catalog No. 185. If you haven't a copy, ask for it. We mail it free to merchants.

H. LEONARD & SONS, Grand Rapids, Mich.

Importers, Manufacturers and Manufacturers' Agents