

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS

\$2 PER YEAR

Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, JANUARY 3, 1906

Number 1163

**Most Carefully Chosen
Superbly Roasted**

**Worden
GROECR COMPANY**
GRAND RAPIDS, MICH.

**Quaker Brand
ROASTED COFFEES**



QUAKER BRAND SPICES

Thoroughly Clean, High-grade Goods.
The Best Stock in the Market and Packages Most
Attractive.

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.

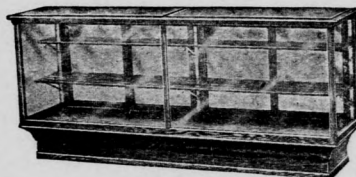
A Dollar basket is cheap if it gives five dollars of wear, measured by those commonly used.

Write for particulars. We can save you money.

**Ballou Basket Works
Belding, Mich.**



BOTTOM VIEW



**High-Grade
Show Cases**

The Result of Ten Years'
Experience in Show Case
Making

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

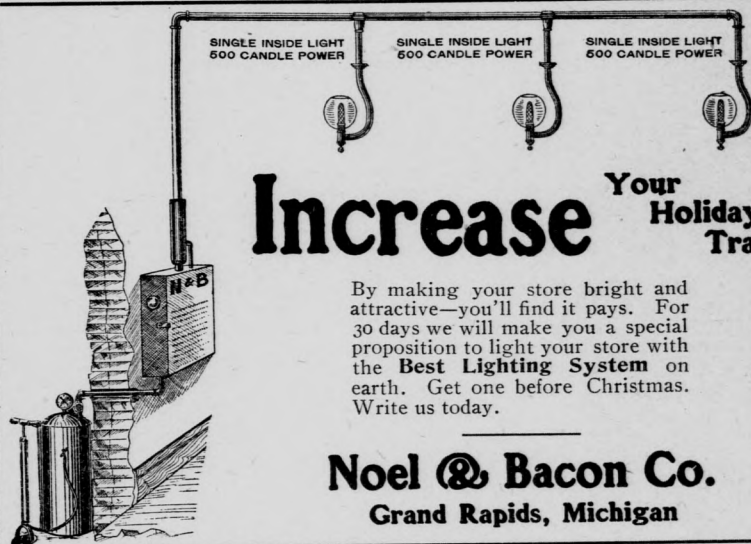
Grand Rapids Fixtures Co.

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

New York Office 724 Broadway

Boston Office 125 Summer Street

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



Increase Your Holiday Trade

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

Noel & Bacon Co.
Grand Rapids, Michigan



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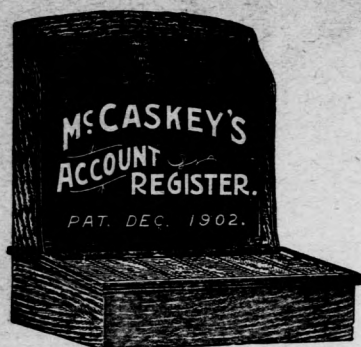
**You Own
The Town**

or at least you feel you do,
when you smoke an

S. C. W.
5c Cigar

It's a good smoke, it's a long-enough smoke, it's a sweet smoke, and all it costs is five cents. There are lots of worse cigars for the money, but none better.

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



1906

Our New Catlog

Now Ready with a Free Sample.

Multiplex Duplicating Sales Pads

(Every other sheet a Carbon Back)

For the asking.

The McCaskey Register Company

Alliance, Ohio

The Best People Eat

Sunlight Flour lakes

Sell them and make your customers happy.

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

A GOOD INVESTMENT THE CITIZENS TELEPHONE COMPANY

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

25,000 TELEPHONES

or which more than 4,000 were added during its last fiscal year—of these over 1,000 are in the Grand Rapids Exchange which now has 7,150 telephones—has placed block of its new

STOCK ON SALE

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

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

PAPER BOXES

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

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

Prices Reasonable.

Prompt Service.

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

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

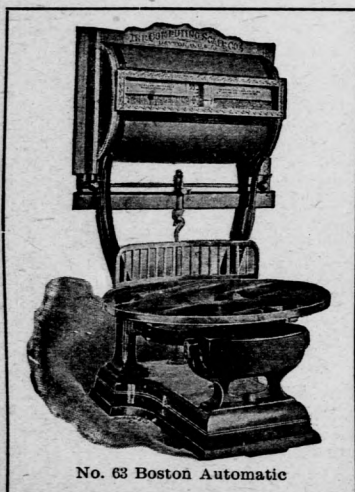
MONEYWEIGHT SCALE CO.

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, JANUARY 3, 1906

Number 1163

The Kent County Savings Bank

OF GRAND RAPIDS, MICH

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

3½ Per Cent.

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 3 Million Dollars

Commercial Credit Co., Ltd.

OF MICHIGAN

Credit Advances, and Collections

OFFICES

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

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich

Collection Department

R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

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

We Buy and Sell

Total Issues

or

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

BONDS

Correspondence Solicited

H. W. NOBLE & COMPANY
BANKERS

Union Trust Building, Detroit, Mich.

ELECTROTYPES

DUPLICATES OF

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

PUT THINGS BACK.

If "order is heaven's first law," there are a large majority of the earth's present population who are neglecting the golden opportunity to prepare themselves for everlasting enjoyment in the world to come. From the rising of the sun unto the going down of the same—in the home, the store, the office and the business behind it—there are more time lost and delay occasioned and temper wasted from a lack of order than from any other one thing; and probably no one idea is oftener presented and insisted upon in all lines of life and among all sorts and conditions of men than that behind the three words at the head of this article.

There must be something wrong in the method of instruction, and in early life the home is responsible for this. That mother can hardly appreciate the wrong she is doing to her child, to herself, and to the long line of others in the future, who patiently picks up the playthings that the child has scattered and left. "He doesn't want to. He is too young. He will outgrow it," is her reasoning; but the habit then begun grows and childhood's tyranny is sure to assert itself in an early and persistent refusal to put things back.

The school house too often strengthens the habit begun at home. The indifference behind the desk on the platform is as careless as it is oblivious to the pupils' needs in this direction. Knowing, as all authority must know, how much depends upon the thorough learning of this all-important lesson, it is strange that it is not oftener put down among the essentials of the object lesson. The order of the desk, the careful arrangement of loose paper—whatever pertains to an early and constant inculcating of this first law is not taught as it should be and the reverse is, on the contrary, often illustrated on the teacher's own desk and negligently-cared-for person.

When the child gets ready to go to work the real trouble begins. "What did you do with my hammer?" "Why didn't you bring back my knife?" "Where did you put the screw driver?" are a few of the numberless questions sure to be asked and as surely to be answered with, "I don't know." The workman who never puts his tools back is one of the workmen who is oftenest out of a job, a fact which that jobless part of the working world would find it to its advantage to consider.

In the business world—in the office or behind the counter or in the back store—system, if there is going to be an establishment worth anything, must stand first. "A place for everything and everything in its place" is

the law and the gospel there and nothing will throw the whole machine into confusion sooner than the violation of this law. Boys—girls, too, for that matter—are constantly leaving the school room for a place in office or store. It is the first test brought to bear upon the applicant for a place. The old story is still worth telling of the merchant who threw a broom upon the floor between the store door and his office and engaged the boy who picked it up and put it where he thought it ought to be. There may be something in it, there may be nothing, but the habit of putting things back is worth more than the average acquirement of the multiplication table, and the boy who finds this out and puts his knowledge into practice will stand the best chance in getting a paying place.

A rich man, who had once been a newsboy, went to a Christmas dinner given for newsboys in New York. He took along \$100 in quarters and dimes to distribute among them. He began by throwing the coins down the tables. A wild scramble. Chairs were upset, dishes were thrown on the floor and cups of coffee were splashed about. Underneath the rush was the rich man. When he got clear from the rabble he was a pitiable sight. His clothes were in ribbons and he was bruised and dirty from contact with the flying food. But he didn't stop to explain how it happened, because he realized that a riot had begun and he was satisfied at escaping with his life. When the climax came he had distributed \$40. He kept the remaining \$60 for repairs to his wardrobe.

The statement of a Buffalo investigator that many brands of cigarettes contain glycerine to keep them moist and that glycerine is used in many other forms of tobacco is confirmed by physicians who have had occasion to study the subject. The vapor of the burning glycerine is declared to be intensely irritating and produces many serious mental and physical disorders. Smokers are so numerous and so influential that it will be strange if they do not start a crusade for pure tobacco.

Great drafts are being made upon the power of Niagara Falls. A manufacturing concern has just made a contract for 27,000 horse power, which is 2,000 more than the contract made by the Vanderbilt interest for its trans-state trolley system. This same concern is already using 51,000 horse power from the Falls. The limit of development at this rate will soon be reached.

Sixth Annual Convention of the Indiana Merchants.

Evansville, Ind., Jan. 2—The sixth annual convention of the Indiana Retail Merchants' Association will be held at Fort Wayne, Ind., January 16, 17, 18, 1906. The convention will convene promptly at 2:30 p. m., Tuesday, January 16, 1906, at the Fort Wayne Commercial Club.

The business to come before the convention is of the most vital importance to the retail interests of the State. Never before was the necessity greater for united action. The encroachment of the catalogue houses of Chicago and elsewhere upon the trade of this State calls for immediate action. The interests of the merchants of Indiana and the country demand that drastic measures be taken to defeat the parcels post bill now before Congress. The attitude of the members of the last State Legislature, in totally ignoring the rights of the twenty-five thousand merchants of Indiana, certainly deserves attention. These and other important questions to our commercial life will come up for your serious consideration. This convention will not only discuss, but will do things.

Each association is entitled to one delegate for each twenty-five members or fractional part thereof. Merchants of Indiana, whether delegates or not, are invited to attend the sessions of the convention.

Of those associations who have not paid their per capita tax we desire to respectfully call attention to the fact that the financial resources of the State Association are limited and earnestly request you to remit at an early date.

A rate of one fare, plus 25 cents for the round trip, has been secured on all railroads in Indiana. Tickets good going January 15, 16 and 17, and returning to and including January 19. Don't fail to ask your local railroad agent for round trip ticket to Fort Wayne and return on account of the convention of the Indiana Retail Merchants' Association.

The associations and merchants of our great State are invited to attend this convention. The Fort Wayne Retail Merchants' Association is prepared to give a royal welcome to all who are so fortunate as to attend, and we trust you will avail yourself of the opportunity to accept the hospitality of one of the most progressive cities in the country.

Convention programme, hotel rates, etc., will be mailed you at an early date. Any further information you desire will be promptly furnished by H. F. Kennerk, Secretary Fort Wayne Retail Merchants' Association, Fort Wayne, or the State Secretary, W. M. Madden, Sec'y.



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Dec. 30—The year closes with cheer for the most of folks and with gloom to some who have had their hundred-thousand-dollar salaries cut off and who may yet have to face charges of a criminal nature. The whole business world has been interested in the amazing testimony given from day to day at the insurance investigation, and if there is not a cleaning up of the houses of some of these institutions it will be a wonder.

Some changes have been made in the big jobbing houses, but probably fewer than usual, and so far as general work is concerned everything seems to go along exactly as usual.

The tomato pack, as shown by the American Grocer, is smaller than in any year since 1901. It is below the average annual pack—inadequate to meet normal requirements. There has been a decrease of almost 20 per cent., as compared with 1904, or about 6,000,000 cases. The full report will be published next week and it will be a statement of genuine interest to the fraternity everywhere.

The coffee market closes steady and there is a better feeling than has prevailed for some time. At the close Rio No. 7 is worth 8@8½c. In store here and afloat for this port, Baltimore and New Orleans there are 4,533,138 bags, against 4,098,931 bags at the same time last year. The receipts of coffee from July 1, 1905, to Dec. 28 at Rio and Santos aggregate 4,533,138 bags, against 4,098,931 bags at the same time last year. Mild grades are moderate with business of a hand-to-mouth character. Good Cutas are worth 9½c and good average Bogotas 11c. East Indias are steady and practically without change.

There is a little better movement in sugar under previous contracts and dealers look for a steadily increasing volume of trade after the turn of the year. Quotations show little, if any, change.

The week has been very quiet in the tea trade and dealers are not disposed to buy ahead of current requirements, as they want light stocks on hand at stock-taking time. Some orders have been placed for the delivery of goods to be made after Tuesday and prices generally are very well sustained.

Holders of rice express themselves as quite content with the year's work and look forward with confidence to 1906. Stocks here are not overabundant and quotations are well maintained.

Spices are selling well, especially pepper, which is showing some daily call that will tend to advance quotations. Cloves have shown a little advance and dealers look hopefully to the coming season, as stocks are light.

Grocery jobbers are reported as being liberal buyers of open-kettle molasses in anticipation of an advance after the turn of the year. The market for molasses generally is very firm and more than likely to so remain. Syrups are steady.

The canned goods market is very quiet. Tomatoes have been boosted to \$1.10 for Maryland standard threes, f. o. b. At least, this is the asking price. Corn is quiet and the market is pretty well cleaned up.

There is no excess in the amount of desirable butter here and extra creamery has advanced about a cent since last week, and is now worth 25c. Stock is working out of first hands and, with colder weather inevitable, there is likely to be a higher basis all around. Seconds to firsts, 22@24c; held stock, extras, 22@23c; imitation creamery, 18@20c; factory, 16½@17½c; renovated, 16@20c, with rather more demand.

Cheese is quiet but the market is well sustained and tending higher.

Eggs show a slight decline, owing to better supply. Best Western, 29c; average best, 28c; refrigerator stock, 18@21c.

Figuring Profits by the Lightning System.

I contend that the only way to arrive at the proper percentage of profit on any commercial transaction is to ascertain what proportion of the sale is or would be profit, never attempting to arrange the percentage of gain by adding to the cost a percentage of that cost, equal to the amount of profit desired, or, in other words, in adding 25 cents to a dollar, assuming you are making a profit of 25 per cent.

Of course, we all know that it is difficult to convince every one on any subject, and bring them all to one way of thinking. In a case like the one before me it probably would be the best way out of the difficulty to refer those in search of information to the head of the office in any large wholesale house. A visit to any of these houses would, I think, furnish the seeker after information with plenty of it, all of which would be in favor of my contention. I would much like to see this matter brought before the public at large more forcibly than I ever could hope to do it, for as one of my correspondents remarks, "It is a matter of the most intense, the vital importance to the business world," and, I might add, but little understood.

Only a few days ago an amusing case came under my observation, going to show how poorly armed for business is he who doesn't understand this subject clearly.

A young business man—a plumber, strange as that may seem—was figuring on a contract. His labor and raw material, he figured, would cost him in round figures \$500. Wishing to make a profit of 20 per cent. he proceeded to add 20 per cent. to the cost, making his complete bid \$600. When he got through I asked him how much profit he would make at that rate if he did a business of \$10,000. He answered with a knowing smile and triumphantly \$2,000. I asked

him to apply the mode of reasoning by which he had reached that conclusion to the bid before him and see if it would work, and his surprise when he found it wouldn't was great. He had been doing business all along with the idea that adding 20 per cent. to the cost would give him a profit of 20 per cent. on his business.

Many do it. Every one figuring his profits in that way is up against just such propositions as the above. They never know where they stand, while, if they figure the other way, nothing can undermine their position. Of course, the profit, in dollars and cents, is the same in either case, but the percentage is what we have to do with, and not one single argument can be conjured up in favor of figuring the profit on the cost, while any number of them can be brought to bear in favor of the other method.

Take, for instance, the case of a new firm about to engage in business. The first thing they would speculate on would be the amount of business they would be likely to do. The next, the amount of profit they should make. Suppose they should fix the average amount of the latter at 25 per cent., obtaining it by adding 25 per cent. to the cost of the goods. The next thing in order would be figuring on expenses, and one of the first things in that connection to be discussed would be the cost of selling goods. Say they fix this at 8 per cent. Eight per cent. of what? The cost? Oh, no! A salesman must be paid on his sales, and 8 per cent. on

the sales, in this instance, is the same as 10 per cent. on the basis their general profit was figured on, and so they go down the line, and when they get through they have, say, a profit of 25 per cent. and an expense of 20 per cent. before them, leaving a net profit of 5 per cent. over and above everything, a comfortable margin, but unfortunately they figured the 25 per cent., as we have shown, on the cost, the 20 per cent. on the sales, and they are one and the same thing, the profit only existing on paper. They do business for a year, take stock, find no profit, go over their books, take stock again, and finally wind up by suspecting their employees. This is a good example of the experience of every firm that tries to do business on this basis, while, had they figured the other way, their position would have been impregnable and they never would have figured themselves out of their just dues.

I once heard one of the foremost accountants in New York say of a book-keeper who had figured his profits that way and brought his firm to ruin: "That man was a worse criminal than the man that steals his firm's money. He ruined his employer by accepting and pretending to be able to fill a position he knew nothing about."

The business man always should bear in mind that a merchandise profit is a gross profit, and the expenses always must be figured against it. It is not necessary to state that figuring one of these on the investment,

A Banking House With a History

The Sworn Statements of the Local Banks
Recently Published Show That

THE KENT COUNTY SAVINGS BANK

of Grand Rapids

has the largest business of any State or Savings bank in Michigan outside of Detroit.

Pays its stockholders larger dividends than any other National, State or Savings Bank in the state. It is the only bank in the state, to our knowledge, sharing a percentage of its profits with its employees.

The market value of its stock is FOUR times that of any other State, National or Savings bank in the city and its shares rank HIGHEST of any bank in the state.

Comparative statements during the past three years show that the SURPLUS of the KENT COUNTY SAVINGS BANK has increased more than that of all the other State and Savings banks in the city combined.

Its Resources Exceed Three Million Dollars
3½% Paid on Certificates of Deposit. Banking by Mail

The Best Way to Judge the Future is by the Past.

DIRECTORS:

JNO. A. COVODE	FRED'K C. MILLER	T. J. O'BRIEN
LEWIS H. WITHEY		EDWARD LOWE
T. STEWART WHITE	HENRY IDEMA	J. A. S. VERDIER

the other on the amount of business, must lead to error. Do not say you understand that and provide for it. What is the use of doing that, why not figure right in the first instance? Try and find any advantage to be gained by figuring the profit on the cost. There is none that I know of. Ask some merchant who figures his profit on the cost the question I asked the plumber, and see what answer you will get. A little study will convince any one with any business experience of the justice of my contention.

To figure the profit on any article correctly: Subtract the cost from the selling price, the difference, of course, being the profit. Divide the latter (decimally) by the selling price, and the result will be the true profit, thus: Cost \$5, selling price \$8, profit \$3, and \$8 is contained in \$3 .375 times, showing the profit in this instance to be 37½ per cent. For the benefit of those who did not read a former article on this subject, I will repeat the table by which goods can readily be marked at any of the percentages common to business:

To make a profit of 16 2-3 per cent., add 20 per cent. to cost.
To make a profit of 20 per cent., add 25 per cent. to cost.
To make a profit of 25 per cent., add 33 1-3 per cent. to cost.
To make a profit of 33 1-3 per cent., add 50 per cent. to cost.
To make a profit of 50 per cent., add 100 per cent. to cost.
The highest profit that really can be made in business is 100 per cent., and

this can be done only when you get something for nothing, and, having sold it for something, the entire transaction is profit; in all other cases the sale being 100 per cent., and the cost something, the profit is less than 100 per cent. An article costing 10 cents and selling for \$1 pays a profit of 90 per cent., 10 per cent. being the cost and 90 per cent. the profit. Figure your profits according to the above table, then try if you can figure yourself out of anything.

As to the methods of proof submitted by me in these articles from time to time, I have this to say: Capricious criticism does not amount to anything. The man who is constantly looking for an argument, and trying to frame impossibilities to prove his case, only injures himself. I can say for those rules that I recently made an inventory, amounting to over \$3,000,000, and consisting of over 40,000 hard extensions and 1,500 pages of footing. I think I can figure as quickly and correctly as the next man, but I was glad to use those rules, proving any extension or footing I was afraid of by their aid. I was rewarded for my work by a fine present from the General Manager, in addition to my regular compensation, he saying at the same time, "I would not believe it possible, but I have had your work carefully examined and have not found a single error." Of course, I was trying to use those rules, not abuse them.

The following table shows the immense advantage of quick sales. It is based on the careers of four \$100

bills invested in business for the term of ten years at a profit of 20 per cent., and turned over with their respective profits at various intervals. The difference in earning power is almost incredible, but can be easily verified:

\$100 turned every two years at 20 per cent. profit, for ten years....	\$ 305 18
\$100 turned every year at 20 per cent. profit, for ten years	931 50
\$100 turned every six months at 20 per cent. profit, for ten years....	10,844 16
\$100 turned every three months at 20 per cent. profit, for ten years...	891,752 50

J. Malcolm Stewart.

Three New Coal Companies and Several Factories.

Bay City, Jan. 2.—The close of the year finds this city looking to a future of rosy hues. The past year has been productive of much new feeling, due in part to the event of consolidation of the east and west sides, and in part to an industrial advance and increase of population brought about by the work of the new Board of Trade.

About 350 new houses were built during the past year; all records in manufacturing lines were broken and never were so many men steadily employed nor wages so high. In the building trades wages above the union scale have been paid the last six months of the year.

Several industries, giving employment to about 300 men, were secur-

ed, with one, the Bay City Alkali Co., organized this year, ready to build next spring. There is also in prospect a new stove works, an auto factory and one boat building company is organized and will build in the spring. Three new coal mining companies have sunk shafts just outside the city limits, each designed to produce 1,000 tons daily, and while not yet fully developed, already employing about 700 men. Two new mining roads have been built with daily trains for the accommodation of the hundreds of miners who have come into the city.

It is estimated that at least \$2,000,000 have been spent in new construction work throughout the county. Of this \$600,000 was spent in sinking new mine shafts and enlarging old workings; \$200,000 on improvements and additions in the business section of the city; \$120,000 for new schools and churches, the balance on warehouses, freight depots, including the new Pere Marquette buildings at \$25,000, and residences, some of which cost as high as \$35,000.

A Lively Animal.

He was a good-natured German and his face fairly beamed as he walked into a drug store. The first thing that caught his attention was an electric fan buzzing busily on the soda counter. He looked at it with great interest and then turned to the clerk.

"Py golly!" he said, smilingly, "dat's a tam'ed lifly squirrel vot you got in dare, ain't id?"

A DOUBLE PROFIT

Royal Baking Powder Pays a Greater Profit to the Grocer Than Any Other Baking Powder He Sells.

Profit means real money in the bank. It does not mean "percentage," which may represent very little actual money. A grocer often has the chance to sell either:

1. A baking powder for 45c a pound and make a profit of 5c. or 6c., or,
2. A baking powder for 10c. a pound and make "20 per cent. profit," which means only 2c. actual money. Which choice should you take?

Royal Baking Powder makes the customer satisfied and pleased, not only with the baking powder, but also with the flour, butter, eggs, etc., which the grocer sells.

This satisfaction of the customer is the foundation of the best and surest profit in the business—it is permanent. Do not take the risk of selling a cheap alum baking powder; some day the customer may find out about the alum, and then your best profit—viz., the customer's confidence—is gone.

Royal Baking Powder pays greater profits to the grocer than any other baking powder he sells.

ROYAL BAKING POWDER CO., NEW YORK

AROUND THE STATE

Movements of Merchants.

Dimondale—Rinkle Bros. have opened their meat market for business.

Utica—J. C. Fisher succeeds James H. Hodges in the drug and grocery business.

Lansing—A. M. Donsereaux has purchased the millinery stock of Gunston & Herbis.

Otsego—J. K. Jackson has moved into his new meat market, which is equipped with new fixtures.

Alpena—The grocery store of Lincoln, Muellerwiss Co., Ltd., is closed. The stock is being inventoried.

Marquette—Lammi & Rutkoni have purchased the grocery stock of A. G. Mallen, who will go to California.

Owosso—Josiah Thompson, who has been engaged in the hardware business here for the past eighteen years, is dead.

Keeler—A. D. Robinson has sold his stock of general merchandise to Ambrose McGowen, who will continue the business.

Hancock—W. J. Schils, of Houghton, has opened a new drug store at this place under the style of the Quincy Street Pharmacy.

Eaton Rapids—Tucker & Gallery have purchased the dry goods stock formerly conducted by J. L. Bryan and will continue same.

Manton—The business formerly conducted by the Williams Mercantile Co. will be continued in the future by Walker & Williams.

Freesoil—The Bennett & Stephens Co. has purchased the Kretzer bankrupt hardware stock, at Manistee, and is removing same to this place.

Hancock—H. W. Eaves' new meat market, which has been under construction for several weeks, is completed and has been opened for business.

Capac—E. C. Martin and W. E. Turner have consolidated their drug stocks and will occupy the building in which Mr. Martin has conducted his business.

Flint—Selleck & Gordon have purchased the L. Church & Son drug store. Mr. Selleck has been head clerk in the O. P. Safford store for a number of years.

Manton—Ira L. Decker, cashier at the Williams Mercantile Co. store, was wedded Christmas to Miss Florence Anderson at the parental home of the bride in Albion.

Linden—Henry Adams has sold his stock of merchandise, together with his store building, to his half brother, Bert J. Austin, of Dansville, who will take possession about Feb. 1.

Kalamazoo—A retail furniture company has been formed under the style of the Home Furnishing Co. with an authorized capital stock of \$12,000, all of which has been subscribed and paid in in cash.

Elk Rapids—Albert Bachi has sold his meat market to Deering Bros., of Empire. Mark Deering will take charge of the business at this place,

while his brother will manage the business at Empire. Mr. Bachi has not yet decided what he will do in the future.

Petoskey—Walter Kephart has purchased the interest of his partner, Guy M. Harwood, in the Central Drug Store. Mr. Harwood began business here in 1876 under the style of the Central Drug Store.

Adrian—M. Warner, formerly connected with the American Electric Fuse Co., and Fred M. Phelps, formerly Superintendent of the Adrian street railway, have opened a new feed store at this place.

Sparta—Henry Murray has purchased the interest of his brother, Hubert Murray, in the grocery and boot and shoe business of H. C. Murray & Co. and will continue the business under the style of Henry C. Murray.

Ludington—Wm. Heysett, whose present drug store site will be occupied by the new National Bank building in the spring, will remove to the building now occupied by the express office, which he has purchased of the First National Bank.

Lansing—President Piatt, of the Lansing Business Men's Association, is soon to appoint the committees to have in charge the arrangements for the annual business meeting and banquet. The date is the evening of January 16. The annual meeting is always held on this day.

Saginaw—The final meeting of the creditors of E. Y. Hogle, the dry goods dealer who was last year declared a bankrupt to the tune of \$38,000, has been held and a final dividend of 5 per cent. will be paid shortly. Hogle's creditors will get a total of 40 per cent. of the debts.

Cheboygan—Joseph R. Kramer, a well known general merchandise and clothing merchant of Cheboygan, has filed a petition in bankruptcy with Referee in Bankruptcy Lee E. Joslyn. The schedule of liabilities shows their total as \$23,047, while the assets total \$15,397. Referee Joslyn appointed X. H. Price, of Bay City, and Charles Stokes and Joseph Hall, of Cheboygan, as appraisers. Adolph Fixel, of Detroit, was appointed receiver under \$10,000 bonds. Most of Kramer's creditors are Detroit, Buffalo, Cleveland and Chicago people. He owes twenty-two Detroit merchants sums ranging from \$35 to \$1,800.

McBain—Judge Chittenden recently issued an injunction closing the drug store of G. W. Bradfield. Bradfield retired from business about a year and a half ago, being succeeded by Perney Hurkett and Guy D. Platts, both from Port Sanilac. Platts later succeeded the firm. Bradfield, it is alleged, entered into an agreement with Hurkett & Platts not to engage in the drug business at McBain, either as principal or agent, for a term of twenty-five years. This agreement he recently violated and Mr. Platts appealed to the Circuit Court. His appeal was followed by an injunction against Bradfield. It is probable that the latter will appeal to the Supreme Court.

Cadillac—George H. Reeder, of Grand Rapids, the receiver, and Peter Doran, his attorney, were in charge

of the sale of the Hans Ostensen bankrupt clothing and men's furnishings stock, Mr. Doran officiating as the auctioneer. After Mr. Ostensen had selected his exemption, amounting to \$250, from the stock, the residue was sold to the Goldman Brothers for \$1,400. H. L. Welling, of Petoskey, invested in fixtures to the amount of \$45 and Edwin Smith is the owner of \$88 in notes for \$10. Henry E. Aldrich invested \$150 in open book accounts bearing a face value of \$2,800. L. J. Law, representing the Law-Starkey Co., became the owner of the exemption, selected by Mr. Ostensen, \$360 being the consideration.

Marshall—This place has a national reputation for being a patent medicine town and, as a result, the post-office has done a land office business, being raised to the first class list, the only first class office in the United States in a town of fewer than 5,000 inhabitants. On account of the activities of the authorities in suppressing what they declare are fraudulent enterprises, the local postoffice receipts, which two years ago were \$110,000, were only \$54,000 last year, and may be lower this year. The latest move of the authorities has been to order Postmaster William H. Arthur to hold up all mail coming to Ralph Humphrey, who is about 30 years old and has worked up an enormous business on a patent cure for liver trouble. Andrew Chrystal, the well known shorthorn cattle man, was closed up by the authorities a year ago. He paid out alone annually over \$50,000 in the local postoffice. He gave employment to over 100 stenographers, typewriters, clerks, printers and folders.

Manufacturing Matters.

Cheboygan—D. Quay & Son's shingle mill manufactured 16,000,000 shingles last season.

Millersburg—Gardner, Peterman & Co. are buying hemlock and hardwood logs to stock their plant.

Hudson—The Hudson Manufacturing Co., which manufactures bicycles, has increased its capital stock from \$50,000 to \$100,000.

Detroit—The Pitton Novelty Co., Ltd., which manufactures mechanical novelties and automobile parts, has changed its name to the Home Novelty Co.

Grand Marais—The Marais Lumber Co. manufactured last season 31,023,587 feet of lumber and 9,064,059 lath. The company shipped 21,119,288 feet of lumber and 9,519,500 lath.

Hesperia—R. J. Martin, who has been running the creamery at this place, has gone to his home at Teuton, Manitoba, for the winter, but will return in April to re-engage in the business.

Cheboygan—The Cheboygan Manufacturing Co. has taken a contract for dressing a large quantity of hemlock timber for a lumber concern at Manistee. The lumber is shipped to this place by rail, planed and re-shipped.

Saginaw—J. T. Wylie & Co., manufacturers of cooperage stock at this city, at Gaylord, at Boyne City and at Interlochen, are not operating their

Saginaw and Gaylord plants this winter. The firm also sells large quantities of hardwood timber for conversion into lumber.

Pontiac—A corporation has been formed under the style of the Universal Implement and Novelty Co., to manufacture implements and novelties. The company has an authorized capital stock of \$100,000, of which \$50,000 is subscribed, \$2,400 being paid in in cash and \$14,000 in property.

Cheboygan—Gainor & Paquette have opened a lumber yard here and it will be stocked as rapidly as possible. Mr. Gainor operates a small mill on Black River equipped for manufacturing flooring, siding and molding and it will be run in connection with the yard. The firm is also having hard and soft timber logs cut at Laporte's saw mill, near this place.

Outcome of the Adrian Co-operative Venture.

Adrian, Jan. 2—In relation to the affairs of the A. W. Frantz Co-operative Association, will state that we have consulted our attorney, who is more or less familiar with this concern, and he tells us that they are out of business and their goods have been disposed of and the store they formerly occupied is empty.

As the name implies, this was a co-operative association and the stock was owned largely by farmers in this county, and they have been trying to compromise the indebtedness of the concern and save themselves as much loss as possible.

Frantz is not living here now, and our attorneys say that letters they have sent him addressed to the city where he should have a forwarding address have been returned to them uncalled for. They tell us that Alvah Davis, of Flint, was in some way connected with Mr. Frantz after the co-operative feature of the business was discontinued, and that it is possible that if you should write him you might be able to get the information you desire.

Want a Book Good on the Trains.

Indianapolis, Ind., Dec. 29—Gov. Hanly, representative of the executives of other states, commercial travelers and members of the Central Passenger Association, met in the executive parlors at the statehouse today to discuss the present system and see what could be done to secure an interchangeable mileage book, good on all trains and to be bought for \$20 per 1,000 miles.

The Central passenger men gave little encouragement, saying that any mileage book is contrary to interstate commerce law and they could promise nothing. The Governor intimated that unless something was done by the railroads he would urge the passage of the 2 cent per mile law and the railroad men replied in effect that if it were made applicable to everybody it would bring the roads a better price than they now are getting.

Although this was the third meeting called to discuss the question, nothing of practical value was accomplished.

GRAND RAPIDS

Wm. Boonstra & Co. have sold their grocery stock and fixtures at 42 West Leonard street to Walter Pate, who will continue the business.

J. Garry Phelps and Geo. M. Zeller have formed a copartnership under the style of Phelps & Zeller to handle iron, screws and machinists' supplies. They will have their office in the Fourth National Bank building.

Hon. Peter Doran has filed bankruptcy proceedings in the case of Jacob L. Wiesman, the East Jordan general dealer who recently assigned to a local creditor. The petitioning creditors are the Ideal Clothing Co. and Geo. H. Reeder & Co., of this city, and the Michigan Knitting Co., of Lansing.

The retirement of Ab. Jennings from the Judson Grocer Co. to devote his entire time to the recently-organized Raab Chair Co., promotes Frank J. Smitton from the position of head shipping clerk to that of general salesman. Mr. Smitton's duties in the shipping department will be attended to hereafter by Ralph Rockwell and John Thorp. The receipts of sugar will be looked after hereafter by Arthur E. Gregory.

The Produce Market.

Apples—Steady and strong at \$3 for ordinary, \$3.25 for choice and \$3.50 for fancy. Supplies of medium grades are liberal and will be sufficient to meet all requirements. It is possible that fancy goods will run a little short, but this is not very likely as the call for this variety is not heavy.

Bananas—\$1.25 for small bunches, \$1.50 for large and \$2 for Jumbos. The demand is about what is expected at this season. Fruit is coming in in good condition.

Butter—Creamery has advanced to 26c for choice and 26½c for fancy. Dairy grades are active at 20¢@21¢ for No. 1 and 14c for packing stock. Renovated is in great demand at 21¢@22¢. Fresh creamery is in active demand. Buying is for current requirements only and buyers are disposed to be critical. This is a peculiar condition brought about by the abundance of the lower grades and the scarcity of the higher. Packing stock has not moved very rapidly.

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. The high price is generally attributed a "corner" on available supplies engineered by some big Eastern buyers. It looks as if they were in danger of overreaching themselves, however, as the demand is suffering because of the high prices. Stocks held in this market are not large but they will probably be ample as long as prices are held so high.

Eggs—Local dealers pay 20c on track for case count—supposed to be

fresh—holding candled at 25c and cold storage at 20¢@21¢. The demand is normal and receipts are about enough to care for the trade. Storage stock is being withdrawn more freely and this has had a leveling tendency on the market. The eggs coming still show signs of being held.

Grape Fruit—Florida is in fair demand at \$5.25@5.50 per crate.

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

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

Lemons—Both Californias and Messinas fetch \$3 per box. They are moving moderately but the trade lacks the snap of the summer months.

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 apparently strengthening.

Oranges—Floridas, \$2.75; California Navels, \$3; Redlands, \$3. There is a slightly easier feeling in the apple market, although for top grades the prices are held firm. For anything else there is a little shading of quotations at times. The demand has been but moderate this week as anticipated. Soon after the first of the year there should be a general stocking up and the market will probably harden.

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 apparently on the gain, enquiries for stock coming in from many consuming and distributing points.

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.

Probable Absorption of the Edison Co.

The Grand Rapids-Muskegon Water Power Electric Co. is negotiating with the owners for a controlling interest of the Grand Rapids Edison Co., with every indication that the deal will be closed during the present month. It is known that the owners of the stock are not averse to parting with their holdings, especially as the stock is mostly held by the men who were the promoters of the present company.

This explains why the Grand Rapids-Muskegon Water Power Electric Co. has not asked for a franchise at the hands of the Common Council, although it will be ready to furnish power within the next sixty days. When the company was formed it was a foregone conclusion that it would have to absorb the Edison Co. or that the Edison Co. would have to absorb the new company and the negotiations now in progress are a logical solution of the situation.

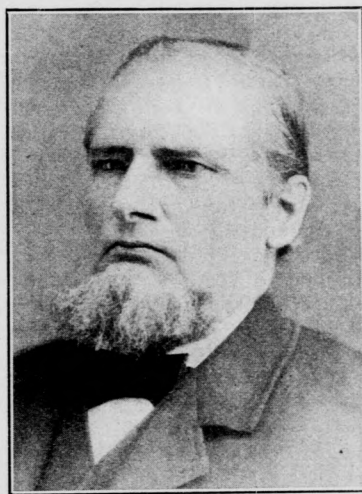
The purchase of the Edison properties in this city carries with it the dam properties on the Flat River and the dam sites on Muskegon River, which have not yet been improved by the Edison Co.

Death of D. J. Doornink, the Pioneer Book Seller.

Derk J. Doornink whose death occurred Saturday, Dec. 30th, was born in the Netherlands in the province of Gelderland, January 29, 1828.

Mr. Doornink left Rotterdam for America Sept. 11, 1846, arriving in Boston, Dec. 2, 1846. In 1847 he moved to Milwaukee, where he married his surviving widow Sept. 4, 1851. He engaged in business in Milwaukee and was an alderman of that city for four years from 1860-64 during the war, thus witnessing the notorious levy riots.

He located at Grand Rapids, July



14, 1869, and engaged in the tobacco and importing book business, which he continued until failing health required him to retire some eight years ago. For many years he occupied a store building on Monroe street now forming a part of the P. Steketee & Sons block. During his business career he held many positions of responsibility, and leaves a host of mourning friends. The funeral was held from his late residence, 96 North College avenue on Tuesday, Jan. 2.

Besides his widow, six children survive him:

Rudolph, book-keeper in City Clerk's office; Mrs. Prof. H. E. Dosker, of Louisville, Ky.; Mrs. D. C. Steketee; Mrs. P. J. Koke; D. J. Doornink, Jr., with Steketee & Sons, and Wm. Doornink, with the State Bank of Michigan.

The deceased was probably more widely known among the Holland population of Grand Rapids and vicinity than any other man of that nationality, owing to the length of time he was engaged in the sale of Holland books, mostly of a religious character. He was a man of irreproachable habits and unblemished integrity. His word was as good as his bond and his personality, while somewhat austere, was such as to attract and retain life-long friends.

The Grain Market.

The wheat market the past week has been quiet, trading light and movement generally of a holiday character. May wheat has made an advance in Chicago for the week of about 1c per bushel, but there is little change in cash grain. The visible supply showed an increase of 2,484,

000 bushels for the week. Receipts at Chicago, Minneapolis and Duluth were 855 cars, against 1,103 cars for the same day last week, and 652 cars as compared with last year. The present visible supply stands at 42,951,000 bushels.

The corn market is steady, with practically no change for the week. The visible supply increased 1,322,000 bushels, making the present supply 11,877,000 bushels. There is a fairly free movement and the demand has been quite active. The quality is now running quite satisfactorily both for domestic and export shipments. Zero weather would now be welcome for corn handling.

Oats have been affected to a certain extent by other grains and have showed a slight advance of ¼¢@½¢ per bushel. The movement has been quite free and the demand is slightly improved.

Buckwheat has been in better demand the past ten days, the early movement of buckwheat having been all ground out, and mills generally are now looking for fresh shipments and are bidding the market up slightly. Buckwheat flour is strong in consequence, and is now selling at \$4.50 for outside shipments, but local markets are still slightly sluggish, and will be until present stocks are exhausted, when prices will undoubtedly advance quite sharply.

Feeds are more active, and wise buyers will keep a fair stock on hand for the next few weeks, as storms are likely to delay shipments when they will be most in demand.

L. Fred Peabody.

Muir Re-appointed—Inspector Appointed.

John D. Muir has received notice of his re-appointment as a member of the Michigan State Board of Pharmacy, to run five years from Jan. 1. The appointment is merited tribute to his ability as a registered pharmacist and to his fairness and impartiality as a member of the Board.

At a special meeting of the Board, held at Owosso yesterday, it was decided to employ M. L. Campbell, of Leslie, to act as inspector for the Board. This is a new office, provided for by the new law enacted by the last Legislature. It is the duty of the inspector to visit every pharmacist in the State as fast as practicable and report to the Board the results of his inspection.

Wm. Judson, President of the Judson Grocer Co., is at Sturgeon Bay for the purpose of attending the annual meeting of the A. B. Klise Lumber Co.

Clark Grocery Company, Saginaw, Michigan: Enclosed please find check for \$5 for three years' subscription. We would not be without it.

Sherman & Hunter, clothiers and furnishers, Traverse City: The Tradesman is everything such a paper should be.

Sanctity is not necessarily seriousness.

A half a loaf is better than some bread.

WINDOW TRIMMING

Men's Clothes Show Considerable More Color.

Nothing is much drearier, around the streets, than the day after Christmas, unless it be the day succeeding the Glorious Fourth. It seems like "After the Ball Was Over."

Most of the store windows still show their holly and other festive decorations, which look pretty faded. The artificial greenery stood the test of time and to-day is as fresh as when it was put in place.

Witness P. J. Koke's west window. It looks as spic and span as if it were dressed the week before Christmas, while that much time has elapsed since the little sprigs of make-believe holly were alternated with the whisky flasks next the glass. These are placed aslant with the window. Boxes or boards are placed on the floor—different heights—and half are covered with pearl-white sateen and half with some sort of black cloth. The division of the cloths is a little unusual, the line of demarcation being from northeast to southwest. Some of the glass flasks are overlaid with filigree silver, with the words Good Bait and Load Up, also in silver—these injunctions being rather unnecessary to the Izaak Waltons or others with convivial tendencies.

At the back are articles larger and higher—this does not refer to the price, although it would naturally be steeper than that of the smaller silver pieces next the glass. These are a pudding dish or two, large nut bowl of a fancy shape, soup tureens and several candelabra. Between these and the flasks are prettily arranged cut glass powder boxes with silver tops, hair brushes and hand mirrors. These last should not have been introduced with things for the dining table. To be sure, this window is just for silverware, but the idea conveyed in the mix-up is not pleasant. The luxurious toilet articles could, with great propriety, have been disposed next the ladies' side combs in the opposite window. This, you might say, is a small incongruity, but it is often just this bit of observation on the part of the windowman that makes him an artist in his chosen field.

The other window is admirable in every way—gilt clocks with glass sides, small clocks with handles, men's watch chains, lying neatly in a semi-circle, and, as referred to, the ladies' side combs.

* * *

Now come the January Linen Sales in all the stores carrying these staple goods so dear to the hearts of the Feminine Contingent. I suppose these Sales were gotten up, originally, to help counteract the midwinter dulness, but, coming at the time they do, they usually catch the pocket-book considerably flattened out by the strenuous demands made on it to go "the rounds" and "remember" at Christmas all our relatives and

friends and others whom we love or to whom we feel indebted for similar "remembrances" in the past.

* * *

One large clothing window is showing such a charming harmony of coloring in men's suits and haberdashery—some half dozen groups.

A dark blue suit of serge has with it a rich silk neckkerchief of the same shade, also tie and hose, while the stiff-bosomed shirt and the suspenders are a light blue.

Another group has all-black things. After all is said, there's nothing so all-around nice as black for the man who can't afford more than one or two suits and fixin's at a time. Their "long suit" is certainly black.

All the things to make a kingly creature of an ordinary or extraordinary man are to be seen in the central grouping in the background—everything for the "formal occasion," that some men "just dote on," while others hate it "just wusser'n pizen!"

Gray business togs form another set to choose from.

"My, but ain't them peachy duds!" exclaimed a youth with more of a sense of appreciation of a fine color scheme than recollection of the hours he spent at school on syntax.

What he was admiring so forcibly was a bottle green suit, with elegant accessories to match exactly—"peachy" clothes and no mistake! But the fellow who should buy them would make a mistake did he not possess suits in plenty to "change off" with, for they are too conspicuous by far for the impecunious one, the but-one-suit-to-his-name man. But for the man who can afford several in a season, who can cast easily aside the apparel of which he tires, this green combination is a dream, if it accords with his complexion—if not it's a nightmare!

How a Stenographer Bettered Herself.

Miss Smith had been the stenographer of Jones, Brown & Co. for two months, and, to express it in her own way, "was getting dead sore on the job." She had fully recovered from the fears she at first entertained concerning her own importance and had almost learned to get to the office on time in the morning.

She could take dictation fairly well and had learned to use the typewriter. She felt aggrieved. She had worked two whole months and her salary had not been increased. Even her new rat, which gave the hang-over effect to her pompadour, had failed to bring results, and her new embroidered sweater did no better.

She resolved to speak with Jones concerning it. She spoke and Jones grunted. He didn't even look up from his desk. So Miss Smith retired and determined to seek another position. She waited a few days, to see if the grunt meant yea or nay, and then, studying the want advertisements, she selected two and determined to answer them.

This is what she wrote:

X X Y 128—Dear Sir—In answer to your advertisement I will say that I am a young lady of refinement and good appearance. I have had con-

siderable experience as a stenographer and am now employed as confidential secretary by Jones, Brown & Co.

"My object in desiring to change my position is that I do not feel that I am being treated fairly here. I have to work from 8 to 6, with no holidays and no possible chance for an increase in salary. They seem to think that I am a mere machine, with no feeling whatever. It is not so much the work—but Mr. Jones shows me little respect and I do not desire to remain longer in such a place. He does not regard the presence of ladies. He pays no attention, never addresses a kind word or a smile to any of his employes, sits in his shirt-sleeves and uses the cuspidor frequently.

"If you have anything to offer I would appreciate an answer."

The letters were mailed Saturday afternoon. Monday morning Miss Smith, with her pompadour a trifle more effectively arranged and her paper cuffs a bit more coquettishly set over her shapely arms, took her position—three minutes ahead of time.

Jones arrived and, with a short nod, went to his desk and began opening the mail. Ten minutes later he opened a letter and suddenly sat up straight, reading. Then he exploded with laughter.

"Miss Smith," he called, "please take dictation."

Miss Smith arrived with her perfectly pointed pencil and her pad of paper.

"Now, take this: 'Miss Smith, 3234 Blank street.' Yes, that's right," he said, as she started in surprise.

"You must be mistaken," she hesitated. "That's my—"

"Take dictation, please."

"We have your note of Saturday and beg to assure you that we appreciate your reasons for wanting to make a change.

"We have been thinking of changing stenographers, because our present one, who is of good appearance, in fact, actually pretty, is so sure of her own importance that she does not attend to business. She came to us incompetent and green and in two months, at our expense, has learned her business and made progress on the typewriter. She is constantly trying to make us believe that we are lucky to have her here—and she wants an increase in salary.

"We regret that we, too, work in our shirtsleeves, and use the cuspidor frequently, but we will try to control the latter habit if you accept a position here, and also we will smile whenever we look at you. Yours sincerely, 'That will do, I think.'"

Since they understand each other Miss Smith and Jones are getting along famously—and her raise in salary is in sight. D. E. Brand.

His Failing.

"Your husband," said Mrs. Oldcastle, "seems to be so altruistic."

"Yes, I know it. But Josiah always was a great hand to overeat, and I think that must be what gives it to him."

We Pay the Freight

Ask your jobber about the new drop shipment plan on

Quaker Oats

Scotch Oats

Pettijohn

Apitezo

Zest

Saxon Wheat Food

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F. S. Farina

F. S. Cracked Wheat

F. S. Rolled Wheat

Quaker Puffed Rice

THE AMERICAN CEREAL COMPANY
CHICAGO

Established 1888. The Test of Time



Your Choice

Expert Sales Managers

Stocks Reduced at a Profit. Entire Stock Sold at Cost. Cash Bond Guarantee.

G. E. STEVENS & CO.

324 Dearborn St., Chicago, Suite 460
Phone 5271 Harrison, 7252 Douglas

No commissions collected until sale is brought to successful point. No charge for preliminaries. Job printing free. If in hurry, telegraph or phone at our expense.

Deal With Firm That Deals Facts.



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

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.

Begin the New Year Right

Keep your credit accounts by the simple, accurate and satisfactory

SIMPLEX ACCOUNTING METHOD

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

CONNARD-HOCKING CO.

205 Dickey Bldg. Chicago, Ill.

HATS At Wholesale

For Ladies, Misses and Children

Corl, Knott & Co., Ltd.

20, 22, 24, 26 N. Div. St., Grand Rapids.

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

OUT AT GRANDPA'S.

The Good Times We Used To Have.

Written for the Tradesman.

"Oh, we always have such larks out at—not 'Old Aunt Mary's,' for we haven't any 'Old Aunt Mary's' to go to, but out at my Grandpa's. We children all look forward to 'going out to Grandpa's' as an event in our existence, and the frolics we have had there—well, if anybody ever has a better time I'd like to see it. The eldest of us was lucky enough to be born on the farm, so she thinks, on that account, she can 'lord it' over the rest of us even a little more than is usual for the oldest one in a bunch of brothers and sisters to do.

"We have made periodical visits to the country as long ago as I can remember. Every holiday we pile down on Grandpa and Grandma, and in between those days they drop in on their children. This last Christmas I was one of twenty-six at their table. I sat on Grandpa's lap, held three little nieces on mine, helped feed the chickens, rode bareback on Old Mol, climbed a haymow and got eggs, and a lot more of the Tomboy pranks I used to be up to when I was a 'kid.'

"Well do I remember one funny circumstance that happened when I was about 10 years old:

"Grandpa had a little bit of a man working for him. He was always good natured, thoroughly reliable, and, although so small of stature, still was quite stout. He regarded Grandpa's house as his home and he was as fond of us grandchildren as one outside the pale of relationship could possibly be.

"One night the elders were seated round a roaring big fire, while we youngsters were off in one corner looking at some books we had found our names in at the distribution of presents early in the afternoon.

"Just as the shadows began to fall one of the group at the fireside suggested that the children run over to Uncle Horace's and get them all to come over for the evening.

"We said we'd go. But first we thought we'd dress up in some of the grown people's clothes and go over trigged out in those, just for fun. So, childlike, we went to rummaging in Grandma's closet. The little man got into an old wrapper of hers, with some old corsets on the outside, which he had my mother 'sqwoze up' for him, with the smothered exclamation that 'he'd hate to be a truly voomans!'

"My sister got into a suit of the little man's, which fitted her 'too previously,' the trousers coming about halfway to her knees. A little old hat completed the transformation. A boy cousin had on an old 'overskirt' as part of his get-up, while I was decked out in Grandpa's light summer suit, which, however, he failed to recognize until on our return.

"All the company were greatly amused at our ridiculous appearance. shouts of laughter greeting us as we emerged from the bedroom.

"Uncle Horace's house lay a little more than a quarter of a mile from Grandpa's. It was light all the

way with the exception of a dense clump of trees in front of a little hill by the roadside.

"On the way over we got to talking about ghosts. The little man was mortally 'fraid of 'em—so, for that matter, were all the rest of us. We all took hold of hands and got rather still towards the end of our journey.

"Arrived at the house, we stated our errand, the boys of the family agreeing to come over to Grandpa's in a little while, and Uncle Horace and Aunt Lucy would follow in half an hour.

"We also told how we had been talking about ghosts, and how afraid we all were of seeing them.

"When we entered the 'side door' of the roomy old kitchen we beheld, ranged around the room several feet from the fire, three wagon seats freshly painted a vivid green. They had been set there to dry, and the first thing on our arrival we were cautioned not to sit down on them. We squeezed carefully in between to get closer to the cheery fire, for it was at the edge of fall and the nights had begun to get too chilly for exact comfort.

"We squirmed around first on one foot and then on t' other, getting our backs warm and then baking our faces, when without another thought of the injunction 'not to sit on those seats,' I dropped down on the one so conveniently behind me, only to rise a good deal quicker as a cry went up from all:

"'Oh, you're sittin' on the paint!'

"They turned me around and displayed a big oasis of bright green on the little man's trousers. He didn't say very much, but I knew I'd have to make it right with him some way later on.

"I made as light of the accident as my heaviness of spirit would allow, and by and by the impression I had made seemed to leave the minds of all.

"I was chatting with my Uncle and Aunt, the boys, our cousins, for no apparent reason, having slipped from the room.

"The little man and the rest of my party went down cellar with my Uncle to get some red apples and when they came up they stood around the stove munching the sweet juiciness to their hearts' content. And—would you believe it?—before we started on the return to Grandpa's they all had committed the same blunder that I did, so that we were a walking advertisement for painters' supplies!

"On the way back our conversation again merged into the subject of spooks and we quickened our pace almost to a run, every few steps looking fearfully around and behind us for ghostly followers.

"When we reached the clump of woods the road was bad just there, so we were walking two by two. The little man had half turned around, when all of a sudden, right in front of him, appeared a Big White Thing!

"'There It is! There's the Ghost!' I shrieked, frozen to the spot.

"The little man turned, then, squarely around, seeming to expect that It was coming on us from the

rear.

"'No, no! Look the other way!' I screamed, trembling in every limb.

"With that the little man wheeled about and the Big White Thing towered high above him, directly in front!

"Well, the poor little fellow let a whoop that lives in my mind to this day, and actually fell over backward on the ground.

"Our cousin saw that they had carried the joke too far, and threw off the sheet in a hurry, disclosing to our astonished gaze the fact that we were blood relation of what had seemed to our excited nerves to be a visitor from the Unseen World, while the rest of the boy cousins piled over the crest of the hill and down among us, trying to laugh it off, escorting us the rest of the way with elaborate politeness to make up for the fright they had given us.

"When we were in Grandpa's house again we left the boy cousins roaming around the room talking to everybody about the Big White Thing, while we four guilty painters made ourselves scarce, sidling into Grandma's bedroom and out of our togs as quickly as we could.

"Nothing was said that night about the matter of our spoiling the clothes, and when the grown-ups did find it out they let us off easy and cleaned off the paint with turpentine." E.

Manufacture of Health Products Increasing.

Battle Creek, Jan. 2.—The annual banquet of the Battle Creek Business Men's Association, which is always

the most important event in business circles during the year, will be held at Knights of Pythias hall, Tuesday evening, January 16. The guests of honor will be the officials of the Grand Trunk Western Railway. At the meeting the proposition of several outside manufacturing institutions to locate in this city will be presented and discussed.

All of the manufacturing institutions of this city report that the year just closed has been one of the most prosperous for many years. The shops are running full force.

There is a universal impression that the health food business in this city is dead. On the contrary, the business was never so prosperous as at the present time, and more food is being turned out to-day than when the business was supposed to be on the boom but consisted principally in selling stock instead of food.

The threshing machine works never had a larger business than the past year.

The Advance Pump & Compressor Co. has shipped to Milan, Italy, for exhibition at the coming Universal Exposition, a vertical duplex marine pump. The company recently shipped fifty pumps in a single day.

A Clincher.

A Chicago mother was trying to get her little boy to bed.

"Run along, Johnny," she said, "and get into your bed. The little chickens have all gone to bed."

"Yes, mother, I know," said the little tot with a quivering lip; "but the old hen went to bed with 'em."

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E. A. STOWE, Editor.

Wednesday, January 3, 1906

THE ELIXIR OF LIFE.

Can man's life be prolonged and maintained in its prime and strength? That is a question which has been asked in every age, and there was a time which lasted for centuries when the alchemists devoted themselves to searching for the elixir of life which would restore the aged to the bloom and vigor of full maturity and keep them there.

The processes by which old age advances upon the citadel of life, assaults all its strongholds and finally overwhelms and overturns them all are known to all who have passed through such experiences, and up to the present time no means have been discovered of successfully meeting and vanquishing the pitiless foe, although in some cases respite more or less brief have sometimes been gained in the inevitable conflict.

However, there has lately been brought forward an interesting proposition which is attracting some attention and which may possess possibilities of value, although it is as yet a mere theory. It is to strengthen and enrich the blood of those who are failing from disease or the advance of age with the white corpuscles. Naturally, the blood of man and of other living creatures has been from the earliest times the subject of study more or less scientific, and the red and white corpuscles which are living creatures residing in and forming a large part of the substance of the vital fluid have long been recognized, but to discover their special functions has long been a problem to the physiologist and the microscopist.

The business of the red corpuscles was known first. It is their duty to distribute the oxygen which is taken up by the blood when passing through the lungs, but the white creatures, which are named "leucocytes"—white cells—were not understood. In 1882 a Russian biologist named Metchnikoff discovered that these white cells in the blood, visible as they are only by the aid of a powerful microscope, are voracious devourers and ferocious fighters. If anything injurious or unusual, such as the bacilli of disease, gets into the blood, the minute white monsters at once attack it and seek with all their might to drive it out, which they com-

monly do in the form of a pimple, an eruption or a boil, and in making the fight these creatures devour all they can. A recent writer thus describes the operation of these wonderful friends of human life, of the life of any creature in whose blood they are component parts:

If you have run a pin into your thumb or received a bayonet thrust at Port Arthur, precisely the same thing takes place. A myriad of these tiny "first aid" cells, from the surrounding blood vessels and lymphatic glands, at once come hurrying to the rescue. They begin to clean up whatever wreck there has been made in the skin and muscular tissue. They eagerly absorb into themselves or cluster oppositely about all foreign matter that has been introduced into the wound. Then they proceed to pile themselves tier upon tier around it like so many little sandbags about a broken bastion. Later they gradually join together and solidify into the layer of new skin which appears beneath the sloughed-off scab. They are at once workmen and repairing material. And here there is something very like an actual battle. Still more: insofar as it lies in the capacity of the defenders, the invading germs are not only killed; they are likewise swallowed and digested! Nor is this merely an occasional miracle. It is taking place almost without intermission in the pores of the skin and the digestive tube, in the spongy walls of the mouth, and nostrils and throat and lungs—wherever, indeed, the attacking microbes seek to find an entrance. Where we are protected once by spoon-administered medicines, we are protected a thousand times by the power of an innumerable army of microscopic stomachs!

But these minute but powerful defenders can become sick and enfeebled along with the rest of the body which they inhabit, and they are no longer able to keep up the valiant warfare against the enemies of life that they would otherwise so willingly and faithfully perform. It then becomes a duty to move at once to the aid of the white corpuscles, and restore them to health and strength. If this be done, then they are enabled again to take up their benignant and most indispensable functions.

The transfusion of blood from a person in health is known in modern medical and surgical practice and was not unknown to the ancients, but the possibility of re-enforcing the strength and vigor of the white corpuscles of the human blood would be the application of the remedy precisely where it is most needed and where it would accomplish the greatest good, and offers a prospect of benefits whose value is beyond computation. Its successful consummation would be the crowning glory of the healing art. It is claimed that such a scheme is practicable.

Many horses have died in New York City during the past few days from a disease that the veterinarians call azoturia, a form of paralysis, which is attributed to overfeeding and lack of exercise. It thus appears that even horses become the victims of prosperity.

Happiness is a duty that every man owes to his fellow-men.

There's not so much in art as there is in a start.

THE EUROPEAN NIGHTMARE.

The most prominent feature in European world politics is the looming up of Germany above the other nations.

A country of naturally poor lands so far as agriculture is concerned, and not richly endowed with mineral wealth, her resources of iron and coal being limited, and situated for the most part in the interior of a continent with but few seaports of sufficient capacity for handling a large commerce, and with these most disadvantageously located for naval development, has within a few decades come to be a great factor in manufactures and commerce, and the most formidable of the military nations of Europe.

The foundations for this extraordinary development were laid by Bismarck, and the work that has been done by his successors has been distinctly on the lines laid out by him. Charles Edward Russell, writing about it in the Cosmopolitan Magazine for January, says:

You must go to North Germany and learn there what men are talking about and guess what they think and feel. In the strangely silent streets of Berlin, for instance, observe these long lines of grave, determined, purposeful faces, always intent on a far-away horizon line; or in the Berlin cafes, where nobody laughs and where the deliberate conversation is all about "Deutschthum," German growth and the Colonies, and there you will have the real impression of the real power at work behind the scenes. The North German race is possessed of a mania; it is in the grasp of one absorbing idea. "Deutschland uber Alles" says the motto. In these days that means the commercial supremacy and dominance of Germany around the world.

This is the ultimate object in view. For the present the German people must be kept busy at every industry that can increase the wealth of the nation, while they are waiting for the Austrian Empire to fall into fragments when all its German provinces and population will be absorbed into the German Empire. Then Denmark and Holland are to be annexed. They can offer no resistance, and with Russia prostrated and France intimidated, there is nothing to prevent the consummation of a scheme that will give to Germany the great Dutch ports on the North Sea and absolute control of the Baltic.

In the meantime colonies are to be formed in China, Africa and the Pacific islands, while railway and other concessions will be secured from Turkey and Persia. South American territory is to be viewed with covetous eyes, and it will be the subject of many ambitious schemes. The absorption of Denmark will be expected to give a title to the Danish possessions in the West Indies, and it becomes a question whether or not there will arise in this great Republic a party or a powerful interest that will seek the abandonment of the Monroe Doctrine. It is already showing itself in the persistent fight that is being made, both in and out of Congress, against the Panama Canal.

In the meantime the only possible opposition to Germany's rise to dominant power will be England, backed up possibly by Japan should any de-

signs of conquest be developed against China. England and Japan combined wield the greatest naval power this planet can show, but Germany's land force is paramount to any in Europe. Says the writer quoted:

The Germans are mad with the mania of extending "Deutschthum," the dominating power of the Fatherland. It is strange but true. In politics and diplomacy, or in trade and commerce, they work with the same inspiration to the same end. We have seen them here at our doors steadily elbowing the British from the North Atlantic carrying trade, steam and sail. Look over the lists any day and see the number of German steamers that enter the port of New York now, and think back to the days when the German flag was rare in our harbors. Is it not amazing? And what they have done in a small way here they have done in a great way round the globe. Look at a map of one of their steamship lines. They send vessels to every maritime country. They go into Southampton and take the cream of the Eastern trade from under the very faces of the British. They go to India and Australia and crowd the British out of their own markets. England itself they flood with goods, they force themselves into the English colonies, they have steamship lines to Montreal and Melbourne, they drive into Calcutta and Bombay, they have huge settlements in South America, they get the fat concessions in Turkey and Argentine. And at the head of all is the German government, urging, encouraging, advising, pushing.

This is an interesting explanation of the great activity of the German nation and the ingenious means it has of interfering in all foreign affairs where either by a show of gushing friendship or a sinister suggestion of force and intimidation it can gain a point. And concludes the writer quoted:

To achieve and forever achieve, to study and plan, to wait and at the right moment to move with intelligence and gathered resources, and meantime to keep counsel and to make no sign, is the soul of German policy. It is the theory and ideals of Bismarck changed only to meet modern conditions; what Bismarck and Von Moltke did with soldiers and guns the German imperialists of to-day expect to do with the peaceful arts of diplomacy and of business. Deutschland uber Alles! And only one cloud on the German horizon. That is the steady preaching of the growing Socialist element that conquest and dominion and aggrandizement are not after all the chief end of man.

The good will of a dog is better than his ill will. It pays to be courteous and agreeable to the humblest employe about a place. He will pass a good word to his superior, the superior will pass it on, and so on, until by and by every one has discussed you and passed judgment on you. Remember, the clerk's report of a stock often determines a buyer's decision and may make or spoil a sale for you. Unless they regard the man favorably they will speak as sparingly as possible in good terms of his line.

Corks soaked in vaseline make good substitutes for glass stoppers. They are not affected by acids or chemical fumes and do not become fast in the bottle.

JAPANESE RAILWAYS.

They Are Narrow Gauge, With Light Equipment.

Tokio, Japan, Dec. 10.—At present there are eight lines in different parts of the empire, the longest of which is owned by the Imperial government. It is a double track line from Tokio, the capital, to Kobe. I was agreeably surprised. For some reason I had an idea the Japanese roads were poorly equipped. In some ways they are fully as good as ours. The roadbeds are well ballasted, the right of way is neat and well kept, their bridges are of iron, and there are a great number of them, many rivers being a quarter of a mile wide, very shallow, with no water at certain times of the year. At others raging torrents necessitate heavy walls for bridge supports. The sidings are always at the station and are controlled with the lever system from the depot. As one train can not leave the station until the track is clear to the next, they seldom have a collision. The stations are of wooden construction, with long stone platforms for one yard or more on each side of the station, and always a double track at every station for up and down trains, with an overhead passageway. No one is allowed to cross the track at grade, and this not only in cities but at every country village where a train stops. At every station in city as well as country they have gate-keepers and you can not get out on the platform until your ticket is shown and punched. After this is done, except on very long runs, you never are asked for your ticket, but when you leave the train you can not get out until you give your ticket to the gate-keeper.

"The Pennsylvania Road seems to think a passenger is not getting the worth of his money unless the conductor and ticket checker go through the train about every half hour waking up the snoozing traveler, who has to look through his pockets for the ticket, to have it looked over front and back and handed back as if the conductor thought it had been stolen."

In the cities the waiting room for first and second class passengers has all the daily papers and some magazines. They have red-capped luggage boys that are polite and obliging. In fact, the roads are up to date in every way except speed of trains. The engines are small, although for long runs they have a few of fairly good size. The cars are mostly about the size of our street cars, with a few double length with lavatory in the center, with water, soap and towels—first class in one end, second class in the other, both having access to the lavatory. The third class cars have no lavatory. There is practically no difference in the furnishing of first and second class cars except that so few travel first class that you can always have room to lie down in these cars, while in second class you are crowded. The car seats are more comfortable than ours. They extend along the sides of the car, are soft and wide and the divi-

sion arms are on a hinge, so that when the car is not full you shove them up and have an easy lounge; and when sitting up you are not cramped—you can stretch your legs out into the aisle—which to a fellow with long legs is a great comfort compared with the short knee-space in the coaches at home!

I stopped off at Gotemba to climb Fujii Mountain. On account of pony giving out I only succeeded in getting up 8,000 feet, which is nearly snow line. When I took the midnight train from this station to Nagoya the first class coach had only three passengers, two of them Japanese ladies, who, in their kimono and own blankets, lay at full length on the seats as comfortable as if in a Pullman. I took one end of the car, raised the seat arms and, with rubber pillow and steamer rug, had a good night's rest. The seats are wide and soft.

On one line they had a little table, on which were teapot and cups for passengers to help themselves. On another train a boy passed tea around. Their system of lunches is fine. At almost every station of any size boys walk up and down the platform (which is on a level with the car window) with lunches done up in the neatest little boxes about the size of a cigar box. They have Japanese boxes and European boxes. I tried both. The Japanese boxes had several partitions, with rice, pickles and little boiled vegetables. Others had sliced ham, some chicken, vegetables and cake. This, with a small pot of tea, with a cup for the lid, you could buy for 15 cents, our money; the tea alone—pot, cup and tea—for 2 cents, our money. No one need go hungry.

On one road they had a small dinner in the center of the car, with room to seat four people, and you could buy tea and use your own lunch or sit down there and eat a lunch from the box you bought of the boy. On another line they had a regular dining car, with room for twelve people, and we had a good course dinner for 50 cents, American money. I ordered coffee. They use condensed cream and keep it in the original can. I happened to look across at the next table and saw a Japanese army officer blowing in one of the holes of the can to get the cream to run faster out of the other. As it did not run fast enough he licked it off with his tongue! Needless to say I used no cream in my coffee.

One thing we appreciated, and that was, at every station, on each side at the end of the platform where you can read it, they have a board sign, with name of station in center and name of station next north and south. The cars are all plainly marked on outside: First class, a two-inch white strip; second class, a two-inch blue strip; third class, a two-inch red strip, the whole length of the car.

One serious disadvantage under which they labor is the fact that, like everything Japanese, the roads were built narrow gauge, with light equipment, consequently they can only run fifteen to eighteen miles per hour. And this can not be overcome, for

all the bridges are built for narrow cars of light weight, also the tracks along the sea, of which they have hundreds of miles, built up with solid stone walls, sometimes a hundred feet high and for miles at a stretch, are narrow gauge. To rebuild bridges and walls would cost more than the original road, constructed when labor was much cheaper than at present. The tunnels, also, of which there are a large number, would have to be rebuilt, so that it is doubtful if they can ever make very fast time. All trains seem crowded with second and third class passengers. Where they get the money to travel with I can not understand. The railroad fare is low: 2 to 2½ cents, our money, for first class, two-thirds of this for second class and one-third of this for third class. C. C. Follmer.

When Business Is Dull.

During the mid-winter months when business is dull spend your leisure in arranging your store in the most attractive manner possible, putting it into shape so that if there should come a rush you could show your stock without any waste of time and to the best possible advantage; and if you put your heart into it, rest assured the time will come when you will find your time has been well spent. Throw your whole soul into the business of making your store attractive. There is nothing that will tend so to drive away the blues as activity of this very sort; and by the time you have it done you will be feeling so good that when the customers begin to come they will catch the contagion and you will have no trouble in selling them whatever they want, and in making them realize that they ought to buy something more than they had expected to buy when they came in.

It is just as easy, after you get used to it, to attract as to repel trade; and yet a whole lot of men in business have never learned this little secret. It does not cost a cent, and we pass it along once more freely; and yet if you will take it for all it is worth and practice it faithfully for six months you will find, if you have been one of the other kind, that it has started your business to booming and on the sure road to success.

to an extent you have never deemed possible.

Signs of Timber Famine.

The woodmen spared not the trees whose ghosts now return to threaten us with a timber famine. Whereas ten years ago only the soundest ties were used by the railroads, seconds and thirds are now accepted by the purchasing agents. Red oak, black oak, beech, gums, pines, and other soft woods which once were considered worthless are now treated with creosote and other preservatives for ties, crossarms, and poles. This treatment quadruples the life of a soft wood tie and will meet the demand for some years. But shortage is in sight and must be met by plantations. Maude Adams is said to have planted upon her Long Island property 100,000 locust trees which will make the best and most lasting telegraph poles and railroad ties. A catalpa plantation in Kansas owned by a railroad shows an annual net profit of \$12.65 per acre. The annual tie consumption of a single railroad is about 3,850,000 ties, the yield of 12,800 acres. The total annual consumption of railroad ties is 120,000,000, or fully one-sixth of the total cut of timber. Besides this are the vast drains upon the forest for telegraph and telephone poles, crossarms, and other uses. At the present rate of consumption the United States will be bare of marketable timber in forty years. The government forest service offers substantial help to planters.

Is Your Shoe Store Popular?

Every shoe retailer should make strenuous efforts to popularize his store. Little courtesies and attentions can be offered prospective customers which will cause the store to be well spoken of by visitors. The clerks can be instructed to give every assistance possible to visitors and to answer enquiries concerning any matters of interest in the locality, even although there is apparently no chance to make a sale at the moment.

You can have the chairs and settees comfortable and the drinking water and glasses cool and clear. The effect of these things is apparent in all stores where they are carried out by the increasing trade and popularity of the establishment.

H. M. R. Asphalt Granite Surfaced Ready Roofings

The roofs that any one can apply. Simply nail it on. Does not require coating to live up to its guarantee. Asphalt Granite Roofings are put up in rolls 32 inches wide—containing enough to cover 100 square feet—with nails and cement. Send for samples and prices.

All Ready to Lay

H. M. REYNOLDS ROOFING CO., Grand Rapids, Mich.
Established 1868

GREAT ANCIENT HIGHWAY

Across Desert from Palestine to the Euphrates.

The number of modern Europeans or Americans who have crossed the Arabian desert from Palestine or the Mediterranean coast to the valley of the Tigris and Euphrates hardly exceeded a score, and that score consists mostly of explorers; yet the route, from the very dawn of history until the decline of the Arabian civilization was one of the world's greatest highways.

Four thousand years before our era Sargon, the old Semitic King, who but a decade ago was considered a mythological character because of his great antiquity, marched his armies across the desert and launched his fleet upon the Mediterranean. The armies of Babylonia and Assyria, of the mysterious Hittites and Egyptians, of Alexander, of Greece, of Rome, of Persia, and of the fair Zenobia, the wild hordes of the Mongols, and the Seljuks and the fierce Moslem troops have passed and repassed the great desert highway, have fought throughout its length, and there they have perished from hunger and thirst. Probably no other highway in the world has witnessed so many passing armies, such a diversity of people and such scenes of suffering and loss of life, yet a picture as touching as any was the lone line of Hebrew exiles dragged into captivity, and of their descendants of a generation later, while wandering back to the ruins of their homes and temple.

The modern traveler, who would visit the ruins of the Babylonian cities, prefers the long water route through the Red Sea and the Persian Gulf; yet there are three desert routes between Palestine and Babylonia. The shortest, the most difficult and dangerous of the three is from Damascus directly through the heart of the desert to the town of Hit on the Euphrates, thence along the river to Feluja, and a day's journey across the valley to Bagdad on the Tigris.

This is the route of the modern mail carrier. These hardy Arabs, mounted upon their fast dromedaries, set out alone across this great desert. For ten or twelve days they ride eighteen hours a day, halting only long enough to take interrupted sleep or to kindle fire for the coffee. During the dry season they are tormented with thirst and the broiling sun, in winter by the severe cold. Frequently one fails to arrive, or, be-lated, he comes on foot, stripped of his clothes and robbed of his mail and of his beast. He is forbidden to guide across the desert the traveler who would venture to accompany him, yet occasionally one may provide himself with a dromedary, start alone, and when at some distance from the city, await the mail carrier, to whom he gives his animal as bakhshesh. An Englishman, the last to take the journey, as far as I know, arrived at Damascus alone, afoot and naked.

The route most frequented by the native trades leads from Alexandria

along a good carriage road to the interesting city of Aleppo, and down the eastern slope of the mountain to the point on the Euphrates nearest to the Mediterranean. Then it follows along the river to Hit, where it joins the mail route from Damascus. The journey by carriage or caravan, or a part of the way by raft, requires from twenty to twenty-five days.

The third route, from Damascus, skirting the northern edge of the desert, through Palmyra to Deir on the Euphrates, is the most interesting. Ahava is the modern Hit, the Is of the Greeks, an old Babylonian city which now lies buried in the mound beneath the modern mud huts. Hit has always been and is still famous for its hot bitumen springs. Noah's ark was smeared with pitch from Hit; there is hardly a boat upon the lower Tigris and Euphrates in the construction of which the bitumen of Hit is not employed. This pure coal black substance, oozing from the ground in quantities sufficient to enrich an ordinary city, is now used as a fuel in the limekilns and shipyards. In ancient times it served as mortar for laying bricks. Every Arab who passes Hit stops at the spring and collects enough of the black tar to provide a knob at the end of a wooden stick.

Even now the banks of the Euphrates River are lined with palms and rich gardens; in ancient times, when the country was in a good state of cultivation, their route must have been through a paradise, for even now luscious melons of various sorts, large grapes, figs, dates and oranges grow in abundance. Along the reedy banks of the river the wild hog still lives; the jackal, the wolf and the gazelle come stealthily down from the desert to drink. When the exiles passed, the lion, lurking in the shrubbery, was a cause for fear but a generation ago, the last lion of Babylonia being killed by the modern Nimrod of the world—an Englishman.

The journey along the river presents but few difficulties. It is the spot where the modern village of Deir now stands that the difficulties of the way begin to appear. Here all vegetation ceases. The soil of the desert is not always sandy; more frequently it is a hard loam which needs but water to cover it with vegetation. Except during the months of winter the midday sun beats hotly down upon the traveler's head; at nightfall the weather moderates and the traveler again takes heart, but lying down upon the hard ground he shivers the last hours of night away, until the rising sun gives him warmth.

It is three days over the desert from Deir to Sukneh, a place probably as old as the inhabitants of the desert. Two large springs of sulphurous water bubble up through the ground. Two years ago, while resting for a day by the springs, I witnessed the interesting marriage ceremony, which has probably not varied from the time of the exiles. One of the hot springs is reserved for the drinking water of the villagers; the

May You Prosper

May you prosper in 1906 as you never have before. That is our wish for you and there is no selfish motive back of it. We mean it—every word.

Our business friends are just as dear to us as those we make socially, and nothing gives us greater pleasure than to have them get their share of the good things of this world.

May you have joy in your work and good health to accomplish your ambition. May you have courage to surmount every obstacle, and may you never doubt for one moment that behind every cloud there is a silver lining, and that all things are possible to the man who says, "I WILL."

Valley City Milling Co.

Grand Rapids, Mich.

Manufacturers of

LILY WHITE

"THE FLOUR THE BEST COOKS USE."

other is the public bath, which is occupied by the male population in the morning and evening, but the midday hours are set apart for the women.

About noon the village resounded with the shrill halhal, an expression of joy produced by the palate, and the sound of hallelujah of the last Psalm. Soon a group of women, bearing the bride upon their shoulders, and moving with a dancing step to the time of the music, went to the spring. The bride was immersed in the water while the excitement of the dancing and singing increased. Then four girls, bridesmaids one may call them, burned at the four corners of the village the incense that the curling smoke might drive away the evil which would otherwise mar the happiness of the bridal pair. After the bath the bride was borne back to the village to the accompaniment of the halhal. The ceremony was completed in the evening, when the bridegroom, borne along upon the shoulders of the men, was bathed in the same spring.

After rest at Sukneh, the traveler fills his sheepskin with the sulphurous water and continues over the dry desert. Four days of hard march bring him to the little oasis, the beautiful spot called Tadmor, now covered with the ruins of Palmyra. The plain along the route, always bare of vegetation, is, in spots, strewn with black stones, which the desert Moslem says are fragments of the body of Lot. Edgar J. Banks.

He Would Be Dead.

Nora was a good girl, but dearly loved to wheedle the "Missis" out of an extra half-day off once in a while. One morning, Nora, busily engaged with the week's washing, asked: "Could I get off next Sunday, mum, to go to my brother's funeral, mum?" Says the "Missis": "Why, Nora, this is only Monday. You don't mean to tell me that they are keeping your brother's body a whole week?"

"Oh, no, mum; he isn't dead yet, but the funeral will be next Sunday."

"But, my good girl, how can any doctor say to-day that a man will be dead in a week from now? Many a person given up for dead has lived to a good old age."

"The doctor has nothing to do with it, mum; my brother is sentenced to be hanged on Friday next."

Equal to Occasion.

On board one of the Scotch steamers, which have to be built with exceedingly light draft to get over the frequent shallows of one of the rivers in Scotland, a Yankee tourist remarked to the captain, a shrewd old Scotchman: "I guess, skipper, that you think nothing of steaming across a meadow when there has been a heavy fall of dew."

"That's so," replied the captain, "though occasionally we ha'e tae send a man ahead wi' a watering can."

Woman a Riddle.

Sillicus—Woman is a riddle. She keeps us guessing.

Cynicus—And yet we would rather be kept guessing than give her up.

Health Necessary To Good Work.

How many people die because they are worn out? You never knew more than two or three. Most people die because they kill themselves, or their parents have killed them. All of my friends who own automobiles assure me that their machine never refuses to run. But I have heard of machines that have a most malicious habit of balking. I also believe that whenever an automobile refuses to perform its proper functions, it is because it has not been cared for. It has not been cleaned, the water tank has not been replenished, there is no graphite on the chain or there is neglect somewhere. Most people do not treat their own bodies as well as they do their automobiles. We are sick because we have eaten too much, or eaten wrong food, or because we get insufficient sleep, or because we drive too fast, or because we rust out, or because we are not well housed, or because we overload, or because we have neglected our bathtub, or because we have abused our bodies. Men do not know how to care for their bodies, and they do not do as well as they know. The doctors are still experimenting. I verily believe the time will come when our doctors will make us so wise about the laws of physical well-being, and we will so carefully obey these laws, that the doctor will become a teacher more than a practitioner. There will be a great slump in calomel and castor oil. I hope to see the day when men will count it religious to be strong. N. McGee Waters.

Tantalum Hardest Substance.

Tantalum cuts tantalum. Diamonds can not cut it. The only effect produced by a diamond drill, worked day and night for three days on a sheet of pure metallic tantalum one twenty-fifth of an inch thick, with a speed of 5,000 revolutions per minute, was a slight dint in the sheet and the wearing out of the diamond. Tantalum differs from all other known substances in combining extreme hardness with extreme ductility. When red hot it is easily rolled into wires and sheets or drawn into wire. It is scarcely affected by the oxygen of the air even at a red heat, and not at all at ordinary temperatures, and it is not dissolved by the strongest acids, nor does it amalgamate with mercury. It melts only at the highest attainable temperatures, and is therefore well fitted for filaments in incandescent lamps, being much stronger than carbon. If it can be obtained in sufficient quantity it should prove most useful. It will furnish better boring tools than the diamond drill, cheaper electric lights than carbon, and as a plate or a wire harder than diamond, yet strong and tough, it suggests almost limitless uses. Every other hard substance is brittle, a fact which has hampered the engineer for centuries.

Storms On Mars Terrific.

Weather wise prophets are issuing bulletins of the rain and shine in Mars. The most tumultuous tempests that the elements offer the earth dweller are holidays compared with the storms of two weeks and

again of forty-one days in length which Prof. Pickering of Harvard has found raging around Martians. The clouds of Mars are always light yellow. The desert regions are a darker shade of yellow. Long duration of storms and long clear intervals between are characteristics of Martian weather. One possible reason for the very great meteorological changes is the greater tenuity of atmosphere there. Mars presents vast and conspicuous changes in appearance, whereas a Martian astronomer, looking towards earth, would find that the annual changes which he could perceive over the surface of our planet present considerable sameness or lack of variety.

New Use for Necktie.

"While I was over in the Arkansas mountains last winter on a hunting trip my guide and I came across a sugar maple orchard, where two men were collecting and boiling down the sap," said a Memphis man.

"We sat around with the natives awhile and ate maple sugar. When we started to leave one of the men who had been regarding my tie very closely, asked the guide, in a low voice, why I wore that rag around my neck.

"That's to keep his nose from bleeding," replied the guide, who was a man of some humor.

"As we walked away I heard the natives telling each other how sorry they felt for me on account of my affliction."

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

AUTOMOBILES

We have the largest line in Western Michigan and if you are thinking of buying you will serve your best interests by consulting us.

Michigan Automobile Co. Grand Rapids, Mich.

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

Walter Baker & Co.'s
Chocolate & Cocoa



Registered, U. S. Pat. Off.

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

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

45 Highest Awards in Europe and America

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

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:

Chicago, Ill., July 26th, 1905.

Middleby Oven Mfg. Co., 60-62 W. VanBuren St., City.

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.

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., ½-lb., ¼-lb. air-tight cans.





Observations of a Gotham Egg Man.

An article in the Tacoma, Wash., Ledger offers an interesting possibility to egg raisers in sections of the country where egg laying is not seriously affected by the weather conditions. Apart from the effects of severe cold weather it is well known that a fowl is in shape to lay eggs continuously except when hatching and during the molting period. The latter is the greatest reducer of egg production and as the molting period extends more or less from August to December, affecting most of the hens from September to November inclusive, it is during this period that egg production falls to extremely small proportions. It seems that Prof. M. E. Jaffa, of the University of California, has conceived the idea of artificially changing the molting season of a flock of fowls so that they shall molt at another season of year and be full fledged and in shape to lay freely during the season of naturally greatest scarcity. He has been carrying on experiments at Petaluma during the past six months and while a complete report of results has not yet been published some interesting facts have been developed. The plan followed is to cut off from the fowl half of the nitrogenous food at some time when she is laying freely; as nitrogenous food is essential to the production of eggs she stops laying. This having been accomplished the fowl molts. It is said that in the experiments conducted this result always follows. The theory is that having been thus forced to molt early, when eggs are naturally plenty and cheap, the hen does not again molt, but lays eggs freely during the season when other hens are molting and fresh eggs are scarce and high. It appears that in the experiments so far undertaken a few of the fowls that were caused to molt prematurely molted again during the regular season but Professor Jaffa expects to be able to overcome this tendency.

It would seem quite possible that if the habit of a fowl as to the season of molting can be thus changed carefully breeding and treatment for a few years might change the natural habits of the flock. Anyway it is interesting to consider this new possibility for the scientific poultryman.

And now the Danish legislature is struggling with a bill which among other things enables the secretary of agriculture to decree that each and every egg sold shall be marked so as

to prevent foreign eggs being sold as Danish.

As might have been expected this set the egg merchants in motion and the "egg section" of the merchants' association enters a strong protest with the committee in charge of the bill, backing up the minority in an effort to confine the branding to the packages only; and they are not satisfied to have this left optional with the secretary of agriculture.

It is pointed out how such a law would drive the large trade in preserved Russian eggs from Denmark to Sweden, Germany and Holland, and might also hurt the sale of Danish eggs as many markets in England will not accept the eggs when branded.

This is a good illustration of the injury likely to be done by legislators who set out to cure some real or imaginary evil in trade conditions without any thorough knowledge of the business with which they are dealing.—New York Produce Review.

Care in Preparing Poultry Usually Profitable.

A casual glance at the dressed poultry offered for sale in most markets will reveal the fact that much of it which is of inferior grade might have sold for top prices if it had been properly picked and packed. People judge poultry by appearances. A choice, young fowl, with skin dried and torn, often looks less attractive to a purchaser than an older and poorer fowl that has been neatly picked, plumped and packed for market. The expense of killing, picking and packing poultry is small in comparison with the first cost of raising it. It is a pity to see good poultry, that has been properly fattened, sell among the inferior grades because of careless handling.

The success of dry picking depends largely on the stick. This can only be learned by practice, and the practice must be with live fowls. If possible, one should see the operation performed by a skilled man. Hang the fowl by the feet, with a looped cord, so that it will bleed freely. Hold the head in the left hand, comb downward. Open the bill until you can see the slit in the roof of the mouth. Insert the small blade of a knife in the slit and thrust it backward toward a point directly back of the eye. As soon as the brain is hit the knife should be twisted halfway round, and, as it is withdrawn, should cut the arteries across the roof of the mouth. When the brain is hit there will be a convulsive struggle or "squawk." The stick will not be successful until the convulsion or "squawk" is produced. Picking should begin immediately with both hands, pulling the body feathers first, then

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

OUR RUBBER STAMPS ARE GOOD STAMPS

Dating Stamps
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H. J. VOLK. J. P. SOLOMAN.

62-64-66 GRISWOLD ST., DETROIT, MICH.

MILLERS AND SHIPPERS OF

Established 1883

WYKES-SCHROEDER CO.

FEEDS

Write for Prices and Samples

GRAND RAPIDS, MICH.

Fine Feed

Corn Meal

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STREET CAR FEED

Mill Feeds

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Sugar Beet Feed

MOLASSES FEED

GLUTEN MEAL

COTTON SEED MEAL

KILN DRIED MALT

LOCAL SHIPMENTS

STRAIGHT CARS

MIXED CARS

the wing and tail feathers, holding the fowl with one hand and pulling the feathers with the other. As soon as the fowl is rough picked the pin feathering and finishing can be done more quickly in a sitting position, with the fowl on the lap and picking with both hands. Special care must be taken in pulling the strip along the breast to avoid tearing.

As soon as picked they should be plunged into ice water to chill them through. This operation contracts the skin and gives them a smoother and plumper appearance. The chilling is necessary if they are to be shipped long distances with safety.

Success in scalding chickens depends upon the temperature of the water, the time the fowl is immersed and the care with which the feathers are removed. The water should be just below the boiling point. The fowl should be immersed and quickly withdrawn and immersed again, in order that the hot water may penetrate through the feathers to the skin. If the fowl is to be sold with head and feet on, care should be taken that these parts are not allowed to touch the water. Scalding will destroy the natural color. The body should be immersed until the feathers "loosen" up, which indicates that the skin is contracted by the heat and that the feathers can be easily removed. Pick rapidly, but carefully. If the water is too hot or the fowl is left in too long, the skin may become cooked. If the water is too cool the tender surfaces will peel, making dark, unsightly patches; the feathers will stick and the skin will be torn. After picking the chickens they should be dipped in the hot water for a few seconds, and then in cold water. By this treatment they will keep longer than they will if scalded in water of a low temperature. When the picking is completed the wings should be folded behind the back, and then immersed in cold water. When thoroughly chilled they should be laid on boards and hung up in a cool place to dry, unless they are to be shipped long distances, in which case they should be packed with ice in layers separated by clean rye straw. In packing they should be laid in neat boxes side by side, backs downward, and the order reversed with each layer, so that they will be pressed in solid and retain the natural position.

All poultry should be carefully assorted according to size, color of shanks, age and condition. In other words, each grade should be uniform in appearance and quality. Good and poor stock should never go in the same package. The inferior will always reduce the selling price of the superior more than the good will raise the price of the poor. Each grade will sell better if sold by itself. A high priced buyer will not want the inferior stock at any price; therefore, if different grades are mixed, the good stock will have to go to the cheap buyer.

When poultry is once fattened and ready to kill, it is likely to deteriorate in quality if it is not marketed immediately. Unless one desires to keep the early cockerels for a special

market to sell as roasters, or to be kept for breeders, the sooner the cockerels can be sold after they weigh a pound and a quarter, the greater will be the profit. After the cockerels weigh from two to three pounds each, it costs more to produce a pound of growth. The price declines faster than the increase in weight. For example, if early broilers sell for 30 cents per pound when they weigh one and one-half pounds each they would sell for 45 cents; when they weigh two pounds each the price will probably have dropped to 23 cents or less, and they would sell for 45 cents; when they weigh three pounds the price may fall to 15 cents and they would sell for 45 cents apiece; when they weigh four pounds each, about Thanksgiving time, when the market is full, they might be sacrificed at 11 cents, or 45 cents each. Thus the surplus cockerels have been kept all summer simply for the sake of their society.

The per cent. of loss from live weight in killing and picking is about 10@12; the loss in killing, picking and drawing, with head and feet on, is about 25@30 per cent.; the loss in killing, picking and drawing, with head and feet off, is 30@35 per cent. These figures will vary slightly with the condition of fatness and with the varieties of poultry.

James E. Rice.

Wanted It Plain.

"One of the best salesmen we have on the road, if not the very best," said a well-known wholesale dealer, "came to us ten years ago from the backwoods and a greener fellow you never saw.

"We can't give you a salary," said I, "but we will allow you a commission of 25 per cent. on all you sell for cash."

"I don't rightly understand this commission and per cent. business," said he, scratching his head, "seein' I ain't used to it; but I'll tell you what I'll do: you just agree to give me 10 cents on every dollar's worth I sell and I'll undertake it. That's plain enough for anybody to understand."

"I let him go at that," laughed the merchant in conclusion, "and made it up to him at the end of the year by putting him on the road with a good salary, and permission to tell the story every time we gave him a raise, and we gave him one yesterday and I've told the story a good many times."

Claude Hamilton's Reflections.

The average woman doesn't flatter her husband near as much as she ought to.

As soon as a woman hears her husband complimented by another woman she gets suspicious.

The bigger the place a man has in a woman's heart the less able is he to turn around in it.

It is as easy to make a woman over 25 fall in love with you as it is to make a yellow dog wag its tail.

A woman has the advantage over a man; when she laughs when she ought to have acted sorry she can always claim it was hysterics.

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

Sold only in bottles bearing our address

FOOTE & JENKS
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Highest Grade Extracts.

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PRODUCE COMMISSION

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

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

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.

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.

DRY GOODS

Weekly Market Review of the Principal Staples.

Bleached and White Goods — The attitude of buyers on bleached goods is in favor of operating moderately, although they feel the likelihood of increased prices before very long. Low and medium grades of bleached goods continue in a well sold up condition and bleacheries are behind on deliveries. In the white goods end of the market there is a scarcity of India linens and other plain sheer fabrics. On these goods buyers have placed their first orders and are now giving their attention largely to fancy white goods. The tendency in this direction is toward small, neat figures as well as stripe effects, with more or less prominence given to jacquards. It is generally regarded by sellers as being a very satisfactory season for well settled fancies, and although prominent lines may not move as largely as was expected, yet those which meet the popular taste will undoubtedly be sold up without difficulty. In fact, a good many such lines are already practically out of the market and buyers find difficulty in placing orders for near-by deliveries.

Napped Goods—The fall napped goods season of 1906 is under way, but buyers, as a rule, have not become educated up to ruling prices. That Canton and fancy flannels will be in very big demand, in a short while, is not questioned. Buyers' needs for the season are known to be very heavy and in a short time they will be large operators. A large New England corduroy agent in speaking of the corduroy situation says that he has not over 2,000 pieces of corduroy that are not spoken for, of his 1906 production. He admits that certain large mills have large quantities of goods in hand and can not find a market, but the right goods with him find a ready sale.

Underwear—The higher grades of rib underwear have been selling well and seem to have been but little affected by the situation. This is due, perhaps, to the fact that this line opened somewhat earlier in the season than other lines and was well sold up by the time the present difficulties had begun to be felt. This is true also in regard to high grade fleece underwear. The most of the present trouble has been in fixing a price for the lower grades of underwear. Up to this time, these prices, in order to be satisfactory to the manufacturers, and cover all possible contingencies, have been prohibitive to buyers. It is true, manufacturers have not been eager to take orders even at the advanced prices, and have been more than willing to wait until the market became more settled and a standard of prices fixed. Just now there are signs of some stability in this line, so that fair prices can be fixed soon, and when prices and weight have been gener-

ally adjusted, there will be a rush of buyers to the market. Then, many lines, now withdrawn, will be opened again. With the coming of restored confidence, the buying ought to be very large, since there are so many buyers now in the market who are not nearly covered, and who have waited in vain for a drop in prices. Had there been even the slightest indications of such a drop, manufacturers could not have maintained their prices with so much confidence as they are doing to-day.

Hosiery—In general the trading in hosiery has been fairly strong as buyers have accepted the advance in prices, in most instances. It is generally conceded now that prices are as low as they are going to be for this line. Fleece hosiery is selling at a large advance over last year's prices and manufacturers are working together better in this than in other lines, so that there is a decided lack of competition. Prices have been maintained at a strong advance and sellers are doing nothing to force sales. They have such confidence in the strength of their position that they have adopted a general take-it-or-leave-it policy. Wool hosiery of the cheaper grades has sold poorly this season. The demand is small and decreasing with every year, so that only a few dealers are handling this line. In the higher grades, however, the trading has been very firm. In most instances, owing to the material rise in price in the raw staple, manufacturers have been forced to take out their profit in weight and quality of stock used, in order to meet the demand of buyers, so that though in many cases the prices are the same as last year, the product is much inferior.

Brown Goods—On heavy-weight sheetings there is less desire on the part of buyers to operate, and although the majority of lines are well situated and prices are firm, yet it is reported that in certain quarters there is a slight increase in offerings. Southern heavy sheeting mills are working as fast as machinery and labor will allow, but even at that they

are in many cases behind on deliveries. The scarcity of labor in the South still prevails and mills continue to compete with each other in their efforts to obtain skilled help. Wages in Southern mills have been considerably advanced during the past six months, which brings the cost of goods up considerably. The production of osnaburgs, coarse stripes and similar goods has been considerably lessened and the machinery given over to drills and sheetings. Southern denim mills are exceedingly well sold up at prices well up to the top. The market for twills and special heavy convertibles for the lining trade is fairly active, due to the great call for high finished colored linings. This business is bound to reach great proportions before early spring. Considerable call is noted for 4-yard sheetings, but a good deal of enquiry fails to discover goods which can be delivered satisfactorily. The bag trade are interested in very light goods, but at a price. The print cloth market shows little change, especially in wide goods, although in narrow goods printers are buying a little more freely.

An Odd Occupation That Pays.

The cultivation of cocoa in Trinidad is one of the few industries that can be relied upon to make a handsome return for the time and capital invested. I would advise any young man who possesses a good constitution, a few hundred dollars, and a capacity for hard work, to investigate the possibilities of the Island in regard to the cocoa industry. Already there are among us scores of young Americans who own cocoa plantations, and I have yet to learn of an instance in which one has failed to make money.—E. Nelson Dade in Success.

Advertising by Samples in France.

One of the prominent pharmacies in Paris has adopted a means of advertising which is novel there, and somewhat effective. It consists in sending out a man dressed in white with a large basket of pamphlets,

to each of the pamphlets being attached a sample of laxative. The pamphlet bears the striking title "The Evil of the Century," and its twenty-four pages are devoted to "Constipation: its causes, consequences, and cure." The text goes right to the point, commencing with the statement: "Man is a digestive tube open at two ends."

Pride is seldom neighbor to generous deed.



MERCHANTS HERE'S NEWS FOR YOU

Bound to be good news. Bound to be news that will put money in your business.

It's about a special sale for January or February.

Why not let me conduct the biggest business movement your store ever enjoyed? An event which will convert slow selling goods into money, fill your store with cash customers and make your firm name more widely and favorably known than ever before.

I have the way and you can have it. Methods and plans that are original, clean cut and aggressive. Now is the best time of the year for a rousing clearance of surplus goods, odds and ends and remnants. My personally conducted sales always make good. Engagements are coming in now. Write at once for terms and dates.

B. H. Comstock
Sales Specialist
933 Mich. Trust Bldg.
GRAND RAPIDS, MICHIGAN

To the Retail Dry Goods Trade of Michigan



We announce our readiness for 1906 business. Our spring stocks are now complete. Large contracts for

Wash Goods, Underwear and Hosiery were entered into by us last June before the big advance in the price of cotton, consequently we are in a position to offer these goods to you for spring business at even less than present mill prices. We would solicit a share of your patronage, confident that we can offer you the very best values in the market and assure you of satisfactory service.

Write us for Quotations

The Wm. BARIE DRY GOODS CO.
WHOLESALE DRY GOODS

SAGINAW, MICHIGAN

ODD NAMES OF TOWNS.

Leapyear in Tennessee and Seven Devils in Idaho.

The names of some towns in the United States probably cause their inhabitants considerable vexation when away from home. These names have certain peculiar meanings in everyday talk and as soon as they are mentioned they are apt to prompt troublesome questions by funmakers. For example, the man from Alone, Ky., might have to explain to a stranger living in New York how he could do business if he were the only inhabitant, and how the excise laws were enforced if the barkeeper, the toper, the policeman and the magistrate were all one and the same, and in case there were more than one person in Alone if all were bachelors or old maids. Citizens of Lonely, N. C., and Lonesome, Ky., would encounter much the same sort of questions, and all, of course, would finally be asked if they were once Jersey commuters.

If a man hailed from Affinity, N. C., he would naturally be supposed to be married and his home life an unpunctuated chapter of bliss. He would be expected to wear as wide a smile as the citizen of Joy, or Happy, Tex., or Paradise, Colo., with a temper as subdued as the inhabitants of Purity, Minn.

What would happen, however, if the man from Affinity should meet a man from Peace, Ala., would indeed be problematical. They might, after the fashion of some Westerners, boom the merits of their respective towns with such ardor that at last these representatives of Peace and Affinity would come to blows.

They might at last develop as much disrelish for each other as the citizen of Cream, Wis., who should chance to take dinner with a citizen of Caviar, N. J. On the other hand, they might become as chummy as the townsmen of those three towns in the States of Colorado, Oregon and West Virginia which all bear the name of Crook.

Any one coming from Eye, N. C., could hardly expect to join the New York police force and find things congenial. If he was a native of Lax, Ala., or Blind Bay, La., on the contrary, his duties as a metropolitan bluecoat might prove congenial. If he said he was from Sodom, Ohio, he would most likely be told that his own town must need his services more. If he replied that it didn't, he might be recommended to try to get a position in Pluto, Miss.

Near the Green River in Kentucky, and several miles south of Lewiston, there is a town by the name of Pig. It has never been recorded in any history of the United States whether the characteristics of the people of Pig are any different from those of the people of Lamb, Ill., or Chickies, Pa. This is certainly to be regretted. It would certainly be interesting to know if the worthy burghers of Pig are any more happy and contented than other human beings, whether they have such ills as insomnia, nervous prostration or melancholia, whether there is any sale in

Pigs for appetizers, and what the good people do on Fridays.

Should a woman from Big Foot, Tex., or Antiquity, Ohio, advertise for a husband, it is safe to say she would not get as many answers as a woman from Beauty, W. Va. The man who hailed from Jug, Ala., might have more difficulty in being elected to the White Ribbon Society than his contemporary from Dry Town, Cal. The native of Magic, Ala., would no doubt be welcomed by certain Wall Street officers, where a citizen from Fairplay, Wis., would find the door shut. Should the woman from Alamode, Mo., or Fashion, Ga., meet a woman from Jaysville, Ohio, the two might get in such a controversy that at the end they would both be believed to be natives of Looneyville, N. Y. The citizens of Fossil, Ore., unlike the citizen of Quick, Neb., would no doubt feel very much at home in Philadelphia, and for much the same reason the representative of Fact, Kan., would find a congenial atmosphere in Boston. Vegetarians should go to Grass, S. D.

Anyone might think that Ice, Ga., would become a more popular summer resort than Hell Hole, Colo. A jury made up of men, half of whom were born in Japan, Mo., and the other half in Russia, N. Y., would be pretty sure to disagree. At any rate they would not call in a man from Jingo, Tenn., for a peacemaker. Should the girl from Leapyear, Tenn., become dissatisfied with things at home there is little danger of her settling in Bachelor, Mich. Neither would the man from Langor, Minn., think of moving to Jump, Ohio.

A man may travel from Dan to Beersheba nowadays and think it a very short journey. There is a Dan in Kentucky and a Beersheba over the line in Tennessee. Neither is the trip from London to Pekin a long one in the United States. Ohio contains both a Pekin and a London, and it is not a long journey from Whisky Buttes, Mont., to Seven Devils, Ida.—Chicago Chronicle.

Great West Coming To Its Own.

The mighty West is coming into its own. The present growth of the country is authoritatively stated to center west of a line drawn from Chicago to New Orleans. The secret of the growth is found not in any fever or sudden wealth but is the secret of a working race. The wheat fields of the Dakotas and Montana, the timber lands of Washington and Oregon, the salmon fisheries of the north coast, the coal mines of British Columbia are stubborn resources to be developed slowly by coaxing and humoring with a risk of long years and all the fortunes of the pioneers. Through labor, self-sacrifice, patience, and courage these great states are being built with golden destinies. The capitalists of the world are willing to put over \$200,000,000 of new money into railway projects of the mighty West, whose "mightier place in the politics, commerce, and affairs of the union is almost axiomatic."

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

Wash Goods



Our lines of Gingham, 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.

PEKIN DUCKS.

Imperial Pekin the Popular Market Duck.

Everyone knowing even the rudiments of duck culture will know that the Imperial Pekin duck is raised by the thousand in America, while all other varieties combined are raised by the score. This is caused principally by the fact that, from the growers' standpoint, they are an ideal duck. They are good eating, with plump, well-filled-out breasts; are quiet in their habits, with neither ability nor inclination to fly; while they are splendid layers of hatchable eggs, hearty eaters, and put on meat and flesh more rapidly than does any other duck. A 2-foot fence will retain them, so expensive yards are unnecessary. These many good points make them profitable to raise.

The Rouen is colored very similarly to the Wild Mallard, and is more delicate in flavor of its meat than is the Pekin. They should weigh one pound more than the Pekin, but will hardly average as large. They will not grow as rapidly, but put on flesh very fast, it being quite hard to keep them in good breeding order. Several farms are making a specialty of growing them for private trade, and there is plenty of market for a larger number every year.

The Muscovy, white or black and white in color, has many characteristics in common with chickens. They can fly as well, although probably not as far, as can the wild ducks. Our lake is about three-quarters of a mile wide opposite our farm, and our young Muscovies thought nothing of flying across and back for exercise. Returning they would light in trees, on roofs of buildings, or on the ground, as their fancy dictated. Muscovies have been known to nest in hollow trees, up in the manger in the barn, and in other places where they are not apt to be molested, just as hens will. I have never had a Muscovy egg fail to hatch, when set on by a Muscovy duck. Have also never lost ducklings if the mother duck was left with her brood. They are the most fearless variety of ducks I know of, and quite easy to tame and make pets of if one has patience. Other varieties are too nervous and excitable, the Pekin being notably so. Another pleasant feature, where one has near neighbors, is the inability to quack. The Muscovy talks in a hoarse whisper, and never makes enough noise to annoy any one. The loud quacking of ordinary ducks makes them objectionable to any one within hearing not having a monetary interest.

As a market duck the Muscovy is excellent—plump, full meated breast, and the minimum amount of fat, even on A1 market specimens. The defects in the Muscovy as an ideal market duck and that prevent its more general growth are three in number: First is the difficulty in yarding them. They will require quite high fences, and without crippling them when they are half grown the fence will not retain them. This requires covered pens and excessive cost. Second, the difference in weight of males

and females. A flock of ten weeks old will not average as large as a flock of Pekins of the same age. The Muscovy males will run overweight, but the females will be considerably smaller. Third, but not least, is the pugnacity of the male bird during the breeding season. He will tackle anything living, and with anywhere near an even chance will come out ahead. With his powerful wings striking with hard butts and sharp claws, he makes a formidable antagonist.

The Cayuga should weigh as much as the Pekin, and so, of course, is larger than our Wild Cayuga duck. They do not average anywhere near the standard weight and make a very acceptable substitute for the wild duck in the market. It is a beautiful bird in the sun, with its iridescent, greenish-black plumage, and will beautify any place.

The Aylesbury is the most popular market duck in England, and is grown there very much as the Pekin is here. It is a pound heavier than the Pekin and pearly white in color, with flesh colored legs and bill. The Pekin plumage is creamy white, and so differs from Aylesbury in shade of color as well as in shape. The Aylesbury carriage is more horizontal, and body should be rounded without keel. As with chickens, the American market demands the yellow legs and bill of the Pekin. The Aylesbury is a good layer, and fattening quickly, is a very desirable duck.

Any duck classed as practical will prove profitable as a market bird, and will pay back a good income from a comparatively small investment.

Morris F. Delano.

An Easy Choice.

This story is told about President Roosevelt and an aged darkey called Uncle Jake. The old colored man was very religious, and was considered a pillar of the church he attended.

The President, while out driving one cold morning, met Uncle Jake, crippled with rheumatism, hobbling along.

"Good morning, Uncle Jake," said the President.

"Good morning, sah," responded the darkey.

Then a happy thought struck Mr. Roosevelt. "Uncle Jake," he said, "which would you rather have this morning, a ton of coal or a bottle of whisky?"

"Well," said the darkey, hesitatingly, "it's this way, Mistah President: ma folks burn wood."

A Queer Woman.

First Prison Missionary—That Mrs. De Goode is the most eccentric person I ever saw. You remember Mr. Brutie, in Cell No. 500, under sentence for killing his wife?

Second Prison Missionary—Yes, poor fellow!

"Well, I gave her a lot of flowers marked 'Brutie,' and she went off and put them on the woman's grave, instead of bringing them here to cheer the poor husband."

The devil keeps the wheels of his automobile oiled with elbow grease.

Menthol Cough Drops

One of your best sellers at this time of the year. Put up in attractive 5 cent packages. Make a good showing on your shelves or in the show cases. Give our travelers your order or order direct.

Hanselman Candy Co.

Kalamazoo, Mich.

Good Candies Repeat

It is only when an article repeats that it becomes profitable for the dealer to handle.

Moral: Don't buy the never repeats, but get our meritorious line of repeaters.

Straub Bros. & Amiotte

Makers of High Grade Candies
Craverse City, Michigan

Putnam's
Menthol Cough Drops

Packed 40 five cent packages in carton. Price \$1.00.

Each carton contains a certificate, ten of which entitle the dealer to

One Full Size Carton Free

when returned to us or your jobber properly endorsed.

PUTNAM FACTORY, National Candy Co.

Makers
GRAND RAPIDS, MICH.

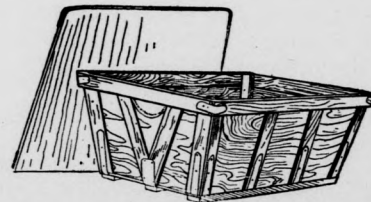
When You Buy Your Mixed Candies

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.

Dealers Stand Pat for All-Silk Neckwear.

Dealers have had a remarkable fortnight's business in neckwear. In fact, the month stands as unusual for its volume of business, and rounds out the year handsomely, being the best twelve months experienced in this department of furnishings in several years. While the actual holiday trade has been heaviest during the past two weeks, there was wonderful zest to trade during the opening weeks of the month, due, no doubt, to the early showings of goods and the seasonable weather.

As is usual with holiday business, large scarfs showed considerable improvement in demand, although it can hardly be said that four-in-hands were distanced; they still hold their tremendous popularity. As was to be expected at this season of the year, in connection with the sale of large shapes, folded four-in-hands and English squares, mufflers, reefers and silk handkerchiefs came in for a share of the good general buying of various articles of neck dress.

White, lavender and dove gray are the holiday leaders, although all delicate colors have been in request for some time, it being the natural trend of holiday demand to run heaviest on tints. This season, however, with all the pastel shades and the intermediate tints in the holiday assortments, the season at hand may be best described as a large color one.

It will, perhaps, be after the first of the year before much retail attention is given spring lines. Soon dealers will be concerned about cleaning up through January sales. A goodly amount of advance orders has already been placed, as manufacturers have had some lines before the trade now for some time. They are of immediate interest to buyers in market for January sales stock.

Including the final clean-ups which manufacturers are now making, they report having had one of the most prosperous fall and winter seasons that has fallen to their lot in several years. As previously reported, the holiday trade was abnormally large, the rush for goods continuing up to a later date than usual, and overtime being necessary with some of the best organizations that the orders might be delivered on time.

Already in the retail trade there is a revulsion of feeling against cotton mixtures in scarfings. The number of dealers who refuse to look at anything with cotton in it is already large, and the list is growing.

To-day all pure silk goods have the call, and the goods must be silk or they are not wanted. There is, however, no disputing the fact that the cotton mixtures look nice, and have the heft and handle requisite to give body to the scarf. But dealers who have had experience with them say they do not seem to be able to make them go. They have in consequence proven unsatisfactory to the makers, who say that owing to the cost of the piece goods they have to get \$4.50 for the expensively figured cotton silks, and turned out at half a dollar by the retailer they do not compare well with the all-silk goods, and

therefore do not sell as well. They may sell in quarter lines, but the best are prohibitive to the makers at \$2.25. The cotton silks look good to the eyes through the glass of the showcase and window, but are not what they look to be when they reach the hand.

So that to-day it is nothing but pure silk that is wanted, and buyers go so far in their enquiries of salesmen as to ask if their firms are going to maintain an all-silk standard, or break away from it as other concerns have done into cotton mixtures, and if so say that they will have to buy of houses selling only pure silk goods.

Dealers do not want to load up for spring with any of the trash that is being shown. They want all-silk qualities. Those who are doing a nice business assert that they are willing to pay the price for good qualities, and believe that now that there is a better profit than formerly in neckwear for the makers the latter should not object to maintaining quality when they can get the equivalent in price. It is apparent, therefore, that the trade has "got wise" from the experience of one season.

At any rate, there are more dealers to-day who are paying from \$5 to \$6 for neckwear to sell at half a dollar, just as there are more paying from \$8.50 to \$9 for goods to sell at \$1, and \$12 for the \$1.50 retail scarf. Of course, there are lots who are calling for neckwear at intermediate prices to obtain bigger profits, just as there are makers selling at \$2.50 what they claim to be \$9 values, and others again showing at \$8 what they claim is worth \$8.50, and so on. But the tendency of the better class stores is to buy good merchandise and pay the price for it.

At this writing it is difficult to say what will be the outcome of the effort that is being made to make the summer a big season for cotton neckwear. Last summer dealers did not have an altogether satisfactory experience with all-cotton goods, to judge by the quantities of cotton goods carried over. It is admitted by those who talk from experience that it is hard indeed to make a good scarf out of cotton materials. Cotton is about as flimsy and soft as flannel for scarfs, and ties about as well. Owing to the way that cottons interrupted the sale of silks last summer, dealers who know declare they will not touch cotton neckwear again, although they did so last summer, influenced by the sellers to get in line with popular demand, and sold cottons at the expense of their silk stock, which they do not propose doing again.

According to the general prediction of the trade, the spring and summer season is going to be about the biggest tie season yet. It will be remembered that last season closed with ties unusually strong in the running, and the thing that ends a season as a success is a good proposition to begin the next corresponding season with. The new season's tie shapes run largely to broad batwings and clubs, the former up to 2½ inches

wide, although there is no doubt that a slightly narrower tie will be most popular.—Apparel Gazette.

Man's Swiftest Friend.

It was during mess hour at a saw-mill camp that the slowness of horses came up for discussion.

"There's Kelly's old gray; you couldn't whip her into a trot," said one.

"Johnson's black mare will beat that; she refuses to help herself to the barley at night, for most times she isn't through eating her dinner," said another.

"Old Water's spindle-shank takes the prize," put in a third; "she's double-jointed in the knee—she walks both ways at once."

"I stood out on the road," drolled Shepard, coming in late for his dinner, "for twenty minutes talking to Myers; and all that time his bay mare never stopped."

Naturally.

"It's a brand new dance," said the College avenue girl.

"What is?" asked her Cherry street friend.

"Why, the automobile dance! Haven't you seen it?"

"No; what is it?"

"A breakdown, of course—silly!"



Wm. Connor

Wholesale
Ready Made Clothing

for Men, Boys and Children, established nearly 30 years
Office and salesroom 116 and G, Livingston Hotel, Grand Rapids, Mich. Office hours 8 a. m. to 5 p. m. daily. Mail and phone orders promptly attended to. Customers coming here have expenses allowed or will gladly send representative.

Duck and Corduroy Coats

With Blanket
or
Sheepskin Lining

Our Stock is Very
Complete

Prices Right

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

Lot 180 Apron Overall

\$7.50 per doz.

Lot 280 Coat to Match

\$7.50 per doz.

Made from Stifels Pure Indigo
Star Pattern with Ring
Buttons.

Hercules Duck

Blue and White Woven
Stripe.

Lot 182 Apron Overall

\$8.00 per doz.

Lot 282 Coat to Match

\$8.00 per doz.

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

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

GOOD ADVERTISING.**Do It Just as You Do Your Business.**

There are five parts of trade—
First, there must be something to sell. Without something to sell business is impossible.

Second, there must be a place to sell it in. Without selling opportunity there can be no business.

Third, there must be somebody to sell it. Without the salesman there can be no trade.

Fourth, there must be capital and management. Without these business can not be done continuously.

Fifth, there must be something to tell somebody that there is something for sale and where it can be found. Without this something, which connects the buyer and the seller, business can not be done.

This fifth part or condition—the something which brings the buyer and the seller together—is what is known broadly as advertising.

I will not discuss the relative importance of these five parts or conditions, because a trade can not be consummated without the application of all five.

No one ever did business without advertising, although many successful business doers have claimed that they did not advertise.

Everything which assists in bringing the buyer to the seller, whether it be the reputation, the store sign, the show window, the inside and outside appearance of the store, the letter-head, the circular, the handbill, the poster, the newspaper or magazine advertisement, is advertising; and some, or all, of these methods are employed by every working-for-himself man, whether he be a blacksmith, a cobbler, the proprietor of a great department store, or an extensive manufacturer.

The business man need not consider whether or not he will advertise, because he will advertise whether he wants to or not. It is for him to consider what methods he will employ and how he will handle them.

The second condition—how he will handle them—is of vital consequence. Ninety per cent. of so-called advertising failures, or failures in advertising, have been due, not to the advertising medium or method, but to the handling of the advertising.

Fifty per cent. of our advertisers, whether they confine their advertisement to the trade papers, to the catalogue, or to the circular, or whether they are users of national or international publicity, receive less than one-half of what advertising is anxious to do for them, because they treat advertising as a side issue, and not as an important part of their business.

Unless advertising is attended to with the same care that is given to the running of the factory and to the handling of the selling department, it will refuse to render unto the advertiser its full value.

I can not understand the business philosophy and economy which employ the highest grade of executive talent for the management of the factory and the selling, and engage the feeblest help for the management of

the advertising department and for the preparation of the advertising matter.

Thousands of American manufacturers pay from several to many thousands of dollars a year to superintendents of their factories and the heads of their departments, and yet expect a fifteen hundred or two thousand dollar man to properly present to the public the goods which are manufactured with the utmost care and sold under the most improved methods.

Comparatively little advertising shows more than indifferent attention. Many a manufacturer will spend months in his private office, with his partners or fellow officers, and hold consultation after consultation before he attempts to manufacture a certain article or commodity; and yet, when all this work is done, and the factory part is ready, he expects a low-salaried man or woman to properly present his goods to the great reading public.

I can not understand why 90 per cent. of the advertisers willingly pay from several hundreds to several thousands of dollars a page for an advertisement, and yet refuse to give more than five or ten dollars for the writing of it, and are unwilling to expend more than a few dollars more for its proper mechanical execution.

No properly balanced business man would attempt to make good goods in a poor factory, nor would he allow cheap workmen to handle an expensive product; yet this self-same man, with a modern factory and a splendidly organized selling department, will expect the cheapest kind of help to produce effective advertising.

I am not advocating the employment of the so-called advertising expert or doctor. The majority of these self-styled men and women know little about business, and, perhaps, less about advertising. They are frequently incompetent, either to advertise themselves or anybody else.

I know from experience that the successful advertiser is the one who considers his advertising as a legitimate and important part of his business, as one of the five pulling links in the chain of accomplishment. This man does not slight his advertising. It represents the quality and policy of his business. It is as good as any other part of his business. This man does not employ a cheap advertisement writer, nor does his advertising reflect his eccentricities or personal hobbies.

Many an advertiser has failed to make advertising pay, because the advertising represented the personal eccentricity of the advertiser, or was the product of some relation or friend. Perhaps the advertiser is a patron of art, and his advertising represents, not his business, but the ideals of an artist friend. Perhaps the advertiser has a precocious child, who thinks he or she can write poetry, and the father pays thousands of dollars a year for the distribution of profitless rhyme. Perhaps the advertiser refuses to judge the buyer other than by himself, and his advertis-

H. H. Cooper & Co.

Utica, N. Y.

Manufacturers of

Modern Clothing

Desirable Goods, Well Tailored

and Perfect Fitting. There is no

Clothing more Satisfactory in the

Market.

**Hermanwile
GUARANTEED CLOTHING**

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

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

have never been equalled at the
Price

SAMPLES ON REQUEST

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

**HERMAN WILE & Co.
BUFFALO, N. Y.**

ing is directed to himself and not to the public.

I have never known an advertising plan to fail where the business conditions were right, and where advertising was considered a part of business.

Substantially, all advertising failures that I know about occurred because the advertising did not represent the business, and was not considered a part of the business.

Many an advertiser does not properly discriminate between advertising mediums. To him advertising space is advertising space of an equal value, whether it be the street car card, the sign on the rock, the poster, the calendar, the newspaper column, or the magazine page. He places his advertising either in ignorance or by prejudice. He does not realize that one publication of a large and solid circulation may be worth more than ten of other publications. He may refuse to pay a first-class advertising medium a dollar a line; and, instead, pay ten cents a line to twenty very poor mediums. In other words, he would pay two dollars for less than he can buy for one dollar.

He does not run his factory that way, nor does he run any other department of his business with the same untenable policy methods. When he buys his coal, he buys it by weight, and considers the quality of it; but when he buys his advertising he buys it by superficial inches—by area, not by depth.

The best advice that I can give any advertiser, or would-be advertiser, is: Do your advertising as you do your business. Buy your advertising space as you buy your coal, machinery, or raw material. Apply the methods of business which you have successfully used in the maintenance of your business to your advertising. In this way, and in this way only, will advertising become a working part of your business, and unless it is an active part of your business it has no business to be connected with your business.

Nathaniel C. Fowler, Jr.

The Value of Wealth.

It is a good thing to have money but bad for money to have you. That is to say, wealth and opulence are all right when you do not make them your god and fall down and worship gold. Wealth should not be the master, but the servant of man. Wealth honestly earned and wisely expended is a grand, good thing. The great men of the world, who acquire great wealth, are non-attached to their work and non-attached to their wealth. They work for work's sake, and because work is ennobling; they reap the rewards of their work in money and expend it in a wise way; they use money for religion, education, the arts, the sciences and anything that has a tendency to refinement and culture. These souls live in the realms of the soul and mind and not in gratifying the senses—the appetites and passions. When man lives on the plane of pleasure alone he also lives on the plane of pain and suffering. With all so-called pleasure must come more or less pain.

When we live for the soul and mind we get happiness. The spiritual and intellectual sides of man when developed and equalized—harmonized—bring harmony, peace, joy, bliss and happiness. Then it is, and not until then, that man knows how to master fortune and is not a slave to fortune. So, dear readers, it is a good thing for you to have wealth and a bad thing for wealth to have you.

Mr. Andrew Carnegie is a splendid example of a very high type of man, who is non-attached to work and to wealth. Such a soul is the true worker in the world. The higher powers are sure to help such a man to tremendous wealth, because he is non-attached and is a worthy steward of wealth.

The happiness of a man who works, acquires and uses wealth as Mr. Carnegie does is indescribable. He truly is a master of wealth.

King Solomon, who had great wealth, drank deeply of every cup of sensuous pleasure and at the end of his earth life said of pleasures, "Vanity of vanities; all is vanity." All the wealth of the world can not bring happiness to men who live for pleasure alone. The elder Vanderbilt, with eighty millions of dollars, said just before passing out of his body, "I am poor and needy; yes, poor and needy." Wealth acquired for pleasure alone is a false god.

Signs For Every Article Sold.

That this is an age of advertising goes without saying. Shoe dealers, like dealers of every other line of merchandizing, do not always avail themselves of all the advertising matter they could obtain. This is often more the case in small articles carried in shoe stores, such as rubber heels, all kinds of shoe polishes and blackings, overgaiters and leggings, as well as lambswool innersoles and a vast number of articles too numerous to mention. Some kind of advertising comes with each of them. There is no excuse for not advertising any of them. Sales drag and are lost because of negligence on the part of some one—possibly every one connected with the store. Keep up the spirit of advertising by posters, cards and all available methods.

One of the Causes.

It would be interesting to know what per cent. of the merchants in our smaller towns and cities take their own advice to the farmers and make their purchases, in lines they do not handle, of their brother merchants in the same town. Of course it is the only consistent way, but how many are willing to save the difference between the wholesale and retail prices when the opportunity offers? And yet this is exactly what the farmer does—or thinks he does, which is much the same thing—when he passes your stock by and sends to the mail order houses.

No Notes For Her.

"Is your daughter learning to play the piano by note?"
"Certainly not," answered Mrs. Cumrox severely, "we always pay cash."

Hens Now Rival of Cow.

The farmer's hen is becoming a worthy companion to his cow, says Secretary of Agriculture Wilson. The annual production of eggs is now a score of billions. Poultry products have climbed to a place of more than half a billion dollars in value. During the last sixteen years the domestic exports of farm products have amounted to \$12,000,000,000, more than enough to buy all of the railroads of the country at their commercial value, and this was a mere surplus for which there was no demand at home. Wealth production on the farms of the United States in 1905 reached the highest amount ever attained in this or any other country—\$6,415,000,000. Should there be no relapse from his present position as a wealth producer three years hence the farmer will find that the farming element, about 35 per cent. of the population, has produced an amount of wealth within ten years equal to one-half of the entire national wealth produced in three centuries.

Window Displays of all Designs

and general electrical work.
Armature winding a specialty.

J. B. WITTKOSKI ELECT. MNFG. CO.,
19 Market Street, Grand Rapids, Mich.
Citizens Phone 3437.

Mica Axle Grease

Reduces friction to a minimum. It saves wear and tear of wagon and harness. It saves horse energy. It increases horse power. Put up in 1 and 3 lb. tin boxes, 10, 15 and 25 lb. buckets and kegs, half barrels and barrels.

Hand Separator Oil

is free from gum and is anti-rust and anti-corrosive. Put up in ½, 1 and 5 gal. cans.

Standard Oil Co.

Grand Rapids, Mich.



Special 30 Day Offer

Only \$13.85

Retail Value \$19.25

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

Michigan's Exclusive Office Outfitters

The Sperm-Hardy Supply Co.

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

When writing for catalog mention the Tradesman.

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



Effect of Mirrors on Manners and Morals.

The legislature of a neighboring state recently appropriated a sum of money with which to buy looking glasses for the women inmates of the penitentiary. Heretofore part of the punishment of a woman criminal has been to deprive her of all means of "seeing how she looked" and whether her stripes were on straight. A wise and humane man, however, finally suggested that this was cruelty that went beyond the purposes of correction, and became persecution, and henceforward the erring sisters in the "pen" are to be cheered on by such comfort as they can extract from a contemplation of their own images.

Let not the untutored sneer at this as a final example of woman's vanity. The smallest purpose of the mirror is to minister to one's self-admiration. Rightly used, it is an instrument that makes for righteousness. As long as a woman cares how she looks and how she appears to other people, there is hope of reforming her. It is when she no longer cares, when she has no shame in being seen dirty, dishevelled and drunk, that she is utterly abandoned. Personal vanity is the last memory of better things that vibrates in the human heart. When that string snaps nothing else is left to appeal to.

It has always seemed to me that there is no other article of our possessions that we understand so little and use to such poor purpose as the mirror, anyway. From time immemorial it has been the custom to sneer at it as an article sacred to feminine vanity, and in a way men have excused it to us on the ground that it was hereditary weakness we could not help. The insatiable desire to gaze upon her own charms is a sin attributed to our first mother, whom Milton represents as bending over a glassy brook enraptured with the reflection of her own beauty, and it is popularly supposed that from that day to this every daughter of Eve has put in most of her spare time studying her mirror.

Would heaven they had! We should be the better and the seemlier for it.

The most emphatic contradiction possible, however, is offered this theory by the spectacle of the women one sees on the street and in every public place. Observe the way they are dressed. Gowns that hang seven ways for Sunday; shirt waists that hike up in the back and make their wearers look hunchbacked; belts that have parted company with the bands they are supposed to cover; skinny women who give unwarranted anatomical exhibition of their bones; fat women who deck themselves out in flaming garments that look like the jim-jam banners in front of a side show; hats that emphasize every defect of their wearers—!!!

Can any sane person believe that women who commit such crimes on

good taste and neatness and appropriateness spend any time before their mirrors? Never. Any jury on earth would acquit them, on overwhelming circumstantial evidence, of even owning a hand-glass, to say nothing of the utter impossibility of a woman appearing in public like that if she had ever taken one fleeting glance at herself in a good triple dressing mirror.

If I were called on to suggest the best possible remedy for feminine extravagance, I should say that it lay in the possession and use of a good mirror. That seems a little contradictory, but it is not from a woman's standpoint. What makes women continually buy new clothes is dissatisfaction with the old, and nine times out of ten the fault is not so much with the garment as the way it is put on. There are women who apparently always pitch-fork their clothes on and who would look like a marked-down bargain remnant in a Paris confection. There are others who can look like a fashion plate in a 10 cent muslin. I know a young girl whose simple shirt waists have that smart look that is the despair and envy of half the women who know her and who pay ten times for their tailor-made-to-order waists that she does for the material of which she makes her own. Once I asked her the secret. "It's seven safety pins in the back," she answered laconically. She has a looking-glass and she uses it like an artist, with the invariable result of always being well dressed and stylish, no matter how inexpensive her frock may be.

If I were making the laws I would make it a penal offense for any woman to live in a house that was not plentifully provided with good, long pier glasses, in which she could not help seeing herself from head to foot whichever way she turned, so there would be no possible excuse for her going out to outrage her neighbors' aesthetic sensibilities by looking like a guy. It would also do more than all the sermons ever preached on slovenliness and untidiness. No woman living would have the nerve to go about the house in a dirty wrapper and with a halo of curl papers about her brow if she had to see the hideous reflection of herself on every hand. It is simply because she does not know how she looks that she inflicts this dread apparition on her husband and family.

A house plentifully supplied with big, unescapable mirrors would also be a silent, courteous reproof to our manners that we could not gainsay or argue down. No persuasion may be able to induce a gum-chewing school girl to stop the pernicious habit, but if she was forced to gaze upon her wagging jaws and cow-like expression as she masticated her cud, you may depend upon it that she would at least seek solitude in which to indulge in her pastime.

The most scowling face insensibly takes on a pleasanter expression as it catches a glimpse of itself in a mirror. The most sprawling figure that observes its own lack of grace emphasized in a looking-glass uncon-

sciously draws up into a more dignified pose. Our faults as well as our virtues have been reflected. We have seen ourselves as others see us and the picture has hurt our vanity.

What a pity it is, too, that there are no mental mirrors in which we might now and then catch a view of those faults and weaknesses that render us so trying to our friends and neighbors! Suppose those loving couples who artlessly conduct their courtship in public could see what figures of fun they are? Wouldn't they go home and pull down the blinds and barricade the doors before they goo-goo-eyed at each other any more? If only the self-important who weary us to death with long narratives about themselves and their families could see what bores they are, wouldn't the stock of war reminiscences and smart child stories be cut short? If those who are forever boasting of their own achievements, of the splendors they have at home and the lucrative positions they have declined to fill, could see what empty braggarts they look to us, what peace should fill the land! If young girls could know how shocking it is to older and world-wise people when they are loud and noisy in public places, what demure maids we should have at home!

What a sovereign balm it would be, too, for all domestic troubles. We do so many little disagreeable things that grate other people's nerves and offend their tastes, just because we are careless of everybody's comfort beside our own. Then we are so

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clever at giving our faults aliases that almost makes them seem virtues.

There is the man, for instance, who says he is determined to be "master of his own house" and who makes that perfectly proper theory—although for my part I don't see why it is necessary for a woman to have a master—the cloak for the most grinding tyranny. His wife always sits up in shivering silence, like a whipped dog, waiting for his sneer on her opinion and his children drop their laughter and sneak away when his key grates in the front door. Do you suppose that he would indulge himself in such conduct if he could see himself for the coward and brute and bully he is? Not once in a thousand times.

On the other hand, there is the woman who is always bragging about being "high-spirited" and "speaking her mind." There's never any use in telling her her faults, for she won't listen, and so her husband learns to find his pleasure in his club and her children play on the streets to get out of reach of her eternal fault-finding and nagging. I have often thought, "Oh, if you could only see yourself for the common scold you are; if you could see how unlovely, unwomanly, ungente you are, surely nothing on earth could ever induce you to give away to your tongue and temper again."

To see as others see us physically is the mission of the mirror. It is a missionary to teach us the pospel of making the most of ourselves bodily by getting clothes that flatter us instead of deriding us, by learning poses full of grace instead of loutish awkwardness, and by trying, as the photographers say, to look pleasant. Is it too much to hope that we may carry the lesson a little farther and try to see ourselves spiritually and mentally as others see us? Be sure we should be humble and chastened creatures if we did, and far, far more agreeable to live with.

Dorothy Dix.

She Just Had To Speak.

When John Smitherton's salary was raised \$5 per week Mrs. Smitherton decided that the first use they must make of the addition to the family income was to install a telephone in the house. He made a few weak objections, but as they had been married only a year he soon gave way, and in two days the wire was stretched, and the apparatus was established in the little niche between the parlor and the dining-room in their suburban home. Like every family on the line, the Smithertons had a certain number of rings of the bell for their own call, but it required some time for them to forget the habit of starting for the 'phone when any other number was rung up. The second night the 'phone was in place Smitherton was compelled to jump out of bed and assure the caller that he was not the undertaker, and next morning he felt very much like insisting that the "blamed thing" should be taken out, but once again the wife had her way.

Two or three days later it occurred

to her that she would call up the butcher and the grocer and order a supply of provisions. She took down the receiver, only to discover that the line was busy. After waiting five minutes she concluded she would try again, but still other people were using the wire. She held the receiver to her ear for a moment, thinking she could find out how soon they would finish their conversation, when she heard a female voice say in determined tones:

"There's no use of your trying to stop me, Cousin Sam, for I'm going to marry him."

Mrs. Smitherton felt that she was a guilty eavesdropper, but for the life of her she could not give up the receiver. The next thing she heard was a masculine voice.

"But how long do you say you have known him?" it was asking.

"Only two weeks," was the answer, "but we are thoroughly sympathetic. He thinks my red hair is the most fascinating thing in the world, and I just dote on the way he twirls the ends of his mustache upward, just like the Kaiser's. Yes, I know that he is only making \$15 a week, that he is a widower and that he has two children and that he is forty-two, while I am twenty years younger, but for all that it is a settled thing and you might as well put up with it. We will be married next week, because we don't believe in long engagements. I can get my clothes ready in that time."

"I don't want you to think I am butting in where I don't belong," came back the male voice, "for I am only trying to give you reasonable advice. All that I can say is that I think you are very foolish in marrying a man you have only known two weeks, and in looking after those children you'll find that you are going up against it good and hard."

"I don't care for anything you can say," responded the young woman, snappishly, "I've thought it all over, and I'm going to change my name from Molly Jones to Mrs. Frank Binker."

Mrs. Smitherton could restrain herself no longer. "Don't you do it," she spoke into the mouthpiece.

She heard gasps of surprise, and then the voice of the man.

"Who in thunder are you?"

"Never mind who I am," she said. "I think that young woman is an idiot in marrying a man twice as old as she is."

"Pity you don't know enough not to listen to private conversations over the wire," said the woman.

"It's another pity that you don't know better than to talk about private matters over the telephone," retorted Mrs. Smitherton. "Anyhow, I'm glad you did, for it gives me a chance to tell you that you are a simpleton to marry that man. He ought to be ashamed of himself and you ought to be spanked. Good-bye."

The Woman Got the Best of It.

"I shall have to ask you for a ticket for that boy, ma'am."

"I guess not."

"He's too old to travel free. He occupies a whole seat and the car's

crowded. There are people standing."

"I can't help that."

"I haven't time to argue this matter, ma'am. You'll have to pay for that boy."

"I've never paid for him yet."

"You've got to begin doing it sometime."

"Not this trip, anyway."

"You'll pay for that boy, ma'am, or I'll stop the train and put him off."

"All right; put him off if you think that's the way to get anything out of me."

"You ought to know what the rules of this road are, ma'am. How old is that boy?"

"I don't know. I never saw him before."

The imagination when not controlled runs riot. It plays a most important part in our lives; it makes us either happy or miserable. Worry and hurry come from the mind, making false images of the events and purposes of life—the mind magnifies, enlarges, exaggerates trifles. The imaginative faculty must be curbed, restrained by the will and made to stop making these false pictures which cause worry. Begin to let the mind dwell on quiet, calm, peace, tranquility and repeatedly image or picture yourself as absolutely freed from worry or anxiety. This paragraph should be repeatedly read and thought over and meditated on; indeed, it contains the philosophy of how to live wisely and happily.

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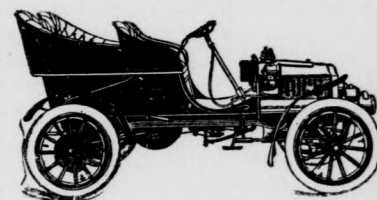
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PERFECT FOOT.

A Careful Search Fails To Find One.

A careful search up and down through New York fails to bring forth an absolutely perfect foot. Of course, it is impossible to make a house to house search, and there is no Prince Charming with a throne as a reward, but a general search, taking in the Turkish baths, the Flat-iron corner, to say nothing of the chiropodists' and the shoe shops, brings only disappointment. The board-walks at the various resorts would seem to hold out alluring promise, but no—out of the hundreds that come and go, not one perfect foot! This is lamentable. We are not only handing down to posterity imperfectly formed feet, but the majority of persons do not stop to consider that it is their inherent right to possess healthy, well-formed feet, nor do they really think anything about it. Proof of this is to be found in the Metropolitan Museum of Art, where the modern paintings actually perpetuate the deformities of the models' feet.

Of course, if milady's foot were an appendage merely for the exploitation of pretty footwear it would not make so much difference, but to take a nice, useful member and pinch it and squeeze it until the poor bones and tendons are all out of shape so that they can not possibly perform their natural functions is nothing short of criminal. And we throw up our hands in horror at the barbarous Chinese custom of arresting the growth of the royal babies' feet! The royal girl babies of China never have to go forth except in a sedan chair borne by their coolies, so there is a difference—in favor of China.

This pinching process has gone on too long, and now in the twentieth century we must needs go a-searching for a perfect foot. We can still carry in our mind's eye the work of the Greek sculptors, so that we will not entirely forget what a natural foot, unshod, should look like.

Owing to several accidents recently brought about by high heels there has been some talk of boycotting them, but it will take a long and tedious crusade against faddish footwear to produce any noticeable effect. The dainty high-heeled shoes which make the foot look trim and small are very dear to the feminine heart, and every pair forsworn means a powderless (gun) battle won. Vanity and common sense are unevenly matched foes anyway.

A foot specialist here in New York, who has made a thorough study of the human foot and loses no opportunity of investigating this interesting subject, states that the situation at present is alarming and declares that out of hundreds of impressions, which he keeps on file, he has not one anywhere near perfection's mark. Once in a while he offers a prize for a perfect model, hoping in this way to entice the coveted Trilby to his lair.

"It would be cause for tears if it were not so ridiculous," said the doctor, referring to the applicants who

came, each confident of carrying off the prize.

"The trouble is," said he, "so few know what a really beautiful foot is. Many have the idea that a fat, chubby foot is the ideal foot.

"What is my ideal, you ask? Well, of course, my ideal is the artistically beautiful, or merely the normal foot, good in point of outline and built for active service, and the reason of its rarity is—shoes.

"Oh, no, I can not recommend going barefoot, in this climate especially, but I hold that the proper kind of footwear will preserve the essential lines of perfection. Then, too, it is easy enough for everybody to give his feet some free exercise, and a sun bath once in a while.

"The essential lines of perfection? Proportion, I should say first. The arch is not the only thing to be considered in the perfect foot. Nearly all feet have some one good point, but to get a foot with all the lines even good, aye, there's the rub. Of course, feet vary as do the hands, or features of the face. The most prevalent deformity is the enlarged joint. The great toe should be straight and normal, with no noticeable swell at the joint. The second toe should be slightly longer than the great toe, and all the toes should be smooth, the ball of each touching lightly the ground in walking. In the perfect foot the arch is supposed to be very high. However, there is the very high arch, and the long, low arch, too—both very beautiful and both very rare.

"Our feet have such a serious purpose in life that they are deserving of serious and earnest consideration as to how they shall be treated, clothed and cared for. They get sick, poor things, shut out, as they are, from the air and sunlight and sentenced to hard labor for life. Always encased in a leather covering, and that covering in so many cases ill-fitting and uncomfortable, it is quite natural that the feet fail to develop to full strength and beauty. The bones yield to any pressure and improperly fitting shoes do the rest.

"The construction of the human foot is most complicated, consisting of twenty-eight bones, intricately hinged and woven together with splendid elastic muscles, all working harmoniously together in the normal foot. The large bones, or instep, should be strong and curved. The foot should be well proportioned to the weight it is destined to carry. It is not known when first the foolish idea of trying to keep the foot small came about. The idea that the dwarfed, poorly developed foot is patrician is all bosh. A foot disproportionate to the size of its owner is a deformity. I am looking forward at no distant time to seeing a change in this state of things. Badly contrived shoes will go out just as the old-fashioned corset has gone out, to give place to a more hygienic style; but the great trouble is that these heathenish fashions do so much harm before they go out. However, the great American public is becoming educated to the point of making its own

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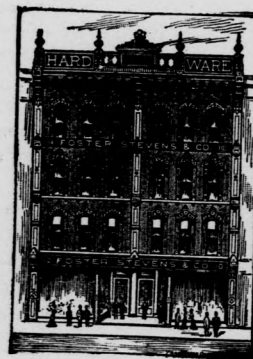
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distinctions—individual distinctions, I should say, and therein lies the hope for the preservation of the perfect foot. There is a constant and growing demand for sensible footwear among educated people.

"There has been so much said already about the effect of French heels that there is nothing new for me to say," said the doctor, "but they are simply unspeakable, that is, for street wear. So many cases that come to me are directly or indirectly attributable to high heels. They throw the body out of balance, and sprained ankles, enlarged joints and corns result, as well as flat foot, which probably is the worst calamity of all. 'Flat foot' means the breaking down of the natural arch. Many have this trouble and go through life wondering why walking seems such hard work and why they have 'that tired feeling,' for no seeming reason, and also why their one-time elasticity of step is gone.

"The arch of the foot is a cunningly contrived spring, which at every step boosts the body forward easily and naturally. So many people plank down their full weight on the flat of their foot or else on the heel, which is worse, failing to take advantage of this spring. The ball of the foot was made to walk on and the heel is merely to balance the body. Walking improperly is a very laborious exercise.

"For the broken-down arch there is a supporter now made which slips into any shoe, and gives back to the wearer much of the natural elasticity of step. It is made of an unbendable metal, and covered with soft leather, and worn in a sensible shoe is said to give entire relief in the worst cases of flat foot. Many women insist upon wearing high-arched shoes, with the accompanying high heels, claiming not to be able to wear the low-heeled shoes. It is true that with a broken arch it is impossible to wear a low-heeled shoe, but the idea is not to shield one part of the foot at the expense of the rest.

"The selection of footwear is a serious matter, for so many things have to be taken into consideration—comfort, health and appearance. It is well to avoid extremes, taking neither the high-heeled pointed toe kind nor the extreme common sense shoe. A thorough study of one's foot simplifies the matter of selection. A shoe should be straight on the inside sole so that a line can be drawn through the center of the heel. The ball of the foot should have full natural play, and a shoe that forces the great toe out of line is the wrong shoe, and the wearer pays the penalty with a hideously enlarged joint. It is hard to find a reasonably priced woman's shoe made on a good last. Men are more fortunate in this particular. It seems too bad to spoil so much leather, for surely it would be just as easy to make cheap shoes on a good last as on a bad one. The one idea in the manufacture of women's shoes seems to be to make them look small.

"The most comfortable shoe has a

good arch that hugs the instep and affords an adequate support.

"The shoe with medium toe and medium heel is the one for comfort, and the woman who wears such a shoe need never teeter. The heel should be just high enough to give a well-balanced, restful feeling, poisoning the weight of the body naturally on the ball of the foot.

"If the foot be broad, it requires a toe with a full swing at the ball—somewhat on the bulldog style, but surely wide enough so as not to pinch the 'little piggie' toe. Shoes should always be at least half a number longer than actually required. If the foot be long and narrow, there are long, narrow shoes to be had. The foot never looks smaller by being jammed into a small shoe, and it invariably makes it look podgy, which is the very homeliest kind of a foot.

"Probably the most prevalent deformity is the enlarged joint, which is ordinarily regarded as a bunion, when as a matter of fact they are two entirely different things. A real bunion is a corn on an enlarged scale, whereas the enlarged joint is merely a deformity brought about by much walking in ill-fitting shoes. However, there is a little appliance which may be purchased of any orthopedic surgeon, and worn at night, which gradually brings the toe back to its normal position.

"Stockings as well as shoes should be selected with due regard to size and fit. There should never be a wrinkle and there should never be a hole. The tender skin of the foot needs just that soft covering the stocking affords to come between it and the unsympathetic shoe.

"Men are better walkers than women, and among men the flat foot is not so prevalent, perhaps, as among women, owing undoubtedly to their

training in youth. Few boys reach manhood without first having a share of athletics and a barefoot period (if fortunate enough to have spent much time in the country). Sprinting, tree climbing and all like pastimes of boys tend to develop and strengthen the bones and tendons of the feet, so that in after years there is not so much danger of the arch giving way.

"Girls are different. They have no barefoot period at all for fear of having 'big feet.' The naturally delicate bones never really develop, and at maturity the arch is often not strong enough to bear the body's weight. Therefore, there is nothing really so good for boys and girls as going barefoot, for it allows the feet an equal chance of development with the rest of the body.

"It is to be hoped the present style of monks' sandals, sans stockings, for the children during the summer time, will never go out. It is certainly a most sensible and commendable fashion.

"Most children have well-shaped feet at birth, but long before they reach maturity, even the toes are misshapen, with perhaps the added horror of corns. It is a common thing to see children of 10 years with the great toe bent back entirely out of the natural line.

"It is possible for the human foot to be as beautiful as the human hand, and it could never have been intended by a wise and kindly Providence that our pedal extremities should conform to the varying foolish whims and fads in what is regarded as 'fashionable footwear.'

"To test the foot and see just how nearly perfect it is—from the artistic standpoint—spread lampblack on the sole of the foot and step on a piece of white paper. If the foot be per-

fect there will be no connection between the ball of the foot and the heel and each toe leaves a little round impression, graduating down to the merest little dot for the small toe. The width of the connecting link between the ball and heel will indicate the degree of flatness. It does not follow, though, that an imperfect foot artistically is not a perfectly good foot for practical purposes, for many healthy normal feet fail to show a beautiful arch."—N. Y. Herald.

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CUTTING PRICES.

The Small Merchant Should Not Resort To It.

As a word to the small shopkeeper of whatever city environment, it is not too much to assume as a general principle that he must find his best and lasting patronage on the basis of a one price house, in which "cut prices" are unknown.

It is granted that this is a time of the bargain house which subsists upon the cut price patronage which it attracts. But in the evolution of these houses it has been the saving grace of the one line shopkeeper that his customers have cared for something more than the flattering suggestions of cut prices. Scarcely the smallest city escapes one or more of these bargain houses, some of them extremely short lived, and there is scarcely a street in the metropolis which has not evolved the same seeming menace to the one line tradesman who has been building up his business on quite the other hypothesis that the tradesman too, is worthy of his hire.

Unquestionably the small storekeeper must count upon a steady patronage that shall be within a certain reasonable radius of his house. Bargain store methods on the day of opening might fill his store with buyers from light to dark. But he can not hold these seekers for bargains by the mere reminiscences of this first successful opening—which by the way may have cost him several hundred dollars. He must have satisfactory goods to deliver at satisfactory prices. Nothing else will satisfy. Shall he cut prices as the means to this end? He can get the satisfactory goods. Shall he make the satisfactory prices by cutting?

Plainly this answer is "NO."

Always and everywhere there are people who temperamentally do not take kindly to the bargain idea. These may be designated the conservatives. They are willing to pay more money for a thing if it can be bought without crowding. They are disposed to look into the personality of a dealer in the small store and if this is not all it should be they go elsewhere. They want the best of everything, feeling that after all the best usually proves the cheapest. Paying for the best at the prices of the best, naturally they are prepared to protest if the best is not served them, and in this making of complaint they are expecting to find a capable conscientious personality in the shopkeeper who will be ready to hear complaint and immediately make it good.

Considering the business of the small shopkeeper from this point of view, it must be conceded that he has little to do in a business way with that element of the public which seeks out the cut prices of the bargain stores. He might under the best of conditions convert one such person in 100 to his own methods of doing business, but hardly in greater proportions. In his heart he does not care for the patronage of that element which in ever so little way is seeking something for nothing. Just as surely, too, that element would have nothing in common with him. Once

that this small shopkeeper's business is firmly established honestly on a sound basis, the dealer has the pick of the trade in his field. Why should he cut prices when his trade doesn't demand it?

A one price cash house where the personality of the proprietor is felt all through it has an advantage over the bargain house of the cut prices which is more often overlooked than otherwise. For example, the customer going into the cash house of the one price says to himself that he will get there the thing he wants only by paying the fair value of the article. The customer who goes habitually in search of bargains goes to the cut price house in keen anticipation of how cheaply the desired thing possibly may be bought.

Thus we have at once the proposition of the one customer for whom nothing ever had been cut in price, going into the store where prices never were cut, and expecting to pay the fair cash value of the thing desired—this proposition in strong contrast with the other person for whom prices always had been cut, going into the house which had been cutting prices deeper and deeper and yet never deeply enough.

In most environments to-day competition has reduced profits to a close margin, which may tax the nerve of the small shopkeeper opening up his line of goods and bidding the matter of price and profit will be the least of the problems which he needs to consider, for these in the beginning will have had to be established with some relation to rent, lights, cost of service, and interest on invested capital.

What kind of shop is this new venture to be in relation to the demands of a constituency? When it is established, what are to be its attractions? Neatness and taste in decorations, fixtures, and shop displays will appeal universally to the public. Prompt, capable, and polite service will mean a great deal more than a few cents off the former price of some shop worn article which has knocked around the shop indefinitely. Fair dealing will prove a rock in the foundation of the business. Personal supervision of the whole shop will mean more for a clever business man who has tact and judgment and good temper than will almost anything else which he can command.

"Why do you buy at Smith's?" is one of the old questions to be heard anywhere at any time; "his is such a dear place."

"Yes, I know," is the occasional answer, "but Smith is a good fellow, and if the stuff I get there isn't all right he makes it right."

And in this class of customer Smith finds the foundations of his business. To this class of customer Smith's personality and bearing on the business of the house may be worth a certain fixed per cent. upon every transaction. His honest methods are an assurance that he means the goods shall be right, but if these goods shall not be right the same honesty is pledge that they will be made right at the first opportunity

and with no grudging circumlocution. He is headquarters in any event of dissatisfaction on the part of the customer, he has a ready ear and power to act upon his judgment and initiative; the customer is not sent to a complaint window and from there referred from one to another until all patience is exhausted.

One might take the record of complaints as they run in one of the small one line shops which have been built upon personality and the business methods of the proprietor and discover an almost unbelievable degree of toleration and consideration in the customer. The old customer, believing that Smith is all right, is slow to complain. He may be too slow for Smith's best interests.

"Some clerk was responsible for that," he says; "I don't want to hurt Smith's feelings by making a 'kick.' Let it go."

Perhaps it was a clerk. Perhaps Smith doesn't have a ghost of an idea that his customer has cause for complaint. But if Smith should know, it is a certainty that he would consider his customer's tolerance of the shortcoming as anything but a help to his trade. Smith is just the type of man who needs to know when things are not right, for it is the merit of having them right which is at the bottom of his business success. He is charging his customer a margin of profit above that of the cut price house simply because he is making things right, and he needs to know when they are wrong.

The one line shopkeeper has his



In a Bottle. Will Not Freeze

It's a Repeater

Order of your jobber or direct

JENNINGS MANUFACTURING CO.
GRAND RAPIDS, MICH.

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

Sold Through all Michigan Jobbers.

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

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

one line of goods established first on a paying basis because there are enough patrons favoring the one line, one price house to make the business possible. These customers may be regarded as such largely because they do not favor the cut price house. If necessity prompts the cutting of prices, the dealer must expect to feel that necessity within his own establishment. Either he will be taking too wide a margin of profit on goods, or he is handling a line or class of goods which his own trade does not justify. In either case the trouble will come to him in his own course of business and the remedy will need to be forthcoming.

But when the small shopkeeper begins to cut prices in order to attract a class of customers who already are the devotees of the bargain store, he may count upon losing out hopelessly against the greater capital, facilities, and organization of the big bargain houses. John A. Howland.

Why Good Salesmen Are Always In Demand.

Salesmen learn through the school of experience rather than through the public schools or colleges.

A salesman may be considered the arms of business, the body being the factory and shipping room, and the head being the old men in the office. An anecdote is told of a salesman who went to Texas to sell lead, and was recalled by telegram three times by the head of the firm, and did not respond until he had sent in an order for two carloads of lead from the best jobbers of Texas which he had secured by working up a trade among the retailers.

No line of work pays such large salaries as that of successful salesmen. The power of influencing others into purchasing goods, and thus earning money for the concern is the best paying position in the world. A Boston salesman, who worked on a commission basis, running about \$8,000 a year, was taken into the firm, and received a share of the profits, which amount to \$3,600 a year and a key to the private wardrobe.

No line of salesmanship equals in pay that of the insurance agent. Only about one man in one hundred can make good selling insurance. While formerly the lists of insurance men were made up of the ne'er do well and broken downs, insurance companies are now making an effort to get A1 men, stating their maxim in securing a man is a man who has made good in his particular line. They advance these men large sums against their commissions.

Insurance companies are willing to pay several hundred dollars for capable men. The trouble, however, is that a man must work on his own momentum, and, if attending to business, they find they draw their drawing account whether doing business or not. They do not work because they do not feel like it, or prefer to hang around a pool room and gradually cut their hours of labor down to between ten and one. Hard work is the only thing that will make a salesman succeed. He practically must relinquish his nights, Sundays, and en-

tire self to the task of selling goods. Few men are capable of being the heads of large institutions or businesses who have not had experience in selling, and are incapable of handling salesmen unless they know the particulars.

The demand for salesmen absolutely is unlimited. I could personally obtain positions for over 300 salesmen in one day by going to concerns and firms which I know constantly are needing men. The payment of salesmen must necessarily depend upon the results which they procure. From the salesman's standpoint a position to sell goods is of little value if the manufacturer does not believe in it sufficiently to pay a salary or drawing account sufficiently large to pay traveling and living expenses.

There are two classes of men who work on commission. One, those too poor grade to draw a salary, such as a book agent who works one week to get enough money to go on a three weeks' drunk, and another, those who are too good to work on a salary, but know that their sales will be so large that a percentage will bring more money than any salary the house would pay. The latter class are few and in great demand and every inexperienced concern in the country has an idea they can hire a lot of A1 commission men who are too good to accept a salary, and the majority of them get fooled and get the first class. The result is lots of disappointment, many changes, and poor sales.

Opportunities for salesmen to make good money are excellent, whether they work on a salary or on a commission basis. In the way of advancement to responsible positions, selling work also offers some excellent opportunities. A successful salesman is virtually the corner stone of every business. But for him the business structure would fall. It is his efforts which pay the salary of the technical, clerical, and executive men, which keep the mechanics busy and the factory wheels turning.

You will find that a large number of the successful executive men have had more or less experience on the road. A little of such work is good training for any man. It gives him a knowledge of human nature, teaches him to face responsibilities, and teaches him the art of exchanging goods for the other fellow's money.

There is no other line of work which affords greater opportunity for originality, or for winning the recognition of your employer. A salesman is tied down to no system. He is sent out to a certain territory with the instructions to endeavor to exchange his goods for the money of the people there, and so long as he gets results the firm does not care what methods he uses. He is not tied down by the systems or precedents which hamper the clerical and technical men, and in some cases, even the executive men.

The efforts of the successful salesman rarely can fail to attract attention. The firm has its eyes on him all the time. An order for a big bill of goods will draw attention to a salesman, no matter if he is 1,000 miles from the home office and only

one insignificant member of a mighty selling organization.

If a successful salesman finds his firm unwilling to pay him what he is worth, he is not hampered as other men in other lines of work are. He is out where he can keep in touch with other opportunities. Usually there are half a dozen other firms willing to take him on provided his present employers will not pay him what he is worth.

Said a New York merchant the other day: "I have a good line, the facilities to execute orders, and I spend some money for advertising, yet a good salesman is indispensable to my success. Try as I will I can not get men who will put their heart in their work. I myself have not the eloquence nor the persuasive powers necessary to a drummer, but I never go out on the road without coming back with more orders than any traveler ever brought me."

The traveling man who has the interest of his firm at heart, who does not look at his position in the mere sordid light of dollars and cents, is the man who is bound to climb to the topmost round of the ladder of success in his profession. On the other hand, that traveler who travels merely for want of something to do and a salary to draw, is from the beginning a failure; the sooner he recognizes this fact the better for all concerned.

H. J. Hapgood.

A cat may look at a king, but it would rather have its eye on a mouse.

Handle Marguerite Chocolates

and you will please your customers

Handle Elk and Duchess Chocolates

and you can sell no other

Our best advertisers are the consumers who use our goods.

Walker, Richards & Chayer
Muskegon, Mich.

OUR CASH AND CHARGE DUPLICATING SALES 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.

Delicious

Buckwheat Cakes

Are Raised With

Yeast Foam

Tell Your Customers

THE GROCER'S BOY.

How He Interfered With the Trial Balance.

Written for the Tradesman.

The grocer was working on his trial balance.

This grocer is one who regards his trial balance seriously—as something to be done religiously and regularly and by no means to be treated lightly or evaded.

The set of books this grocer keeps would receive but small consideration from the average book-keeper, for there are only thirty or forty accounts therein and five figures is the limit; but when one has frequently to drop his work in order to measure gingham, weigh sugar, scale tanbark and count eggs, or to inspect a more or less doubtful specimen of country butter, errors will sometimes creep in, and the trial balance is the screen that sifts them out.

The grocer was in the midst of a problem. His balance was off just 93 cents. He had looked all through the entries of the previous month for this amount, for twice the amount, and would have looked for half of it only for the fact that he does not use half cents in his business. So at length he had reached the point of hunting for a transposition—the difference being divisible by three—and was deep in the midst of his research.

And then he heard the clatter of small feet, the sound of a familiar voice, the door opened and shut with a sounding crash and his little son appeared. The cherub had brought with him a large slice of buttered bread and a cheerful, though somewhat besmeared, countenance.

"Well, papa!" It was the joyous accents of the grocer's cherub, but the grocer answered not.

"Good morning, papa. I'm here. Do you know how long I can stay? Shall I tell you how long I can stay, papa? Shall I papa?"

"Huh," replied the grocer, and went on turning the leaves of his ledger.

"Mama said I could stay—how long do you think? Shall I tell you how long mama said I could stay? Papa, papa," and the infant, with the aid of a convenient chair, began to climb upon the grocer's desk.

"Mama said if I'd be good, I could stay a whole half an hour and make a kite, so maybe I will." And the boy, having reached the coveted location, seated himself alongside the ledger and, with a contented sigh, gently patted the grocer's hand. "Aren't you glad I came, papa? Will you give me a piece of candy if I'll stay? Will you, papa? Say, papa, can I have a piece of candy?"

The grocer, with threatening brow, turned to the child. "No," said he, calmly, but firmly. "You can't. You can't have anything. I'm very busy. Now you go away and let me alone. I can't be bothered with you."

"All right, papa, I won't bother you at all. Mama said I couldn't come till I promised I wouldn't make you any trouble or talk to you or anything if you were busy, so I won't. Don't you think I'm good not to do that? Say, papa, I don't want to eat all this bread. I don't halfto, do I? Can't I have a little weenty, twenty

piece of candy, just about so big, and then I'll go and make my kite? Can't I, papa?"

The request was hesitatingly granted, and the small boy, with the sweetest imaginable "thank you, papa," started for the back yard, leaving his bread and butter on the desk. Presently he returned.

"Papa, please let me take your knife."

The grocer seemed annoyed. "Where's the knife Aunt Annie gave you?" he asked.

"O, I traded it off to Billy Jones."

"Traded it off!" exclaimed the grocer in amazement.

"Yes, papa."

"What in the world did you do that for?"

"For a ball and two fish hooks and

a lead pencil and a piece of glass you can see through and it makes everything look green. Don't you think I made a pretty good trade for such a little boy?"

"No, I shouldn't think you had. What do you suppose Auntie'll say about it?"

"It wasn't her knife any more."

"Yes, but she gave it to you. It was a present and people don't trade off presents."

"O, don't they?" was the cheerful response. "Well, I'm going trout fishing pretty soon, and I've got the hooks now, and all I have to get is a line and pole and bobber and sinker. Say, papa, they've got some poles over at Swasey's hardware store that all come to pieces, and they only cost 50 cents. Can I have one?"

"No, I don't think you can."

"Yes, papa, please let me have one. That's awful cheap for a pole that all comes to pieces, don't you think so? Say, can I, papa?"

"You'd trade it off to the first boy that came along. It doesn't pay to get you anything like that."

"No, I wouldn't, papa. S-u-r-e I wouldn't. I'd take very good care of it and I'd catch all the fish we could eat all summer. O, papa, look at that English sparrow out there! If I only had my bownarrow here I'd shoot it. Wait till I get a stone," and out he rushed.

Bang! The stone was thrown, and must have missed the sparrow by something like three rods. The boy returned, disappointed but hopeful.

"No, I didn't hit him that time, but



**10¢ QUALITY
5¢ PRICE**

The Ben-Hur Cigar

Shines for Quality and Economy

The goodness of its quality that first marked its first advent back in 1886 has never been lessened in the slightest degree. That is why thousands of dealers have heard that it is a cigar that they can lean upon and hand out to their most particular customers with a certainty of pleasing. In a million you'll not find a poor one.

WORDEN GROCER CO., Distributors
Grand Rapids, Mich.

Gustav A. Moebs & Co.
Makers
Detroit, Mich.

1886

I guess Billy Jones could of. He can throw awful far. Next time I'll have my bownarrow along and he won't get away so easy. Say, papa, will you?"

"Will I what?" snapped the grocer. "Get me that fish pole?"

While the lamentations were subsiding, the small boy sat on the counter, and swung his legs over its edge. The grocer was again getting into line with his work, while the clerks line with his work, while the clerks busily and intelligently attended to the requirements of trade. At length:

"Papa, is Lincoln an angel?"

"Of course."

"Washington is, too, isn't he?"

"Yes, I suppose so. Now keep still."

"But he is surely, isn't he?"

"Yes, yes," impatiently.

"People who smoke can't go to heaven, can they?"

The grocer dropped his pen and, with reproach burning on his lips, turned to the child; but something in the sweet face and fearless eyes that met his gaze so quietly and confidently softened his answer.

"Why, perhaps," said he, "that is, some of them."

"George Washington wouldn't smoke, would he?"

"O, no."

"Not even if he wanted to, would he?"

"No, son, but then of course he wouldn't want to. Nobody smokes in heaven. The smoking's all done in the other place."

"In what other place, papa?"

"Why, in-in-in Bellaire. You know they have a fire there every little while."

"Does everybody in Bellaire smoke?"

"No, of course not."

"Why don't they?"

"I'm sure I don't know."

"You would if you lived in Bellaire, wouldn't you, papa?"

"Probably."

"Is Bellaire anywhere near heaven?"

"No, my son."

"In heaven is only Washington and Lincoln and Jesus and God. Say, papa, God can do anything, can't he?"

"Of course."

"He could life our house, couldn't he?"

"Yes."

"And the Methodist church, too. He could life anything if he wanted to. Say, papa, how strong is God?"

The grocer was fast losing his mental balance. He was over his depth in a theological discussion and beginning to flounder. At this moment the phone called him from his desk, and he accepted the incident as a special interposition of Providence in his behalf.

Mrs. Grocer was at the other end of the wire. Said she:

"Aren't you ever going to send Johnny home with the yeast? I told him to come back with it in just half an hour and the time was up long ago." Geo. L. Thurston.

Clever Aphorisms from "Her Majesty the King."

Be diligent in keeping your accounts. It is better to charge an item twice than to forget to charge it at all. This is the true principle of double entry.

Boast not of your wealth; but let humility curb your tongues when the assessor cometh around.

Do not judge a customer by the clothes he wears; he may not have paid for them. Be courteous to all men. The humblest of your neighbors may sit upon your jury one day.

Time is money. Every second saved at your mid-day lunch means so many dollars by and by for your family physician.

Be not angry with your creditors, if they importune you. It is nobler to forgive and forget them.

"Three removes are as bad as a fire;" but that depends largely on how you stand with the underwriters.

There are two ways of missing the miseries of matrimony; one is by not getting married, the other by not being born. Yet no man knoweth what true happiness is until he getteth married; but then is the knowledge rather sweet memory than a new boon.

A bird on toast is worth two on a bonnet.

The free lunch is for the thirsty, not for the hungry.

The man who can invent a good working substitute for honesty has yet to be invented himself.

The hardest thing to find is an honest partner for a swindle.

It hath been said of the son of the desert, "Lo! he hath sand;" but what availeth a whole Sahara and no sugar to blend therewith? Or who that hath a river before his door, and never a cow in his barn, shall grow rich in the milk business?

Marry not any woman out of gratitude, lest perchance she come in time to wonder where the reward cometh in.

Matrimony is a state into which none but the wise should enter, and they do not. It is better to have loved and lost than never to have lost at all.

Love not a woman for her riches; but, having first the riches, thou shalt learn in time to love her for their sake.

Concerning truth: Do not believe all that you hear or see—not even in the newspapers. Advertisers are human and liable to err.

Love thyself; so shall thy affection be returned.

Pay as you go, but not if you intend going for good.

In selling goods by sample, let the sample be at least as good as the bulk of the merchandise.

It is very lucky to find a horse-shoe, if there be a horse attached; but unlucky, if the owner be about.

James Jeffrey Roche.

Too Many Shoe Styles in Windows.

Do not make the common mistake of carrying too many styles of shoes. It is better to have a very liberal assortment of widths and sizes in one or two styles than it is to have a lot of styles in one or two

widths and few sizes. The foot is the thing to be pleased, not the eye. It is easier to persuade most customers to take a shoe that fits, the style of which they do not particularly fancy, than it is to take a shoe that suits in looks but is not a good fit. Fit is an essential. A certain appearance is not. In a general store, particularly where the stock can not be very large, it is very desirable that there be a good assortment of sizes and widths first. After that there can come a spreading out into other styles. But fit should always be first.

Advertising Philanthropy.

An interesting if not novel method of attracting trade has been adopted by one of Chicago's large department stores. This store announces that it will distribute \$10,000 among religious and charitable institutions according to the number of votes cast for each by the customers.

The customers use their purchase slips for voting, simply writing the name of the institution which they favor on the back of the slip and depositing it in the ballot box placed conveniently for that purpose. Every dime of the purchase represents one vote, and the institution receiving the largest vote on that basis will receive \$1,000, while the balance will be divided according to the place occupied in the list in amount of votes cast among the other institutions. There are no restrictions as to the institutions to be named, and every customer is allowed to vote for any institution he may select.

Gillett's D. S. Extracts



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

If you do not handle them write for our special introductory proposition.

Sherer-Gillett Co.
Chicago

FREE

If It Does Not Please

Stands Highest With the Trade!

"Gold Mine"

Stands Highest in the Oven!

3,500 bbls. per day



**Sheffield-King
Milling Co.**

Minneapolis, Minn.

Clark-Jewell-Wells Co.

Distributors
Grand Rapids, Mich.



CLERKS' CORNER

The Kind of Work Needed at This Season.

The doings of Christmas practically close the business of the calendar year. During the last three weeks of rush there have been many mistakes in the work of the clerks and could they begin the thing over again the most of them would do a few things differently. But to think of it in that way does not do a particle of good. Every clerk knows that and practically every clerk will promptly proceed to forget all about what happened because it is past. To do that is to lose a mighty sight of the good that might come from the experiences just gone through with.

While these experiences are fresh in your minds, let me suggest one thing for you to do that will vastly aid when the heavy trade of another December comes along. You have not a memory long enough to hold all these misconceptions in business that you have experienced or witnessed, and there is no use trying to lumber your heads with it. The thing to do is to make black and white record of the things that have impressed you as wrong in doing business—especially those you have done personally. Put down in a note book such memoranda as will enable you to pick up that book eleven months hence and refer to the notes with a certainty that you will know what they mean.

Now, I know that not one clerk in a thousand goes through holiday trade without making some mistakes in doing business. He fails to do his business promptly with each customer, or he fails to remember that all customers are not alike in their ways of trading, or he loses his temper by his tongue, or he does something or other that not only displeases a customer but also hurts business. If the clerk who does such things is sincere and earnest in his business energy they can not fail to make an impression on him, for a time at least.

Then, there are the observations of other clerks. A fellow can see the errors of others much more readily than he can those of himself, and they ought to be of considerable value to him in the way of warnings. Make note of them also. Write it all down in a way that you will understand. If you failed to sell an umbrella and know the reason, if a fault of yours, write it down. If you failed to sell a dress pattern and know why, write it down. If you were overcome with the heat of trade and lost your temper or got twisted in any way, write it down. It won't do any harm to refer to this writing several times during the year, but it will be especially valuable to you on the first of next December.

It all sounds a little silly, eh? Well, how many of you can tell the incidents where you lost business by one means or another a year ago? I

know that most of you were impressed at the time, and I know from personal experience that you have forgotten most of the incidents. This idea of a memorandum of all failures to make sales and please customers is not a bad thing to follow through the year, but it is especially good to refer to at times of heavy business when you are liable to forget that other people are in as much of a hurry as yourselves and that other people still have some sensitiveness of spirit and a big lot of independence in purchasing power.

The dropping of the Christmas trade has brought a relief, and a relaxation is bound to follow, but that relaxation is something you must not allow to overcome you. When you take up the work for the last week in the year, do not do it with a dazed and careless feeling—a feeling that now is a time to rest a little and let things drift—for that spirit in store life is the thing that helps largely to make the business of the time immediately after Christmas about the poorest of the year.

It is true that not so many people will be around to do buying, but that is the reason why every extra effort possible should be made to sell every one that comes to the store. I do not mean that you should bear on hard and insist that the customer shall purchase, whether or no, for that will drive away trade. I mean that you need to keep awake, to watch for the main chance that always hangs around. You see, people are not so anxious to buy during these days as they have been for a short time previous. For that reason, you are liable to allow them to slip away from you without a thought that you ought to work a little harder and try other means than were necessary during the days when the store was full of customers and it was easy to wait upon someone who wanted to buy anyway.

Just ahead are the days of January, usually bound to be about the slowest of all the months. People have spent much money, have bought the greater part of winter necessities and are not fierce after goods. They come to look only on pressing invitation and they buy only when they are particularly impressed or when some clerk is up to the times and uses his best efforts to sell. There are plenty of things in the store that need pushing out, and the clerk who is alert to opportunities will do some tall pushing for the next three or four weeks.

Not every customer cares to be talked to about certain classes of bargains, and a reasonable amount of tact has to be used in handling customers, but it can be done, for I know it to have been done. Experiences of other days taught me that more than half of the listlessness of customers during the days immediately following Christmas was infectious from the listlessness of the clerks in the stores. I will plead guilty to the charge of once having been one of the listless ones, but you know when a man repents he goes at a thing with firmer convictions than he ever held before on anything.

A little example on the part of one clerk will awaken a big lot of effort in the whole store force, but that example should not be waited for by any of you. The opportunities are as good before someone else shows you how as they are after you catch on to the fact that some other fellow is running up a pretty good sales column for such a dull day. Just rub some of the sand out of your eyes and go ahead with business for all you are worth and you will find a result at the end of January that will astonish you and raise you considerably in the estimation of the men for whom you are working.

In early days, the spirit of listlessness and slowness had a hold on me just as I thought it must have on everybody else, judging from observation. It seemed to be the proper thing to go slow and to expect only a little bit of business after Christmas trade was over. My eyes were opened by a clerk who came to the store the morning after Christmas as bright and shining in his head as on any day previous to that date. He tackled the first customer with zeal and sold a good bill. He kept it up all day and at night he had a column of sales almost as large as on the busiest day of the Christmas trade. The next day he did the same thing. It pleased the bosses and made the rest of us a little restless.

I asked him how he did it all. He laughingly explained: "You fellows come here the day after Christmas half asleep and seem to take it for granted that every customer is as dull as you are. You do not try to sell. You are slow to accost the customers, half dead when you show the goods, and if one says she thinks she won't buy to-day you let her go without a bit of effort to hold her by working harder. The customers are few and their dollars are precious just now. I take anything I can get hold of and work on every one. It is no easy thing to sell them always, but when the rest of you stand about trying to keep yourselves from dropping to pieces, I have every chance in the world to get all the best sales. And lots of these people will come back to me after this because I have been awake and have tried to please them."

Well, I thought about that over night and made up my mind to try. The other clerk was older, had had a great deal longer experience and I had little hope of getting anywhere near him, but I tried. Just that mere trying was the thing that made me keep awake. When closing time came, on the third day, I found I had sold twice as many goods as on either of the previous days, and it had been stormy, too. The other fellow had watched me and laughingly told me when we were covering up the counters that he guessed he had hurt his own business. He had too good a thing to be jealous of me, and I kept that kind of work up for four weeks. When I asked for a raise in wages at the beginning of the next business year there was little objection.

There are hundreds of salesmen

who are better than I, but insofar as it was possible, I did the best I could. That is the thing you all need to do. When you lose your interest, lop about the store, allow customers to get away from you because you are sleepy, think there is no use trying to sell because people are not really out to buy, you miss at least 50 per cent. of the business you might get if you worked for it. If you do the best you can with every customer you take in charge, you will find a vast difference in the amount of sales you can record for yourself.

Every owner and manager of a store is looking for the clerks who are awake and doing. None of them expect a clerk to sell when there are no customers, but all expect a clerk to try as hard on the 26th of December as he tried on the 24th, and they expect the business of the 5th of January to be as important to the clerk as that of the day three weeks before. To do it will bring a certain reward every time, although the hope of reward should not be the only motive for the work. Interest—deep interest—in the store work is the only thing that will enable you to do this. How many of you have it now? How many of you will have it for a month to come?—Drygoodsman.

Sells Her Skin at a Dollar an Inch.

A young woman living on South Division street makes a living selling her skin for grafting purposes. A year ago she first contributed a little skin to a friend who was in need of a whole hide, and, finding that she could stand the pain, and that she was particularly healthy, she concluded to profit by it. She sent a letter to nearly every physician and surgeon in Grand Rapids, calling attention to the fact that she had healthy skin for sale.

Since then the young woman has had all the orders she could fill at very reasonable rates. She charges \$1 a square inch, and usually parts with 20 or 30 square inches at a time. Altogether she has had nearly seven square feet of her skin removed from her body, and has now got around to the second growth. She is probably the only woman on earth who has been flayed alive.

Had Evidently Seen Mrs. Wiggs.


A dear old German woman, who lives in a little town on Puget sound, recently spent several weeks visiting relatives in San Francisco. The trip was an event in her quiet life, and when she returned to her northern home she told every one whom she knew of her novel experiences in the city.

"Did you go to the theater, Frieda?" asked one of her friends.

"Ach, mine Gott, yess," she answered. "I vent to der theater vonce, and is was so nice—so many lights, so much moosic, and such fine dresses!"

"What was the play?" inquired her friend.

"Ach, I forget me now; but it was all about a lady out mit der cap-pages."



One Never Argues

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

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

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

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

Tear off here and mail to us today

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

Name

Address

No. of men

HABITS.

Young Man's Success To Be Measured by Them.

Written for the Tradesman.

A current magazine has this line in it:

"The boat built to carry another man's cargo may capsize under yours."

If there were nothing else in that magazine this month the entire edition would be of value.

The sentiment expressed is so pertinent, so meaty, so full of good advice and capable of being transformed advantageously in so many different applications, that it is an excellent thing to paste in the scrap-book of the mind.

One of the first and greatest meanings of the sentiment is its application in regard to habit. Mark Twain said, in his recent widely-copied speech, that he had attained his age by living strictly up to a set of habits that would kill anybody else. He is right. It is but a different way of repeating that old saying, "What is one man's meat is another man's poison."

More than anything else does the success of the young man starting out in life depend upon the habits he contracts when he sells butter over the counter or drives the delivery wagon or runs errands in the broker's office. He must load his own boat and load it with a cargo that he knows it will carry. And once he gets that cargo of habits aboard he must trade in that brand alone and not try the one someone else uses, for if he does his craft may be sunk. Every one has his vices—almost every one. There are a few people in the world perhaps that have not the petty habits called vices, but that number is so small in comparison to the number that do have them that they are not worth considering. If the young man just starting out must have habits—as most of them must—he should have habits that he can take care of and not those that some one else manages to get along with all right.

There is a large howl going up all over the country at present about the use of cigarettes. And rightly, too, because the smoking of them is a habit that very few crafts can carry safely. There are a few people with leathern lungs and piano-wire

nerve-cords that can get along with the paper pipes and not seem to suffer much; but because they can is no reason why the average young man can. As a matter of fact he can not. The average young man, when he takes to cigarettes, is loading his craft with a commodity that he will have extreme difficulty in carrying and that, in many cases, will sink him. Cigarettes are the most common—and therefore one of the most-to-be-avoided—of vices. The truth of the statement is proven by the hundreds of young men who are daily rendering their chances of success less and less by the constant use of the little "pills."

Drinking is another thing; not quite so insidious, perhaps, but quite as bad as cigarettes. So many young men are not taking to drinking at an early age as are taking to smoking cigarettes. There are a few stolid individuals who can calmly walk into a saloon and get a drink and as calmly walk out. There are a few of these people; but the rest of them are not so fortunate. Almost every man who drinks at all gets on, occasionally, what are variously known as "bats," "jags," "skates." In some cases these affairs never get any more frequent. In many others the period between them is shortened considerably each time until life, for the unfortunate person, becomes one grand sweet period of jags in consecutive order. Even if the jags are a long distance apart there is the loss of time and energy, and always the danger of their becoming a habit.

The things that a young man allows to go by him unnoticed the morning after he has been "going down the line" are numerous and the losing of them is costly. One of these jags was responsible for a friend of mine losing his position, although his employer did not know that he ever drank. It happened this way:

My friend—whom we will call Jim—had been out the previous night on what he called a "peach"—he informed me that he had had a large "package" on. One of his friends told me that Jim was "soaked" and another that Jim had "a bun on." With this collection he must have been very much under the weather when he appeared at the store the next morning. A shower bath and a shave and some "bracer" known to young men who go on excursions of

this nature had fixed him up to a considerable extent; but that feeling of grouching which succeeds the period of extravagant joy which a substantial amount of liquor usually produces was rankling in Jim's system. Jim was a sort of manager in a small store. That is, he had the name of manager, which brought him lots of trouble and hard work and he was expected to do the work of a superior sort of clerk. He drew a manager's salary, however, and so struggled along. As Jim's tired feeling was working at its best that morning a rich woman who bought a lot of goods in the store, and did more needless kicking than all the rest of the customers that came to the store put together, arrived bright and early with a large complaint to register. A careless clerk had sold her some silk that was damaged and the woman thought she had a clear case against the store people and would "bring them to time." The silk was undeniably not what it should have been and without parley Jim told her she might have her money back or a new piece of goods as she saw fit. She decided to take the goods, but kept up a running fire of complaint about the bother she had been put to and said she "knew that they were trying to palm off inferior goods on her" and all that sort of thing. Jim stood it as long as his injured nerves would allow and then made a few remarks that were strictly true but not in the best of taste. Of course, the woman at once went to the owner of the store, and, to short-

en a painful story, Jim was discharged at once. And all this was due to the large "booze-fighting expedition" that Jim had been on the previous night. Had he been normal, he would have smoothed the woman down in his usual diplomatic manner—would have been doing a valuable business service to his employer and retained a position that was paying well.

Some of Jim's friends are carrying the same cargoes that sank Jim's craft.

It is this way all down through the vices—gambling and all. What one man can handle and do business with another can not, and every one must choose a mode of life that is suited to his well-being and let the

Crackers and Sweet Goods



TRADE MARK

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

Aikman Bakery Co.
Port Huron, Mich.

Store and Shop Lighting



60 Candle Power Diamond
Headlight Out Door Lamp

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


Brilliant or Head Light Gasoline Lamps

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



Brilliant Gas Lamp Co.
42 State St., Chicago, Ill.



100 Candle Power



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—no odor. We are not afraid to allow a fair trial of this perfect lighting system, and demonstrate 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.

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

other fellow load his craft with whatsoever he chooses.

Another application of the "cargo" idea is in business methods. One man might pursue certain methods in conducting a business, while those same methods adopted by another man in a similar business might wreck it. We are not all constituted alike, fortunately, and we have to adopt for ourselves regulations that we feel we can use. We must load our crafts with cargoes that we think they can carry. Burton Allen.

The Only Thing She Forgot.

The young woman was getting ready to go for a short trip and was holding forth to some friends as she made her arrangements upon "the way to travel without luggage."

"I'm very methodical, you know," she remarked airily, "and I do congratulate myself that there are few feminine creatures who have the science of packing down to as fine a point as myself." With this she wrapped her toothbrush up in a bit of white paper, secured it with elastic bands and tucked it in her shirt waist. Then she put three or four extra handkerchiefs in the crown of her hat, donned it and pronounced herself ready to depart.

"I feel as if I had forgotten something," she said, pausing at the door to give a backward glance into the room.

"Your purse?" asked one solicitous friend.

"No, I have that," replied the young woman.

"A book to read on the train?"

"Surely not your box of chocolates?" "Not your veil?" chorused the others.

No, the woman had those, but all the way down to the trolley car she was oppressed with the idea that, despite her boasted experience as a traveler, she had left something behind. As soon as she entered the station and found that she had but three minutes in which to make her train, she remembered what it was.

"I've forgotten my ticket!" she gasped.

"Now, you haven't!" exclaimed the man with her, disgustfully.

"I have, indeed!" she wailed. "I bought it yesterday so I wouldn't have any trouble, and now I've come away and forgotten it, and I'll have to take the next train, which will put me in my town at midnight, and I think it's a great pity that some one couldn't have thought enough to ask me whether I had it or not, for goodness knows it's more important than chocolates, and everybody remembered them. I hope you'll have more consideration hereafter."

Then she paused for breath, and, as the man only laughed immoderately, she rode all the way home in scornful silence. But when she went to the station the next time she had her ticket clasped firmly in one hand and she yielded it reluctantly even to the gatekeeper.

What you give away is all you will take with you when you cross the river.

How To Use Circulars.

Getting any results at all from circulars distributed around in his locality is rarer than it ought to be for the retail merchant.

Once in a while he realizes that he must do something, must make some kind of a move in order to keep his trade and gain some new customers, and he thinks of getting out a circular for he realizes that the daily papers wouldn't help him much owing to his location in the city.

When he comes to the preparation of the circular he tries to make it look like a small newspaper, or else he contents himself with such stock phrases as "Good goods at lowest prices," making it a small poster, and these he has his boy distribute around the houses.

Admitting that the boy gives good distribution and that the people receive his circulars, he fails to get many returns from the proposition; and why is it?

The answer is simple as well as plain. He doesn't make the right kind of a proposition. His main object in sending out the circulars is to stimulate trade, and how does he go to work to do it? Simply printing a lot of items with prices won't start much of a crowd your way unless the prices are extremely low, and it is known that the standard of your goods is high. Making extravagant claims won't help you much, either.

A tried and successful way to make your circulars bring you new trade and to get the reputation of being a leader in your line is for you to

print a coupon in your circular and sell some article in your store at or below cost to all who present the coupon. This method will enable you to see just how your circulars are pulling and it will bring to your store a lot of new faces if the inducement really induces.

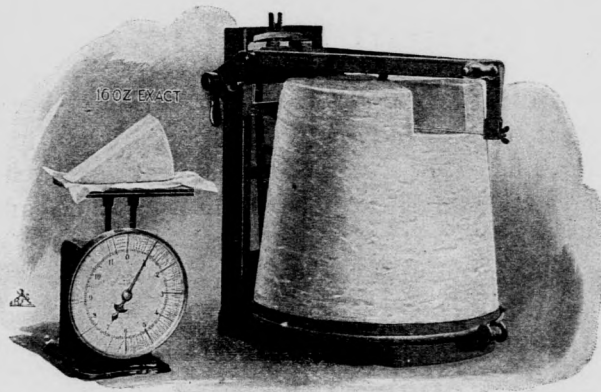
Of course, the goods must be all right in every sense. To try to work off a lot of old, wornout stock by this method will do you far more harm than good. Then again, your store, service, clerks and everything connected with the business must back up the proposition, otherwise you lose more than you gain by simply emphasizing and bringing to the notice of strangers the bad management of your place.

The Knit Slipper Fad.

Fads may come and fads may go, but the devotees of knit slippers hold on tenaciously. Many dealers have now awakened to the fact that it pays to cater to the demand for lamb's wool soles, and that the demand does not wholly fall off with the passing of the holidays. The knit slipper is one of the oldest and most successful fads of recent years and undoubtedly is here to stay as long as the fair sex continue to make some article of comfort for their fathers, brothers and sweethearts. The demand for lamb's wool soles only ceases when the weather becomes too warm for knit slippers. Not before. Keep them in stock always. It is a fad that pays dealers who cater for this business.

How Much do You Lose on Butter?

Can't Tell Exactly==Eh?



THE NEW KUTTOWAIT

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

CUT OUT. MAIL AT ONCE.

Name

Street

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

General Agents in Your Territory

C. D. Crittenden, Grand Rapids, Michigan

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

Saginaw Produce & Cold Storage Co., Saginaw, Michigan

KUTTOWAIT BUTTER CUTTER CO.

UNITY BLDG., CHICAGO

HE TOOK THE GOODS.

Experience of a Shoe Traveler in Kansas.

It was along in the early nineties when I was traveling, selling shoes in Southwestern Kansas, that a letter came to me from the house saying that a man in Iuka wanted to see my samples. To get there I had to go to Skywaw first, stay there all night, and pull out early next morning for Iuka. When I left the train at the little Junction of Skywaw and surveyed the town, I found that the hotel, a blacksmith shop, one general store, and a handful of houses, besides the depot, comprised the town. As it was located in the midst of a fine wheat-producing country, I thought, in glancing around, I might do some business there.

So after having supper at the little hotel, where I was waited on by the landlord's pretty daughter, I asked her about the store over the way, the owner, and the kind of stock he carried, and found to my surprise that he had about a ten or twelve thousand dollar general stock, which included everything from a sheepskin to a bag of tripe, or from a plow to a paper of needles. The farming country being so good, I was pleased to hear that this man did as much business as many others in much larger towns. The landlord himself chipped in with a question, "Why, don't you know this is just the richest spot in Kansas? In fact, the ground is just too rich. Just think of it—too rich to grow pumpkins."

"Why," I asked, "can't you grow pumpkins?"

"The vines grow so fast it drags them all over the ground and wears them out," he answered. "Yes—go up and see the storekeeper—you bet; and if you sell him, you get your money for the goods sure thing, for he sells for cash only—half down, and the other half when you get up," he remarked, with a twinkle in his eye.

I picked up my grips and started out to see my man at once; found him standing in the door chewing a quid and leisurely spitting out into the street at any stray chicken or dog that chanced to wander by. As he stood there, indifferent, expressionless, he looked the typical Westerner, with an air of "do as you darn please" about him; pants tucked into a pair of fine kip boots that were run over and worn off at the toe in a peculiar way that would indicate to a shoeologist he was a sharp, keen trader, very suspicious of strangers, and very hard to strike a trade with unless he could see a hundred per cent. in it for himself. In early days he had been a horse trader and a dealer in buffalo hides, and had never seen the time when he could not tell what o'clock it was better by the sun than by a watch; a hard man to approach on the shoe subject, as his mind did not seem to hover around shoes, although I thought he was needing some for immediate use, from the looks of his stock.

Gee! there must have been a depression in his skull where the bump

of order is supposed to be, as from the general appearance of things it looked as if the devil had held an auction there the day before. I began my little "spiel" by telling my business—who I was, where I was from, and asked if my conversation would interest him at all if I talked about shoes for a while, as I had in my grips a few rights and lefts that I would like to show him, remarking incidentally: "You'll have some business now sure. Trade will get good right away, as I never opened up my samples in a man's store in my life but what customers came dropping in."

"Well, then, for God's sake, open them up. I need the business all right enough," quoth he.

Then, strange to say, as if to clinch what I had said, up rode six country boys on horseback, and in a minute the big, strapping fellows came tramping in. You know the kind, that work on a farm all day, ride to town evenings to buy one pound of sugar for family use, and ten pounds of chewing tobacco for their own use, and other articles in proportion, while they are having a good time.

Taking seats on the counter opposite, they began a lot of loud talking, performing great stunts in chewing and spitting, one fellow declaring that he had a new kind of tobacco that would spit three feet farther than any other kind on the market. Another made a crack at my customer as he picked up a shoe to look at it, telling him: "Dan, you handle a shoe about like a bear does a punkin." The look he got for this sally didn't worry him in the least, as he picked up a turnip and began peeling it, poising it on the tip of his knife blade, taking large bites, and never for a minute losing sight of what we were doing in the shoe line.

Well, if it took a lot of persuading to get the proprietor to look at my samples, when he did put his "leather feelers" on the celebrated "German Mayflower calf" I was selling at that time I soon noticed the shrewd gleam of his eyes that told he had had hold of good leather before and was a much better judge of my line than I expected to find in such a place. But talk about exhorting! How I worked with that fellow. And after keeping it up for two whole hours, from 7 until 9, I finally landed him, selling him a little over five hundred dollars' worth of shoes. As I was getting a straight 8 per cent. commission at that time, the sale made me a little over forty dollars for two hours' work, and I was feeling mighty good. Even my cold-blooded customer had warmed up some from the effects of the deal on which he saw he was bound to make a good thing.

While I was packing up my samples he said, sort of edging around: "Say, can't you sing us a song or dance us a jig or do something to entertain us all? You travelin' fellers allus know something new and are up to whatever is goin' on over the country, ain't ye?"

I replied: "I can't sing; I am out of voice; but if you can furnish the music I can dance a jig or a clog.

UP
CANADY
WAY

they get snow "'bout three foot on the level." They don't have snow like this everywhere, but most towns north of Mason and Dixon Line will get a lot of mean weather this winter—snow, slush and mud weather—that calls for the two numbers we're showing this month.

Herold=Bertsch Shoe Co.

Makers of Shoes

Grand Rapids, Michigan

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.

Oh, by the way, did you ever see any sleight of hand or legerdmain tricks?"

None of them ever had; didn't even know what it was, and solemnly assured me it was something new in that burg.

As I had been practicing coin tricks and other feats of sleight of hand for the last ten years, and could do many of the former, making the coins appear and disappear at will in a mysterious manner, I decided to try this form of amusement, thinking I had an easy bunch to work on. So I showed them a silver dollar, giving it to them to examine, passing it on to each one of them in succession, just to show them that it was a genuine, every-day, "one-buck" piece. Then, taking it in my hand, I proceeded to manipulate the coin by picking it out from underneath one fellow's foot as he sat on the counter dangling his long legs; taking it from another fellow's chin; picking it out of the breast pocket of the jumper one of them had on; finding it in the next man's ear; and finally, coming to the proprietor, I told him to hold his thumb and finger together, pointing up; then took the coin from between his own thumb and finger without his realizing how it got there or how it got away. I caught his startled look—the fellows jumped down off the counter and crowded close together—wonder and amazement written all over them. This was the first time in their lives they had ever seen a sleight of hand trick, where the motion of the hand is so quick the sight can not follow it.

But presto, chango, begono, magico, came near being too much for them. They were absolutely horror stricken. Some of them were unable to speak; some were afraid to; others couldn't speak above a whisper; and one of these desired to know when I would be back in that country again. He wanted Brother Bill to see it; in fact, he would like to bring the whole family in.

The proprietor's face was a study. Doubt, surprise and suspicion passed over his face in quick succession, but gave way to fresh curiosity, when I asked him to bring me two hats and I would do Professor Hermann's parlor trick with two hats and four balls. The method of doing this is to place the four balls in a square about three feet apart on a counter or a table; then place the hats over two of the balls; the object being to finally find all four balls under one hat, without, of course, anybody seeing how they got there. This I accomplished successfully, and this performance seemed to bring them close to the limit. They had been craning their necks to see, but when it was over they all straightened up, took a step backward in line, and looked at one another. Then one of them said solemnly:

"Folks is gettin' 'geniuser and 'geniuser every day, boys. Ain't it so?" And Pete nudged Jim to make sure it was no dream, then spat excitedly at the rusty stove.

The proprietor had been eyeing me with suspicion for a good while. I noticed whenever I would pass in

front of him he would step back and plant his hands tight on his pants' pocket where he kept his money, as if he thought I might somehow coax it to jump out, unless he held it in by main force. Legerdmain had scared him some and made him both superstitious and wary.

Pretty soon I began to realize I had done a little too much; in fact, I had given them a little more than they were able to digest. But, like many another fool who has overstepped, I tried to make up by giving them something in another line.

The proprietor looked up with a distrustful glance. "Is that all you can do?"

"That's all in the trick line, gentlemen. But I have something that I can do that is out of the line of tricks. It's a gift—mind reading. Only about one in six millions have it. I do the same as Brown, Johnston or Bishop—those big guns you have heard about—in finding any given subject. And if you, sir (to the proprietor), will place your mind on any one of the ten thousand articles in this store, concentrating your mind upon it, I will get the object you are thinking about and hand it to you."

"You can't do that; 'tain't possible," he said.

One of the boys spoke up: "Let him try, Dan, by gosh! let him try!"

After looking around the store and meditating a little, he said: "Durn it all, go ahead, then! I've picked out the thing I want you to get, and, by ginger! I'll keep my mind on it all right."

Taking his hand, placing it on my forehead, and holding it there with one of mine, I started down the store, the other six rubbing after us with all their might. After going about thirty feet, with an occasional kick or bump at a basket or barrel that happened to be in the way, I turned to the left, passing between the two counters; then again to the left, stopping at the show case, and sliding back the doors, I reached in, picked up a razor—his own razor—that lay in the case, and handed it to him.

"Great Scott!" he yelled; "gosh durn! The very razor I shave myself with, when I shave; and that's the very thing I had my mind on, too, by thunder!"

The sweat stood out in great drops on his forehead, and for a few minutes his emotion seemed to be too much for him. So I said:

"Well, boys, this concludes the evening's performance; meeting's out, boys."

Dazed with wonder, the six riders looked blankly at each other, turned to me, grinning foolishly, then filed out, jumped on their horses and galloped away, whooping like Comanche Indians.

Bidding the proprietor good night, I started for the door.

"Hold on a minute," he cried. "I want to see you, young feller." He stole up to within about two feet of me, hands thrust deep in his pockets, looking as if he would like to fight. Then he burst out with:

"Say, you're about the slickest thing I ever saw in my life, ain't you?"



Start the New Year Right

Drop us a card and let one of our travelers call on you with his line of

Skreemer Shoes

the most popular medium priced shoes on the market, and also let him tell you of the interesting proposition we have to make one dealer in each town. You will find no more profitable way to start the new year.

MICHIGAN SHOE CO., Distributors
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.

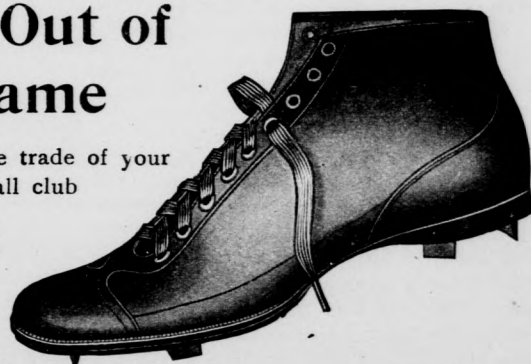
SAGINAW, MICH

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

You're d—d slick. You're smooth—a little too smooth; and you hear me: you needn't send them goods I bought to-night—I won't take 'em."

"What?" I cried.

"You hear me; you needn't send 'em; I won't take the goods," he said, in a tone there was no mistaking.

I commenced to argue. But, no. "You've done killed yourself with me," was all I could get out of him, and nothing I could say or do would make any difference. But I was bound not to lose that forty dollars without a struggle, and brought all the arts, arguments and persuasions to bear that I could think of; but without avail. He seemed to be convinced that if I wasn't the devil himself, at least I was a near relation, and he would have none of me.

Then I did what I never had done before; took the dollar and carefully showed him just how I performed the trick, explaining that sight was really slower than motion sometimes, and that the whole thing was intended to be simply harmless and amusing.

"If that's the way you did with the money, how about the four-ball trick?" he asked gruffly.

Still bent on making the proposition stick, I explained the ball trick, too, by going over it and illustrating how the eye may be deceived. You see I was growing more and more anxious all the time to cinch my commission, and felt that my efforts were worth while. When suddenly, dubious and still unconvinced, he turned to me and asked:

"Well, how in — did you find the razor?"

"I was very particular," I said, "to tell you before I went after that razor that it wasn't a trick. It's a gift I can't explain; nobody can; nobody ever did. I can do it; I don't know how nor why. Some call it mind reading, and some people have been kept guessing to give it a name. I am one of the few that can do it; that's all. When I went after the article you had in mind, I didn't know it was a razor; I didn't know what it was; but when I came in contact with what you had in mind, I picked it up and handed it to you. That is my explanation—the only one I can give. I call it 'mind reading,' that is all."

After some more talk I left him mystified and distrustful, in spite of all I had said and done, and still refusing to re-instate the order. I left my grips in the store, as it was near the station, and went to the hotel to spend a restless night, kicking myself for a fool meanwhile, since my attempt to amuse these gazabos had lost me the neat little sum of forty dollars. I slept a couple of hours, when I was awakened suddenly, my ears assailed by the most horrible noise it was ever my fortune to hear. Two carloads of calves just a day away from their mothers were being shipped, and their bawling was intolerable. Talk about your quiet country towns for rest and sleep! No more for me—that night, I thought. So I dressed, took a smoke, and decided to tackle my man again

in the morning and try to change his mind.

A little after daylight I saw him sweeping the sidewalk in front of the store, handling the broom like a man does a flail on the barn floor. I went over and said, "Good morning." As I looked up, I saw that his glance was about as surly and suspicious as it had been the night before, but thought I would make a good start by approaching him on some of his hobbies the landlord had told me about. In his capacity as horse trader he prided himself a good deal on his ability to judge a horse. So I opened up by telling him about a horse I owned, and asked if he had anything to trade for him; that he was a good one, only he was "threatened with speed." This seemed to bring the right twinkle into his eye, and he began to brace up and take notice a little. So I talked on until I saw the smoke of the approaching train away down the valley seven or eight miles, along the old Kantoepy trail. Then I made a last attempt:

"Now, see here, Mister," I said, "I came into your store last night and showed you my samples, showed you the names of some of the best merchants in Kansas who have bought big bills of me, and I sold you a bill of goods in good faith. Then you proposed that I entertain you, as you had very little amusement in a place like this. I told you I couldn't sing, but would do what I could with such sleight-of-hand tricks as I knew, and did exactly what I said I would. It seemed to meet with plenty of approval all around until the mind reading came up, when you turned me down for no reason whatever. Now, I ask you the question: 'Is that a fair, square deal to a man on a business proposition?'"

He looked at the door and was silent, although apparently a little uneasy. He shook his head doubtfully, which made me feel that he was perhaps not so unfriendly after all, and might possibly do the right thing yet. Hearing the distant whistle, I said:

"Train's coming; have to go. Wish you good luck just the same as if you had treated me square. Wish you good crops, plenty of water for your stock," and so on. "As long as you live," I said, "don't turn another fellow down like you have me, just because he has done his best to give you a good time." And I made a rush for the depot to check my baggage.

The train came in; there was the usual hurry and noise. The old fellow stood there, leaning against the weather-boarding of the depot like a comic picture of Uncle Sam—a queer, awkward figure, with his hay-colored whiskers, pipe in the corner of his mouth, and hands still planted firmly in his pockets, his eyes riveted on every move I made.

I boarded the train, said "Howdy" to a friend, and looking back saw old Dan standing where I had left him as if glued to the spot. The engine puffed and snorted; the wheels began to go around. "Good-bye!" I shout-

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Rindge, Kalmbach, Logie & Co., Ltd.
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"Glove" Goods wear like rubber and
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Our "Red Cross" Combination and Leather Tops
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Grand Rapids, Mich.

ed from the platform, as if answering his steady gaze.

All of a sudden the long gaunt figure limbered up, like a corpse that has been touched by a galvanic battery. He came chasing down the track after the train, waving his arms like a windmill and yelling like Bedlam broke loose: "Hey! Say there, you young feller. Say! Hey, there! I'll take them goods; send 'em along. I'll take them goods! D'ye hear!"—And I called back to him with great gusto: "All right!" as the train rounded a curve.

Moral: When you have sold your goods, make your get-away.—G. V. Wells in Drygoodsman.

Odd Shoes in Front.

Going into an exclusive city shoe store the other day a newspaper man noted the large number of rolling ladders and that the clerks nearly always had to climb for shoes.

"Why don't you put the popular shoes where they can be got at more easily?" was asked of the manager.

"For the simple reason that they would be all sold out before the less desirable lines would be touched," he said. "You see, it's this way. We put the standard lines and most common sizes at the top of the shelving. The clerk must climb for them. Naturally he would rather not climb. So, he will often show a customer a little different shoe, a sticker, perhaps, that is within convenient reach. We keep the odd sizes and freak designs right down at the most convenient point—right where the clerks can most easily get at them. As a consequence we have fewer stickers. The clerk will show an odd shape or freak first because it is easy to get at and it saves time—and this is not necessarily to the discredit of the clerk, either. He wants to wait upon a customer just as quickly as possible and consequently takes the most convenient shoe which he thinks will do, which is right.

"But if one of these odd shoes will not do, then the clerk must climb for a more staple line. This arrangement almost equalizes the slow-and-fast selling lines so that we have comparatively few shoes left on our hands at the end of the season. Before we adopted this scheme and put the most called for shoes at the most convenient points we had continually to put shoes on the bargain counter and always had a lot left at the end of each season."

There is something in this scheme for every seller of shoes.

From the advertisement of a merchant who pays considerable attention to shoes, the following is clipped: "A great many shoes have such high heels that they always tire the feet and are sure to make corns, or are made a little too narrow across the toe, just where you need plenty of room, and that isn't comfortable, either. Our shoes are all made of first-class stock. The heel is just the right height for comfort, and they are made in all kinds of lasts to fit all feet. Our perfect fitting shoes will wear much longer and give more comfort because they are made right."

Not a Bow-Wow.

"Bow-wow," said a stranger, who hurriedly approached the desk in the hotel. He was evidently addressing the clerk. It was human nature to be startled, for no man had ever before asked for room, board or accommodation in that tone of voice. It was also policy not to show any feeling in the matter.

"Beg your pardon, sir?" enquiringly.

"Bow-wow," replied the stranger.

"Oh, certainly," replied the clerk; "bow-wow."

"Then you are—really?" said the stranger, looking happy. Other conditions prevailing, he did the next best, and, reaching his hand across the counter, said, "Shake." This one word came with some of the ingredients of a command, and the clerk was led to acquiesce.

"So you're a bow-wow," said the stranger, relapsing into a spirit of fraternity, after the ceremony had been completed.

"A bow-wow! Not on your life!" returned the clerk, moved beyond the pale of politeness. "No bow-wow."

For a moment disappointment was supreme with the stranger. Then he solved the difficulty.

"I'll make you one. It's a great order. Started this morning. Got 60,000 members already. Hold your hands above your head." He illustrated the desired attitude. "Now touch your fingers together—so." Again illustrating. "Now, say bow-wow."

Then he had to shake hands again, and with a farewell "bow-wow" was gone.


It is only fair to say that, while the stranger was well dressed and well groomed, and his name is sometimes seen upon the hotel registers, he was not crazy that night just—well, it might have been pink elephants, yellow snakes, rats and mice, only that stage was as yet far in the advance.

Johnny Tells What Preacher Said.

Johnny was a good boy, and after Sunday school services he attended preaching. The morning text was about Moses, and on several occasions the preacher declared that "Moses was an austere man and made atonement for the sins of his people." At the conclusion of services and when Johnny had returned home his mother asked: "My boy, what did the preacher say?" Johnny replied: "He preached about Moses, and said that 'Moses was an oyster man, and made an ointment for the shins of his people.'"

Tree Sleeps at Night.

A curious member of the vegetable kingdom has been discovered in the Far East. It is a species of acacia which grows to a height of about 8 feet and when full grown closes its leaves together in curls each day at sunset and curls its twigs in the form of a pigtail. After the tree has settled itself in this way for a night's sleep, like most sleepers, it objects to being disturbed. If touched it will flutter as if agitated and impatient at the interruption of its slumbers.



Mayer School Shoes

are made extra strong. The soles are seasoned and tough, and every seam is **sewed to hold.**

Two pair of **Mayer School Shoes** are equal in wearing quality to three pair of the usual kind. **You save one-third.** They are the strongest school shoes made and

Wear Like Iron

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

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

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

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CUSTOM MADE

A Prosperous
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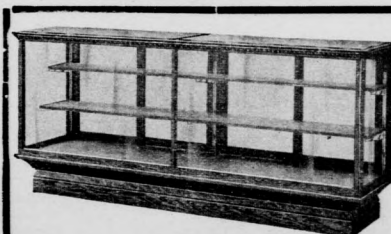
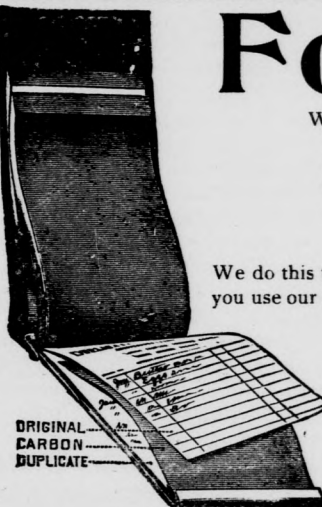
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Special Fixtures.

We make any style show case desired. Write us for prices. Prompt deliveries.

FOREIGN EXCHANGE.

It Constitutes the Best Barometer of Wall Street.

In the days of Greece the customary method of interchanging the surplus product in every community among the inhabitants was to have one member of the household rush through the streets at a given time of the day, crying, "I have eggs, I have bread; who has this, who has that, who has the other?" And in this way a barter was established which filled all the requirements of the community, and the necessity for any circulating medium was thus avoided.

As civilization expanded, and an interchange was necessitated among communities, instead of between households, the difficulties became manifold, and so on until the interchange was extended to peoples and nations.

Here the primitive methods were still observed, and are carried on to a certain extent even in the twentieth century of commerce. We ship our wheat, our corn, our cotton abroad and receive from them the products of their shores, and thus an exchange is effected; but these shipments between nations are not of equal value. Certain countries have established themselves as the clearing houses of the world, and in this respect London City plays a leading role.

This exchange of commodities is nothing less than a common barter, and any difference that arises from such exchanges must be settled in a medium that is current the world over. This is the fundamental basis of our present day dealings in foreign exchange; and while the interchange of commodities concerns the merchant, the manufacturer, the artisan and the farmer, the settlement of the differences arising from this interchange falls to the lot of the international banker; and this feature is one of the most complex in the world of banking. It is through manifold ramifications that the commerce of the present day evolved itself into a science; and the successful exploitation of this science demands as close study as does that of any profession.

Perhaps I am not saying too much when I characterize it as the refinement of banking, inasmuch as it necessitates a thorough knowledge of not alone the banking systems of the countries from which the business emanates, but also of the banking customs of every other nation in the world. Further than this, it requires an absolute knowledge of political economy from the theoretic standpoint, as well as from the practical. Again, it requires a thorough knowledge of the laws of cause and effect, the results of political combinations among nations; and these various features must at all times be followed as closely and as carefully as they are in Downing street or on the Quai d'Orsay.

Witness at the present time the effect of the civil strife now going on in that vast empire of the Czar of all the Russias! What a far-reaching effect this has had upon the many markets of the world! How it has affected Wall Street. Capel

Court and the Palace de la Bourse! A certain effect is also had by a fit of indigestion on the part of the dictator of a certain South American republic, who, in a moment of spleen, will send the exchanges up or down, as the effect of its machinations is gauged by the world's marts.

Under these circumstances it is evident that a close study is required in all branches of political science in order to successfully meet the ever changing conditions as they arise.

There is very little difference between the method of exchanging commodities that was in vogue in the Greek communities before alluded to and our present method. We ship from this side of the water our cereals and other staples, and now, thanks to our increased facilities and the energy of our people, we are also able to ship not only the products of the earth, but our labor as well, in the shape of manufactured articles, these latter now forming a very important proportion of our exports.

The export of raw material is an evidence of a low state of culture and a mighty waste of opportunity; and it is fortunate that the conditions of three or four decades ago have changed to what they are now; although at no time can the export of raw material ever be avoided absolutely, inasmuch as it is rarely the case at all times that the country producing is in a position to entirely utilize same for its needs. Take, for instance, our cotton: What would be the result if we were to work up the whole crop into the manufactured product? What would become of the laboring men in the districts of Birmingham, Lancashire, Switzerland, Spain and France? It would mean bankruptcy to entire communities, hence these communities are perfectly willing to pay the added cost of the material in the shape of freight. It is true this comes back to them in other ways through the earnings of their artisans in the ship-building trade and by various other means.

We, as a nation, at one time the principal exporter of raw material, drawn from the superabundant supplies that nature has laid at our very doors, are now importing raw material ourselves from the bowels of the German Empire—products that are of no value whatever to the manufacturing interests of the Fatherland, but are absolutely essential to certain manufactures that are a necessity in this country. I refer to the vast fertilizer industry of the Southern States. This is only one instance, and many more could be cited.

Thus are the products of the soil and of manual labor being continually interchanged among nations; and one offsets the other to a certain extent, until the balance sheet is drawn, which shows a debit or a credit; and it is this debit or credit balance that requires the aid of the international banker. The international banker fills a role second to none among the captains of industry; and it has resolved itself, as I have stated before, into a science which is exact as the measurements of the constellations of the heavens.

Faith and credit play an important

part in the settlement of the balances ensuing from these various transactions; but at certain times, when conditions become intolerable, the accredited nation likes to see the color of its money, and it is then that the basis of the entire fabric must be laid on the table, and shown that it can be produced. This is done in the form of the yellow metal commonly called gold, and which, just at present, is greatly exciting the minds of Wall Street, as well as the Old Lady of Threadneedle Street; not omitting that other celebrated financial institution, the Bank of France! The latter is really, at this moment, the factor that is governing the destiny of the export movement.

It can not be amiss to state that the various financial centers have their own peculiar methods of guarding their supply of gold; and each center adopts a method characteristically its own. England and America in this respect are really the only free traders; and America, hedged in by protective legislation at every portal of its domain, has here neglected an opportunity to protect itself in the most vital point of its corporate individuality. France, in order to attract gold, adopts the most arbitrary methods, paying any price for it when she needs it, granting concessions that seem to make it an expensive operation; but that is disregarded when it becomes necessary for them to strengthen their position. The favorite method is to make advances on the gold the minute it is put on board ship, and they have a reasonable assurance that it is there. This is done either by allowing a certain amount of interest while in transit, or immediately advancing upon receipt of telegraphic advices that it had been shipped, or upon issue of the bills-of-lading.

Germany adopts similar methods. Great Britain alone does nothing of this kind. She calmly awaits the arrival of the metal in her midst, and then bids such a price for it as will ensure its purchase.

The United States acts strictly in accordance with an inflexible law of exchange, so many dollars for a given weight of metal of a given fineness; having no discretion whatever in the acquisition of new supplies; and should it ever become imperative that the supply be augmented, it has recourse to arrangements with bankers through indirect methods, such as the sale of bonds, coupled with conditions as to the furnishing of a certain supply of gold.

We take it for granted that these various methods in the different centers have been successful. Each country has the supply that it considers essential to its welfare. Now the question arises: How hold it? Trade balances are continually fluctuating, requiring settlement in kind of the indebtedness due from one nation to the other; and then the strife commences, and diverse are the means employed to retain an iron grasp upon the precious ore.

Constitutional countries by their methods are, notwithstanding, autocratic in the extreme. The law is a dead letter, but, nevertheless, when

the necessity arises, in spite of arbitrary methods, and in spite of penalties which even at one time meant physical life and death to the merchant, gold is sent out to meet the necessities of trade. It is not so long ago that Tyburn was the objective of conscientious merchants, who wanted nothing but the means of paying honest debts. We are thankful to say that such methods have been superseded, but only to a certain extent. In France and Germany almost commercial ostracism is meted out to the intrepid banker who dares to export gold against the wishes and desires of the leading banking authorities of the respective country. The so-called "pin-hole" is stuck against the name of the banker who would dare to go against the dictates of the authorities of the Reichsbank or the Bank of France, and well knowing what the penalty is, their desires and wishes are always respected.

In England this is not the case, and any supplies coming into the market can be bought up by the highest bidder. However, nothing can be drawn out of the bank against the will of the authorities, and various are their methods, although always legitimate, to prevent any such practice—when it is not convenient.

Protected America, though, is at the mercy of every nation in the universe, be it the little South American republic or be it the mighty France. When gold is wanted anywhere in the world and the burden can be shifted onto the shoulders of the United States, there it goes infallibly until the requirements are met. With our inelastic laws, this will always be possible; and it is fortunate that our legislation of recent years has counteracted the effects of a system of note issue, which made an endless chain and which some day threatened to bankrupt the nation. The only penalty we place upon the gold is a premium of four-tenths of 1 per cent., which does not cover the cost of assay, nor does it protect our hoard, and the only stop that is put to sending out the metal in merchantable shape is the lack of supply.

It is then that we resort to the export of coin, which is always a welcome addition to the hoards of the European bankers.

Of course, in shipping coin, we are confronted by several factors. First, the legal tolerance; second, the loss by abrasion; but this rarely, if ever, exceeds the charge that is put upon the cost of bars; but, notwithstanding, exchange has to reach its highest point before the coin is used for this purpose. The import of American coin into this country is always preferred to bars, inasmuch as we then get the benefit of the legal tolerance, and buy it by weight and spend it by tale, whereas, in the export of the coin, the reverse condition obtains.

The very grave apprehension prevailing in the European centers, in consequence of the disturbances in Russia, makes it appear essential to the authorities that their gold reserve should be augmented; and Eng-

land being a debtor nation to France, where really a financial upheaval is mostly feared in consequence of the enormous amount of Russian securities held there, the exchanges on London are rapidly declining, due to the fact that France is calling in her debts from the tight little isle.

England has troubles of her own. Her bank reserve has gone to the almost unprecedented figure of 38 per cent. Fearing a disturbance of commercial relations by increasing her bank rate, she nevertheless sees the necessity of protecting her gold supply, which seems jeopardized by this continued fall in French exchange. What does she do? She immediately calls in the debts due her by the United States, which causes a rise in Sterling exchange, although not up to the direct gold export point, and here is where the Italian hand of the continental financier comes in. The Bank of France throws out inducements which narrow the gold export point direct to France to such a figure as to enable the purchase of Sterling transfers to Paris at a price to the purchaser far below the direct export point. Thus we have seen, not so very many years ago, gold exported to France, with sterling exchange only a few cents above the mint parity—and the same conditions are at present imminent. Whether or not it will reach that point remains to be seen; but the danger is always there, and our country in this respect, as I have stated before, is always at the mercy of others.

It might be argued that a little of the protection that is given to merchants, applied to our stock of gold, would be a good thing for this country, but I maintain the contrary. It is an advertisement of the resources of the United States, inasmuch as it is universally known that whenever financial trouble arises, the United States must step into the breach, and it is, furthermore, an evidence of the solvency of the country in that it can export gold and never cause a ripple. In fact, we have seen conditions, and that not so long ago, where such an export was imminent, and in spite of it, the stock markets went on a boom, to the despair of the croaking element who only see, and always will see, disaster in a movement that is just as natural as the ebb and flow of the tide and the blowing of the winds.

The gold movement is practically universal, and is continually flowing from one country to another, although it seems this is the only country where it attracts any attention; and why this should be so is, as it has always been, a puzzle. It is really the life blood of the monetary intercourse between peoples, and where a stoppage in the arteries of trade occurs, it produces disaster, and is evidence of an atrophied condition of that member of the body commercial.

A nation that once descends from its high estate of paying its debts by means of the auriferous metal is doomed for years to come, and whatever other evidence of debt it attempts to foist upon the world, these

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.	Dr. of Powder
120	4 1/4
129	4 1/4
128	4 1/4
126	4 1/4
135	4 1/4
154	4 1/4
200	3 1/4
208	3 1/4
236	3 1/4
265	3 1/4
264	3 1/4

Discount, one-third and five per cent.

Paper Shells—Not Loaded	
No. 10, pasteboard boxes 100, per 100.	72
No. 12, pasteboard boxes 100, per 100.	64

Gunpowder	
Kegs, 25 lbs., per keg.	4 90
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.	2 90
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 60

Shot	
In sacks containing 25 lbs	
Drop, all sizes smaller than B.	1 85

Augurs and Bits	
Snell's	60
Jennings' genuine	25
Jennings' imitation	50

Axes	
First Quality, S. B. Bronze	6 50
First Quality, D. B. Bronze	9 00
First Quality, S. B. S. Steel	7 00
First Quality, D. B. Steel	10 50

Barrows	
Railroad.	15 00
Garden.	33 00

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	
Common.	7 c.
BB.	8 1/4 c.
BBB.	8 3/4 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; 26 and 28; 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

House Nails	
Au Sable.	dis. 40 & 10
House Furnishing Goods	
Standard Towels, new list.	70
Standard Towels.	60 & 10

Iron	
Bar Iron	2 25 rate
Light Band	3 00 rate

Knobs—New List	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85

Levels	
Stanley Rule and Level Co.'s	dis.

Metals—Zinc	
600 pound casks	8
Per pound	8 1/2

Miscellaneous	
Bird Cages	40
Pumps, Cistern.	75 & 10
Screws, New List	85
Casters, Bed and Plate	50 & 10 & 10
Dampers, American.	50

Molasses Gates	
Stebbins' Pattern	60 & 10
Enterprise, self-measuring.	30

Pans	
Fry, Acme	60 & 10 & 10
Common, polished	70 & 10

Patent Planished Iron	
"A" Wood's pat. plan'd, No. 24-27.	10 80
"B" Wood's pat. plan'd, No. 25-27.	9 80
Broken packages 1/4 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

Rivets	
6 advance	20
4 advance	45
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	25
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/4 advance	85

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	3 90
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	

Shovels and Spades	
First Grade, Doz.	5 50
Second Grade, Doz.	5 00

Solder	
1/4 @ 1/2	21
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
Onida Community, Newhouse's	40 & 10
Onida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz.	1 25

Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45

Wire Goods	
Bright.	50-10
Screw Eyes.	50-10
Hooks.	50-10
Gate Hooks and Eyes.	50-10

Wrenches	
Baxter's Adjustable, Nichols.	80
Co's Genuine.	40
Joe's Patent Agricultural, Wrought, 70x10	

Crockery and Glassware

STONEWARE

Butters	
1/2 gal. per doz.	48
1 to 6 gal. per doz.	56
8 gal. each	70
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 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	85
Tubular	50
Nutmeg	50

MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	Per gross 5 00
Quarts	5 25
1/2 gallon.	5 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.	2 75

Fine Flint Glass in Cartons	
No. 0, Crimp top.	3 00
No. 1, Crimp top.	3 25
No. 2, Crimp top.	4 10

Lead Flint Glass in Cartons	
No. 0, Crimp top.	3 25
No. 1, Crimp top.	4 00
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 60
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2, Lead Flint, 10 in. (95c doz.)	5 50
No. 2, Lead Flint, 12 in. (\$1.65 doz.)	8 75

Electric in Cartons	
No. 2, Lime, (75c doz.)	4 25
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, (\$1.25 doz.)	6 90

3 gal. galv. iron with spout, per doz.	4 11
3 gal. galv. iron with faucet, per doz.	3 71
5 gal. galv. iron with faucet, per doz.	4 75
5 gal. Tilting cans	7 00
5 gal. galv. iron Nacefas	9 00

are forever afterward looked upon askance, and it is a rare statesmanship indeed that is able to put that particular country on its feet again.

Gold, to the commerce of the world, is what coal is to the ocean liner; without it it can not progress on its travels, and no matter what its cost, when it is required it must be forthcoming. The various impedimenta that are thrown in its path are simply the fretted symptoms of an alarmed community, and altogether unnecessarily so. It reveals the true condition of affairs and is the unmistakable barometer of the financial condition existing at the time.

I have perhaps unnecessarily dwelt on the various data in connection with the gold movement throughout the world; and I take advantage of this occasion to point out another mistaken notion that seems to prevail among even the most intelligent classes in this country, in regard to the significance of the so-called balance of trade. We hear, in most flamboyant style, mention made of this country being an accredited nation to the extent of so many hundred, perhaps thousand, million, and everybody is keyed up with pride to think we are such a wealthy people that other countries can owe us such an amount of money.

At the same time, however, exchanges are against us; and what does this signify? Just this, and that is that the so-called balance of trade, as manifested by the published records, is a myth. Were this country an accredited nation to the extent that is continually being mentioned in the current periodicals, our exchanges would be far below the mint parity, and other countries would be exerting themselves tooth and nail to liquidate this indebtedness in one way or another, and, the amount being so stupendous, there would be but one way of doing it, and that is by shipping gold. Are they doing this? No, on the contrary, we are the ones who are doing it, and what becomes of our famous balance of trade? The trouble about this feature is that we only hear of the transactions that go through our custom houses, where strict record is kept and the amounts as invoiced are recorded, while no notice whatever is taken of the enormous trades in stocks, bonds and other forms of securities, of which no record is kept, and which are transmitted through the mails.

The best criterion of the condition of the country at all times is the state of the exchanges. Are the exchanges against us? Then are we a debtor nation. Are they in our favor? Then are we the creditors of the world. And this is as immutable as the laws of the Medes and the Persians.

John E. Gardin.

At the African Bethel.

Parson Johnson—De choir will now sing "I'm glad salvation's free," while Deacon Ketcham passes de hat. De congregation will please to 'membah dat while salvation am free, we hab to pay de choir for singing about it. All please contribute accordin' to yo' means.

WORLD'S GEMS.

Large Rubies More Valuable Than Purest Diamonds.

All precious stones are composed of simple and well-known substances in a state of comparative purity. The diamond is pure carbon in a crystallized form, exactly the same substance as the anthracite coal, the bituminous coal and the charcoal used in our stoves and furnaces. Carbon also forms a large constituent of the sugar with which we sweeten our coffee. Only pure carbon is found in white diamonds. Diamonds of yellow, pink, green and blue are colored by other minerals, although in such minute quantities as to elude the tests and skill of the cleverest chemists.

The black diamond, or bort, is an impure and imperfect crystallization, but very useful in the arts. Pounded or ground into powder it is employed by lapidaries as a coating for the wheels used in polishing precious stones. The crystals are set in drills employed to pierce rock strata in boring, and even the fine splinters are used in lapidary work to bore holes in the harder stones used as jewelry. Imitation diamonds are made of white quartz or other perfectly transparent stones, but generally of glass, capable of high polish.

The best imitations come from Germany, where the work of cutting and polishing is done by hand. The oriental sapphire, the oriental ruby, the oriental topaz, the oriental amethyst, and the precious garnet are really the same stone, all being composed of alumina nearly pure, exactly the same substance as the metal now commonly used in the arts. Alumina is the principal constituent of common clay, thrown up by the spadeful whenever an excavation is made below the surface soil.

Alumina in another form is emery powder, so that housewives clean their knives and polish their kitchenware with powdered rubies and sapphires. Scientifically, sapphire is the generic name for gems of which alumina is the principal constituent; the ruby is a red sapphire, the topaz a yellow, the amethyst a purple, and the precious garnet differs from the ruby only in the depth of color. Ordinarily, however, the name is applied to the blue stone. There is much uncertainty regarding the coloring matter in these gems. It is believed that the topaz is colored by some form of fluoric acid, and it is supposed that the others are tinted by a faint admixture of iron.

A ruby above three carats in weight, and fine rubies have brought from five to ten times as much as diamonds of the same size. The rubies used as watch jewels are artificially made. The cheaper stones denominated rubies are from the mines of Cape Colony, Arizona, Colorado, Utah and are often so fine in color as to rival in beauty the gems of Southern Asia.

Turquoise is composed of alumina, phosphates and copper, or clay, bone dust and verdigris. It took its name from the fact that it came into Eu-

rope by way of Turkey, and was first called turkey-stone. Shylock bewailed his turquoise ring, which he would not have sold for a wilderness of monkeys. Turquoise stones of good quality and size are found in Mexico.

The emerald is a silicate, mainly composed of the substance known as quartz found in every part of the world. It owes its color to a salt of chromium. It is said that the emerald is more easily imitated than any other precious stone. The quartzes of the Rocky Mountains furnish many imitations of precious stones. Purple quartz is often sold for precious amethyst, yellow quartz for topaz, and pink quartz for ruby.

Beryl, which is of the same substance as emerald, is often cut and polished for jewelry. The carbuncle is only fine garnet of medium tint, cut, as the jewelers say, en cabochon, or like a cap. The best carbuncles come from Siam and Burmah.

The opal is a silicate containing often as much as 10 to 11 per cent. of water. It is of volcanic origin, the best varieties are white or milky, these showing most perfectly the iridescent play of colors. Black opal is sometimes found, but most specimens are simply poor, white opals, artificially stained.

Opals are found in Hungary, Australia, Mexico, Honduras and at several places in the Rocky Mountains. The origin of the ill-luck attributed to the stone is found in its tendency to deteriorate with wearing, perspiration often causing the ruin of a fine

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stone. It is also liable to crack or split. The cat's eye and the tiger eye are crystallized specimens of a common mineral, and owe their beauty to the manner in which they are cut. When the work is well done the former bears a close resemblance to the eye of the house cat, while the latter has the yellow gleam peculiar to the eye of the tiger. Onyx is only quartz stratified in layers, white and black.

When one layer is a rich red the variety is known as sardonyx, from the city of Sardis, where it was first cut. Cameos and intaglios are gems of onyx. In a cameo, the design is left in relief, in an intaglio, it is incised in the stone.

Jasper is quartz, colored by oxides of iron and other minerals. It is found in every color, from pure white to dead black. Chalcedony is the name given to the semi-transparent varieties. The best jasper is mined in Egypt, and in the Ural range, where it is found in large blocks.

Pearls are the tumors of oysters or other bivalves. A grain of sand accidentally enters the shell, and unable to reject it, the oyster covers it with a layer of mother of pearl, and little by little the pearl increases in size. It is composed of almost pure lime. The jacinth or hyacinth is, like quartz, a silicate. It occurs in several colors, the best varieties coming from Ceylon. Tourmaline is of almost equal parts of quartz and alumina or clay. The best varieties are found in Ceylon. Cairngorm is simply a variety of brown or yellow quartz, and has its name from that of the town in Scotland near which it is mined. Agate is a form of quartz.

It is found in many colors, and in almost every part of the world. When agate occurs in layers of different colors it is identical with onyx. Amber, often used in jewelry, is nothing but fossil resin. Over 300 different varieties of insects, some now existing, others extinct, have been found preserved in amber, together with the leaves, twigs, blossoms, or fruit of more than 100 plants. Cornelian is a variety of chalcedony; that is, common quartz, colored with iron.—St. Louis Globe-Democrat.

Knew It Would Come.

A young man from the backwoods, who had prospered in the city, decided to bring his parents to town and show them the sights. His father had never been to the city before; he had read of numerous accidents to travelers and was fearful lest something should happen to him if he ever left home. But the son was insistent and finally persuaded him to go. The old man's courage almost failed him when the huge locomotive rushed into the station, and he again tried to dissuade his son, but to no avail. His nerve was beginning to return when the train dashed into a dark tunnel. Grabbing his umbrella, he hit his son a whack on the head and cried out:

"I knew something would happen I've gone blind!"

Recent Business Changes in the Hoosier State.

Crown Point—The implement business formerly conducted by Chas. H. Meeker & Co. will be conducted in future under the style of Meeker & Claussen.

Fort Wayne—Scheumann & Ulmer succeed F. H. Scheumann in the undertaking business.

Fort Wayne—Paul Schwegman & Co. are succeeded in the dry goods business by the Schwegman Dry Goods Co.

Hope—G. E. Maxwell succeeds Porter & Chandler in the drug business.

Indianapolis—Chas. Norton is succeeded in the retail drug business by Harry O. Atchison.

Indianapolis—The Republic Chemical & Creosoting Co. is succeeded in business by the Republic Creosoting Co.

Indianapolis—The wholesale millinery business formerly conducted by the Strauss Millinery Co. will be conducted in the future under the style of the A. Strauss Millinery Co.

Mishawaka—Wm. C. Hambricht is succeeded in the meat business by the Eagle Meat & Provision Co.

Terre Haute—The Cook & Black Drug Co. will continue the wholesale drug business formerly conducted by Cook, Bell & Black.

Union City—Fred Veit will continue the meat business formerly conducted by Veit Bros.

Upland—Tudor & Tudor are succeeded in the grocery business by Hollen Brown.

Indianapolis—A receiver for Arthur Dalby, druggist, has been applied for.

Indianapolis—A receiver has been appointed for Sablosky Bros., dealers in queensware and notions.

Recent Business Changes in the Buckeye State.

Circleville—The dry goods business formerly conducted by S. Rindsfoos & Son will be continued in the future by a corporation under the style of the S. Rindsfoos & Son Co.

Cleveland—Drake & Co., men's furnishers and manufacturers of custom shirts, will discontinue business.

Delaware—The clothing business formerly conducted under the style of the New Idea, will be continued in future by Wilder Bros.

Hartwell—W. E. Smith is succeeded in the coal business by the W. E. Smith Coal & Mining Co.

Portsmouth—The jewelry and house furnishing business formerly conducted by Samuel Horchow will be continued in the future under the style of the Samuel Horchow Co.

Toledo—The American Metal Wheel & Toy Co. has changed its name to the American Metal Wheel & Auto Co.

Van Wert—Wisman & Mohler succeed A. P. Wisman in the grocery business.

Bairdstown—F. H. Crawford, dealer in general merchandise, has made an assignment.

Cleveland—Louis Mintz, hardware dealer, has made an assignment and filed a petition in bankruptcy.

Columbus—A receiver has been

appointed for the Columbus Paint Manufacturing Co.

Dayton—A petition to adjudge the H. C. Mahet Co. a bankrupt has been filed.

Cleveland—A petition in bankruptcy has been filed by the creditors of M. Singer, men's furnisher.

Brazil Woods Beautiful.

Beautiful Brazil woods are recommended to capitalists. Cabinet woods of many kinds abound, are easy to reach, and fairly easy to get. Because of the lack of enterprise among the Brazilians only small quantities have been exported. Communication with the woods is bad, freights and wages are high. An American company with \$5,000,000 is beginning to exploit some of the best regions. It hopes to overcome obstacles by the application of modern milling and transportation methods. An elevated swinging railroad will carry the logs from the woods to the mills, which are to be located near or on good roads.



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YEAST you sell not only increases
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Grand Rapids Council No. 131, U. C. T.
Senior Counselor, Thomas E. Dryden;
Secretary and Treasurer, O. F. Jackson.

WORK.

Get Into a Congenial Occupation, Then Dig In.

Written for the Tradesman.

Young men who are just starting out in business are prone to overlook one of the most essential facts of their business career. That is work. They read of brilliant business deals that are pulled off in a day and thought of in a flash of inspiration and they think it is very fine. There is a lot of cold storage advice being handed out in large packages nowadays and "work" is about the last thing any of the writers tell the young man to do. Honesty, politeness and all that sort of thing are dragged to the fore and held up as about the only thing necessary to become successful, but, believe me, it is not true. Work, just plain unvarnished work—the kind that makes the perspiration start and the head ache—is the kind of thing that makes young men wanted around the places where there is business going on.

If ever there was an occupation where inspiration and genius played a large part that is writing, and still Jack London, who has carved out of nothing a name for himself in the world of readable fiction, says, "Work." He worked at his trade—for it is a trade. He not only worked at writing but he varied his working by keeping busy on a whaler and in digging for gold. He worked as a boy selling papers. He worked to go to high school, and he worked when he got there. When he went to college he worked, and he is working yet. Jack London "got there" while writers who had had a great deal more education sat around waiting for an inspiration and eating at the infrequent intervals when they sold a story. The spark of genius is a good thing when it's sparking—but it doesn't spark often enough to keep up the payments on the meal ticket, usually. Jack London didn't wait for the spark. He worked his head and his typewriter all the time; and when they didn't bring in the required amount of food he got out and worked the end of a coal shovel to some purpose. Because he has "arrived" the graphic writer does not think he has a right to stop and he "pulls off" his task each forenoon as of old. If a man works who is unusually gifted, in a profession in which inspiration plays as prominent a part as in any, certainly a young man must work to get ahead in a business where real work counts for more than anything.

Enterprising magazine men have

contracted the habit of late of buying stories about nice young men with square jaws and clear gray eyes who by a master stroke of business acquired a railroad or a mine or a rich wife or some other piece of valuable property. Not content with buying these yarns they have printed them; they make interesting reading in some cases but are deluding to the young man who drives a grocery wagon by day and studies arithmetic by night. Beyond a path which is rather indistinct he sees a bright glare in which he has the center of the stage. The bright glare is the future, and is supposed to mean success. The boy doesn't waste any time thinking about the long path that lies between him and that bright spot. When he does think of it he figures that he will get over it with some kind of a running-broad jump, some brilliant turn, some great idea that has never been sprung before. He is making a mistake that will cause him a severe jolt when he wakes up. There are a few successful business men who have made a large unmistakable hit with a quick turn, but that number in proportion to the number who have become successful through hard work is small. While the man who believes in the brilliant-dash method is hanging around waiting for something to break from cover so that he may get after it the man who thinks that the more commonplace but less showy method of work is going to land him first place plugs by, raising not a great deal of dust but making a good deal of an impression on the right of way.

I heard a business man say of a young fellow one day: "I like So-and-So. He doesn't do a brilliant thing to-day and then loaf around to-morrow. He is the same every day—always working."

When he said that he paid that young man the highest compliment he could pay an employe and he voiced the sentiments of every good business man. To be on speaking acquaintance with work is a fine thing, but to walk up and slap it on the back and chum around with it and be its friend and old side pal is better by several miles!

Give me the young man who sets a mark for himself a good long way off and then gets down and tries to get there; not by catching a ride once in awhile when no one is looking, but by plodding right along and learning every bit of the ground. It may be a long road, but the goal is worth working for.

Of course, there are different degrees of work. Some people get there by working other people—a very easy method and a fair-looking proposition but rather dangerous after all. That variety of work slips so easily from a gentle touch to a hold-up that it is a very unsatisfactory method. Then there is work which is nothing but work, which is a pretty poor kind of work. Here is something strange: Work that is work is not work and it is the best kind of work.

To explain:

In discussing with a friend the other day the value of a certain man

to his employer my friend said: "He is there from early morning until evening;" for that reason my friend had an idea that the man was valuable. A man might work from 6 a. m. to 6 a. m. and then not work. It is the real hard work that counts, the high tension work. When a man works like that he doesn't feel that he is working. Pity the poor wretch that goes to work in the morning and struggles through the day with his optics on the clock and his auditory nerves strained to catch the first hiss of steam as the valve on the 6 o'clock whistle is opened. While he is working he is not working. He is doing the same thing the prisoner does when he maltreats stone with a hefty sledge to please a guard who amuses himself by carrying a gun—which is usually loaded—around with him. Pity that man; but be glad for the man who works at work that is work. He is learning something, and is having a circus while he is at it, too, for the man who loves his work and works hard and willingly at it is enjoying himself to the utmost and getting lots of good living out of life.

If a young man can not love his work he should get out of it. Better to be a happy section hand taking delight in slamming home rail spikes than an unhappy business man cutting coupons because he has to. If a young man doesn't like his work he should get out of it. Be a tramp, or a traveling salesman, or engage in some other precarious occupation—like writing or making arts and crafts junk—but love your work. If you don't love your work, young man, and have honestly tried to do so, get into something else. Give some one else your place and go somewhere and at something at which you can work, work, work and be glad of it.

Burton Allen.

For Clerks Who Yearn To Travel.

There are many young men in shoe stores all over the land who waste more or less time and energy in longing for an opportunity to sell shoes on the road. To all such we commend the study of the following words of wisdom:

If you want to go on the road because you think it is an easy life—then don't.

If you think you would like it just because it is "a change"—then don't.

If you are going into it "just to see a little of the world"—then don't.

If you are going to try it for any reason except that you think it is a desirable career and one in which you can distinguish yourself—then don't.

For selling goods on the road is a very serious business. There is something more to it than writing down fat orders in a morocco-bound book and sending in a big expense account at the end of the week.

Ask the next traveling man you see if this is not true. There is lots of the hardest kind of work in it: lots of irregular eating and sleeping; lots of disappointment, and more discouragement in a week than you could extract from a clerk's position in an entire year.

And just because there are obsta-

cles to be overcome it is a good career for the right man; the quitters soon get thinned out and try something else.

There is money in it—for the right man. And if you feel it in your bones that you could sell goods and have the grit to feel that way even after some human iceberg deliberately destroys your card before your eyes and walks away and leaves you when you strike him for an order may be you are the right man.

Mr. Smith's Little Mistake.

The next time Mrs. Smith needs anything she'll have to buy it herself. So Smith says and he vows he means it. That comes from Mrs. Smith saying she needed a pair of silver curling tongs and Smith remembering it when he wandered into a silversmith's and saw on the counter a tray of silver handled articles that opened like hair curlers.

"That's just what I want for my wife," remarked Smith as he chose a pair. "Send 'em home."

Mrs. Smith looked pleased but puzzled when Smith reached home, but she kissed Smith and he assumed an air of deserving it.

"They're lovely dear," said Mrs. Smith, exhibiting the present, "but I have glove stretchers already. Why did you buy them?"

"Glove stretchers!" shrieked Smith, and then he foolishly owned up to his mistake. Mrs. Smith has the other thing as well now.

Not a Bargain.

In a certain home which the stork recently visited there is a six-year-old son of inquiring mind. When he was first taken in to see the new arrival, he exclaimed:

"Oh, mamma, it hasn't any hair! Oh, mamma, it hasn't any teeth!"

Then clasping his hands in despair, he cried:

"Somebody has done us. It's an old baby!"

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

Gripsack Brigade.

Traverse City Herald: E. C. Compton, formerly proprietor of the Hotel Whiting, is now traveling representative for the Gehlet Coffee and Spice Co., of Detroit. Mr. Compton has the territory from Grand Rapids north, on both sides of the State. He will make good.

Henry H. Denison, for the past year office salesman for the Mercer & Fardon Lumber Co. and for four years previous to that time connected with the Fremont Lumber Co., Fremont, La., has accepted a similar position with the Wm. H. White Co., of Boyne City, and will remove to that place.

P. H. Carroll (Selz, Schwab & Co.) has returned from West Point, where he spent the holiday week with his son, Phillip H. Carroll, who is now in his second year at that institution. Mr. Carroll found his son enjoying life, although working very hard fitting himself for a cavalry officer. Mr. Carroll returned via New York, Rochester and Buffalo, visiting at Rochester the Rosenthals, who were formerly in business in this city.

The salesman of to-day is not a drummer. The proper party to whom the name belongs is the fellow who hangs around the hotels and depots and steers the incoming merchants in the direction of the house he represents. He drums trade for his firm. He is the direct descendant of the fellow who stands in front of the European shops and beats a drum, calling the attention of the passerby to the wares on sale inside the store. The same people who designate the traveling salesman as a drummer would not think of calling a reputable physician a quack or a good lawyer a pettifogger. From a Websterian standpoint, a drummer is the fellow who beats sound out of pigskin, stretched over hoops. The merchant who calls the salesman a drummer implies in his own words that he has a head of pigskin. Treat the reputable salesman aright and he will make a merchant out of you, if you are not already one. You can always learn from him at any rate.

To bring their representatives from all points of the compass, to entertain them royally for the greater part of a week, to banquet them, to have a course of lectures for them on topics of interest by specialists on various subjects, and to arrange for full and free discussions by the entire selling force, is what Sherer-Gillet Co., Chicago, considered to be a fitting way to close a prosperous year and to prepare for a new year. Representatives to the number of forty gathered at the Great Northern Hotel, where an entire floor had been reserved for their use. Three sessions daily were held, Wednesday, Thursday and Friday, the 27th, 28th and 29th. A trip through the Tunnel on Thursday morning, a visit to the theater in the evening, a group picture Friday afternoon and dinners at the Great Northern and Tip Top Inn, ending with a banquet at the Victoria Hotel, were some of the side features of the meeting. Resolutions and speeches at the banquet evidenced the good understanding between the salesmen and the heads of the house, and

it was unanimously voted to make the affair an annual one.

Reunion of Salesmen and Heads of Departments.

Detroit, Jan. 2.—The annual reunion of the salesmen and heads of the departments of the Michigan Shoe Co. was held in one of the private dining rooms of the Wayne Hotel at 6:30 o'clock, Friday, Dec. 29. The hotel men did everything possible to make the affair a success, so far as it was in their power to do so. The table arrangement and decorations were very unique. They also printed a souvenir menu card consisting of two leather soles, tied together, with a list of the diners on one side and the menu printed on the other, also imprints of Skreemer and Walkabout shoes on the back. The following is a list of all who attended:

Wm. G. Stoepel.
Charles E. Locke.
Edward P. Snyder.
John M. Daron.
Arthur S. Cowing.
Clyde W. Booth.
R. A. McDougall.
G. A. Butler.
Harry O. Cowing.
William T. Bailey.
Edward T. Tripler.
Clarence E. Chandler.
Jerry C. Coleman.
John C. Bauer.
George Bauer.
Moses Lepstiz.
Henry Fehlig.
James Caughlin.
Frank Baroth.

A general review of the work of the road was given and suggestions made for the new year. A good gain was made in 1905. There is a fine outlook for the coming month.

Short talks were indulged in by Mr. Stoepel, Mr. Locke, Mr. Snyder and by Mr. Arthur S. Cowing, who has been with the concern since it was started, and by Mr. Daron, who is the next oldest salesman, also by Mr. Tripler and Mr. Bailey. Stories were told and some songs sung and an exceptionally pleasant evening was enjoyed by all, and with the hearty wish that such a gathering could be indulged in every year.

Heads the List of Twenty Salesmen.

Detroit, Jan. 2.—Edwin S. Randolph is back in his office at 24 Kanter building, with a smile on his face.

There is nothing unusual in the smile. Mr. Randolph has the smile habit.

But, if anything, it has broadened just a little since his last visit in the city. It is all because a letter has reached him from his firm, telling him that he heads the list of twenty salesmen by the record which he made on his last trip selling spring goods.

Mr. Randolph was born in this city about forty years ago and as a boy learned the clothing business in the employ of a local retail firm. In 1882 he went into the clothing business for himself at Flint. In 1894 he went "on the road" for McIlwaine, Knight & Co., of New York, and has since remained in the employ of that firm, acting as Western representative.

Failure of J. L. Wiesman at East Jordan.

J. L. Wiesman, who has been engaged in general trade at East Jordan for several years, has made an assignment to Geo. G. Glenn, Cashier of the State Bank of East Jordan. The assets are estimated at \$4,290. The liabilities aggregate \$19,604, distributed among forty-seven creditors in the following amounts:

Burnham, Stoepel & Co., Detroit	\$5,026.85
Detroit Neckwear Co., Detroit	85.50
Crowley Bros. Co., Detroit	225.90
Hamburger & Silberman, Detroit	513.00
Goodyear Rubber Store, Detroit	19.00
Beecher, Peck & Lewis, Detroit	525.00
Keith Bros. & Co., Chicago	344.03
Selz, Schwab & Co., Chicago	992.96
Daube, Kohn & Co., Chicago	277.50
J. V. Farwell & Co., Chicago	172.46
Chicago Rubber Clothing Co., Chi.	70.00
Western Pants Co., Chicago	128.55
P. B. Palmer & Co., Chicago	453.00
Hartman Trunk Co., Chicago	17.80
T. Buettner & Co., Chicago	3.82
P. Becker & Co., Chicago	80.28
Morris, Mann & Reiley, Chicago	165.50
Guthmann, Carpenter & Telling,	110.85
S. Duchess & Co., Chicago	65.80
Uhlmann & Co., Chicago	34.80
LaCroze Knitting Works, Wis.	207.50
Samuel Kaplan & Bros., N. Y.	500.00
Lubell & Sandusky, New York	209.02
J. Mendelson & Bros., N. Y.	293.00
Helly & Co., New York	65.63
Geo. Reeder & Co., Grand Rapids	140.66
Ideal Clothing Co., Grand Rapids	261.51
L. Leonard & Sons, Grand Rapids	44.48
Novelty Skt & Suit Co., Cleveland	314.15
J. M. Rugelhaupt Cleveland	395.67
Euclid Mfg. Co., Cleveland	139.00
Goldsmith Bros., Cleveland	94.49
M. Wile & Co., Buffalo, N. Y.	445.00
J. C. Ruth, Aurora, Ill.	83.00
Annex Shoe Co., Columbus, Ohio	100.20
Novelty Leather Works, Jackson	73.00
The Better Skirt Co., Kalamazoo	70.75
Mishawaka Woolen Mfg. Co., Ind.	313.80
J. H. Rice & Friedmann Co., Ill.	252.63
Michigan Knitting Co., Lansing	155.75
East Liverpool China Co., Ohio	162.93
Sidwell-DeWindt Shoe Co., Chi.	107.25
Christensen Glove Wks, Greenville	56.50
Burnett Knitting Co., Owosso	112.50
J. Wiesman, Farwell	3,950.00
J. Silberstein, Boyne City	725.00
Joe Wiesman, East Jordan	1,619.37

Death of a Three Rivers Commercial Traveler.

Three Rivers, Jan. 2.—Through the columns of your valuable journal I wish to announce the death of one of our brother traveling men, Asa Hartman, of this city, late Michigan representative for the Clapp Clothing Co., of Grand Rapids. While enjoying his holiday vacation at home, he contracted a cold, resulting in inflammation of the bowels and kidneys. After only a few days' illness, his death came very suddenly on Dec. 27. The funeral services were held on New Year's day at the Presbyterian church, where the body lay in state from 9 to 11 o'clock. The casket was covered with flowers, showing the love and sympathy of friends. He leaves a wife and little daughter to mourn his loss. The pallbearers were selected from members of the Three Rivers Traveling Men's Association, and the remains were escorted to the cemetery by Three Rivers Lodge, No. 43, Knights of Pythias.

O. G. Bond,
Sec'y Three Rivers Traveling Men's Association.

Tribute of Love and Esteem.

The traveling men of the Worden Grocer Co. presented W. F. Blake, the retiring Treasurer, with a heavy gold signet ring, marked with his monogram and set in diamonds, as a token of the good fellowship which has always existed between Mr. Blake and his former companions on the road.

The traveling men evidently had in mind Mr. Blake's penchant for the fair sex, because they caused to be

chased on the ring they presented him two female figures.

The boys in the warehouse presented Mr. Blake with an Old English oak smoking set, richly encrusted with silver, the presentation speech being made by Louis Hansen, the shipping clerk. The presentation was so unexpected that it took Mr. Blake's breath away for a moment, but he managed to rally and made a very handsome acknowledgment of the beautiful token.

Religious Work Among Travelers.

Chas. Palmer, National Field Superintendent of the Gideons, will be in the city from Feb. 13 to 18 and will call on the members of the jobbing trade, with a view to interesting them in Gideon work.

He will speak every evening, either at the Market Street Mission or at some of the churches. It is hoped that as many of the city pastors as possible will preach sermons to the commercial travelers on the evening of Feb. 11, with a view of paving the way for the work of the visitor. Mr. Palmer, who was once a gambler, was converted at the Pacific Garden Mission in Chicago about the same time Mel Trotter was converted, and he was undertaken to do for the traveling men what Trotter has done for the waifs and outcasts of Grand Rapids and of other cities in which he has exerted himself. The results of his work are so manifest that he is frequently requested to return for a second or third time.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, Jan. 3.—Creamery, 22@26c; dairy, fresh, 18@21c; poor, 15@17c; roll, 16@19c.

Eggs — Fresh, candled, 26@28c; storage, 20@21c.

Live Poultry—Fowls, 12@12½c; chickens, 12@13c; ducks, 14@15c; geese, 13@14c.

Dressed Poultry—Chickens, 13@15c; fowls, 12½@13½c; turkeys, 20@22c; ducks, 16c; geese, 12@13c.

Beans—Hand picked marrows, new, \$2.95@3; mediums, \$2.15; pea, \$1.75@1.80; red kidney, \$2.40@2.65; white kidney, \$3@3.15.

Potatoes—55@70c per bushel.

Rea & Witzig.

Back To the Old Home.

A boy left his father's farm in New Jersey and went to New York to seek his fortune. None of his family seemed to doubt in the least that his fortune would meet him at the ferry with a brass band. But six months passed without a word from the adventurous youth. At last, one cold winter afternoon his father received this note scribbled with a pencil on an old piece of paper:

"Dear Pa—Meet me under the old bridge to-morrow night, after dark. Bring with you a blanket or a suit of clothes. I have a hat."

Harry C. McCall, for the past five years employed as house salesman and substitute salesman by the Muselman Grocer Co., has been selected to take the position of traveling representative to succeed W. O. Ephlin, who has engaged to travel for the Lemon & Wheeler Company.

DRUGS

Michigan Board of Pharmacy.
President—Harry Heim, Saginaw.
Secretary—Arthur H. Webber, Cadillac.
Treasurer—Sid. A. Erwin, Battle Creek.
J. D. Muir, Grand Rapids.
W. E. Collins, Owosso.
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. Seitzer, Detroit; S. A. Erwin, Battle Creek.
Trades Interest Committee—H. G. Colman, Kalamazoo; Charles F. Mann, Detroit; W. A. Hall, Detroit.

Black Cats and Black Hens Are Synergists.

"Yes," said the doctor, settling himself in my best chair and lighting his pipe, "I am tired. I have just returned from a ten-mile ride into the woods over west of here. By the way, have you any black hens in stock?" "Black hens," said I, "who ever heard of such a thing?" "Well," said the doctor, "that is the latest remedy for the shingles. As I was passing a log cabin to-day an old woman with an old red bandana handkerchief around her head and a black clay pipe in her mouth hailed me with: 'Hey, Doc, come in here a minute; I want you to see my gal.' I tied my horse to a sapling and went in. On a rickety home-made bed in one corner lay the 'gal.' 'She's got ther shingles, Doc,' volunteered the old woman. 'Have you done anything for her?' I asked. 'Well, no, Doc, I hain't yit. You see, we hain't got no black hen, an' I can't git out ter none of ther neighbors ter git ary'n.' 'Hen,' I said, 'why, cook her one of these nice young chickens,' indicating a number of youngsters of the proper frying age that were stalking around the room eyeing me and plainly showing that they would have said, could they have used the old woman's dialect: 'Who writ fer ye, anyhow?' 'Cook nothin'," and she gave me a withering glance, full of pity for my ignorance, "why, don't you know that a black hen will cure ther shingles?" I confessed my ignorance and asked her how it could be done, in the meantime dosing out some simple remedy to leave for the girl. "Ye jest take the hen alive an' cut her open an' lay the fresh bleedin' cut right on the hide of the person what has the shingles an' it jest naterally cures 'em, that's all," and she puffed away at her pipe as if the matter were settled. Just then I saw an old black cat dozing on a bench by the door, and it put some devilment into my head. I told her that, although I had never heard of the hen cure, I did know of a sure cure that was similar to it. She wanted to know what it was, and I told her to take a black cat, split the end of its tail for a few inches and use that

while the cat was alive. After showing her how to use the remedy I had prepared, I mounted my horse and rode off."

"Down under the hill, a short distance from the cabin, a fine spring, clear and cold, gushes out of the rocks and it looked so enticing that I stopped. After getting a drink, I sat on the mossy rocks in the deep shade to cool before I started on. All at once I heard one of the most unearthly yells that ever came from the throat of a domestic cat. I jumped up just in time to catch a glimpse of the old woman holding the black cat with its feet all wrapped up to keep it from scratching, and about four inches of the end of its tail split open, hurrying from the wood pile to the house," and I joined the doctor in his laugh at the memory of the scene. "The old woman had taken my joke seriously, and if her 'gal' happens to get well right away, the tail of a black cat will be added to the list of her superstitions."

I had a customer just at this point and, before I had finished waiting on him, some one called "Doc." and I did not get to hear any more of his tales. But I want to get him started again some of these days on the superstitions of the country in regard to methods of "doctorin'," for I am sure he can tell me lots of them.—Harry N. Force in Meyer Brothers Druggist.

The Drug Market.

Opium—Is steady.
Morphine—Is unchanged.
Quinine—Is weak.
Acetanilid—Has been advanced on account of increased cost in raw material.
Bayberry Wax—Is in very small supply and higher.
Haarlem Oil—Continues high on account of scarcity.
Iodine and Preparations—Have declined about \$1 per pound on account of higher price for crude material.
Juniper Berries—Are very firm and still tending higher.
Gum Camphor—Another advance of 3c is noted, and as crude is very scarce it is thought another advance is likely.
Short Buchu Leaves—Are very firm and tending higher.
Sunflower Seed—Is scarce and has advanced.
Linseed Oil—Has advanced on account of higher price for seed.
White Lead in Oil—Has advanced and is tending higher on account of the advance in pig lead.
Blue Vitriol—Has again advanced 1/4c per pound and is tending higher on account of higher price for crude copper.

It Was Buchu.

A candidate before a Board of Pharmacy had a drug for identification but, for the life of him, could not think whether it was buchu or senna. Strategy came to his rescue. Stepping up to one of the Board, he said: "I believe senna is mixed with the specimen I am examining." The Board member answered, "No," and the candidate at once knew that he had buchu.

Encourage the Use of Your Telephone.

Many pharmacists seem to forget or ignore the fact that their telephone business is a source of considerable profit and is worth cultivating instead of discouraging. Every druggist should make arrangements, whenever possible, with his telephone company to equip the store with a sound proof booth. There are many occasions when it is highly undesirable that customers should overhear telephoned messages, and then again, the pay customers of the telephone appreciate the privacy and freedom from outside noises.

Druggists should hang neat signs inside the booth calling attention to their seasonable specialties. While waiting for connection, the eye is sure to see the signs and thoroughly study any advertisement, as the mind is not distracted by any outside influence for the moment.

In some cases the profit on telephone tolls will be found to equal that on many of the proprietaries so freely sold by the druggist at close figures. This is a point that seems to have been overlooked by many. Another good feature is, that a large proportion of the telephone business is done without any trouble to the druggist at all, as most people come in and simply ask leave to use the instrument, and when through usually give the correct change. Again, the phone attracts many persons to the store and advertises it, so if the proprietor is pleasant and treats them with courtesy, they are apt to buy a cigar, soda water or some article before leaving; and if residents of the neighborhood probably become permanent customers.

Its great convenience for emergency calls for the physician or patient must also be considered.

Shorter Hours for Druggists.

An exchange says that "gradually the early closing movement is gaining headway in some parts of the country." This is true and has been the case for a generation or more past. The trouble is, that, while it is gaining headway in one place, it is losing ground in another, so that the general condition reminds us of the school boy's definition of parallel lines, when he said, "Parallel lines are always coming together, but never meet." The movement in favor of early closing and Sunday closing seems to just about maintain itself, when the country as a whole is considered.

Not as Dangerous as Suspected.

Gradually it is being determined that calcium carbide is not particularly dangerous and simply needs to be protected from moisture and properly labeled. At one time warehouses looked upon calcium carbide with all of the suspicion that the new boy in the drug store regards the shelf bottle labeled "chloroform."

Distinguishable by the Touch.

Such should be the bottles containing prescriptions for external use, especially when the mixtures are poison. The English medical press is advocating the adoption of bottles

of distinctive form for use in dispensing poisons and preparations for external use. This reminds us that one of the states was about to enact a law requiring the use of a bottle of a certain special type when some one discovered that the bottle was copyrighted, and the manufacturer would have a monopoly in the sales of the bottles. It is needless to say that the bill failed to pass the Legislature.

Prescribing When Drunk.

Section 365 of Chapter 169 of the Laws of Indiana of 1905, an act concerning public offenses, provides that whoever, while in a state of intoxication, prescribes or administers any poison, drug or medicine to another, which endangers the life of such other person, shall, on conviction, be fined not less than \$10, nor more than \$100, and be imprisoned in the county jail not less than ten days nor more than three months.

Knew the Menu.

A little boy asked an old captain if he ever had any adventures with cannibals. The captain replied: "Lor' bless yer yes. I've just escaped being everything on the bill o' fare, from oysters to ice cream."

Wait and see our

Hammock Line

before placing orders

Grand Rapids Stationery Co.
29 N. Ionia St., Grand Rapids, Mich.

It Will Pay You to Wait VALENTINES

(Send for catalog)

Fishing Tackle, Base Ball Supplies
Fireworks and Flags

Complete lines at right prices.
The boys will call with a full line of samples.

FRED BRUNDAGE, Wholesale Druggist
Stationery and School Supplies
32-34 Western Ave. Muskegon, Mich.



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

Advanced—
Declined—

Drugs

**Hazeltine & Perkins
Drug Co.
Grand Rapids, Mich.**

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

Index to Markets

By Columns

A	
Axle Grease	1
B	
Bath Brick	1
Brooms	1
Brushes	1
Butter Color	1
C	
Confections	11
Candles	1
Canned Goods	1
Carbon Oils	1
Catsup	1
Cheese	1
Chewing Gum	1
Chicory	1
Chocolate	1
Clothes Lines	1
Cocoa	1
Cocoonut	1
Cocoa Shells	1
Coffee	1
Crackers	1
D	
Dried Fruits	4
F	
Farinaceous Goods	4
Fish and Oysters	10
Fishing Tackle	4
Flavoring Extracts	5
Fly Paper	1
Fresh Meats	5
Fruits	11
G	
Gelatine	5
Grain Bags	5
Grains and Flour	5
H	
Herbs	5
Hides and Pelts	10
I	
Indigo	5
J	
Jelly	5
L	
Licorice	5
Lye	5
M	
Meat Extracts	5
Molasses	5
Mustards	5
N	
Nuts	11
O	
Olive	5
P	
Pipes	1
Pickles	1
Playing Cards	1
Potash	1
Provisions	1
R	
Rice	5
S	
Salad Dressing	7
Saleratus	7
Salt Soda	7
Salt	7
Salt Fish	7
Seeds	7
Shoe Making	7
Snuff	7
Soused, 1 lb.	7
Soused, 2 lb.	7
Soda	7
Spices	7
Starch	7
Sugar	7
Syrups	7
T	
Tea	7
Tobacco	7
Twine	7
V	
Vinegar	9
W	
Washing Powder	9
Wicking	9
Woodenware	9
Wrapping Paper	10
Y	
Yeast Cake	10

1

AXLE GREASE

Fraser's

1 lb. wood boxes, 4 dz. 3 00

1 lb. tin boxes, 3 doz. 2 35

3 1/2 lb. tin boxes, 2 dz. 4 25

10 lb. pails, per doz. 6 00

15 lb. pails, per doz. 7 20

25 lb. pails, per doz. 12 00

BAKED BEANS

Columbia Brand

1 lb. can, per doz. 90

2 lb. can, per doz. 1 40

3 lb. can, per doz. 1 80

BATH BRICK

American

English 75

BROOMS

No. 1 Carpet 2 75

No. 2 Carpet 2 35

No. 3 Carpet 2 15

No. 4 Carpet 1 75

Parlor Gem 2 40

Common Whisk 85

Fancy Whisk 1 20

Warehouse 3 00

BRUSHES

Scrub

Solid Back 8 in. 75

Solid back, 11 in. 95

Pointed ends. 85

STOVE

No. 3 75

No. 2 1 10

No. 1 1 75

SHOE

No. 8 1 00

No. 7 1 30

No. 6 1 70

No. 5 1 90

BUTTER COLOR

W. R. & Co.'s, 15c size 1 25

W. R. & Co.'s, 25c size 2 00

CANDLES

Electric Light, 8s. 9 1/2

Electric Light, 16s. 10

Paraffine, 6s. 9

Paraffine, 12s. 9 1/2

Wicking 20

CANNED GOODS

Apples

3 lb. Standards. 1 00

Blackberries

Standards 3 00

Gals. Standards. 3 00

Beans

Baked 80@1 30

Red Kidney 85@95

String 70@1 15

Wax 75@1 25

Blueberries

Standard @1 40

Brook Trout

Gallon @5 75

2 lb. cans, spiced 1 90

Clams

Little Neck, 1 lb. 1 00@1 25

Little Neck, 2 lb. @1 50

Clam Bouillon

Burnham's 1/2 pt. 1 90

Burnham's pts. 3 60

Burnham's qts. 7 20

Cherries

Red Standards. 1 30@1 50

White 1 50

Corn

Fair 60@75

Good 85@90

Fancy 1 25

2

Plums

Pineapple

Grated 1 25@2 75

Sliced 1 35@2 55

Pumpkin

Fair 70

Good 80

Fancy 1 00

Gallon @2 00

Raspberries

Standard @

Russian Caviar

1/2 lb. cans 3 75

Dunham's 1/4s 7 00

Dunham's 1/2s 7 00

Dunham's 3/4s 12 00

Salmon

Col'a River, talls @1 80

Col'a River, flats. 1 85@1 90

Red Alaska 1 35@1 45

Pink Alaska @95

Sardines

Domestic, 1/4s @3 3/4

Domestic, 1/2s 5

Domestic, Must'd 5 1/2 @9

California, 1/4s @14

California, 1/2s @17

French, 1/4s @7

French, 1/2s @18

Shrimps

Standard 1 20@1 40

Succotash

Fair 85

Good 1 00

Fancy 1 25@1 40

Strawberries

Standard 1 10

Fancy 1 40

Tomatoes

Fair @1 10

Good @1 20

Fancy 1 40@1 45

Gallons @3 50

CARBON OILS

Barrels

Perfection @10 1/4

Water White @9 1/2

D. S. Gasoline @12

Deodor'd Nap'a @12

Cylinder @34 1/2

Engine 16 @32

Black, winter @10 1/4

CEREALS

Breakfast Foods

Bordeau Flakes, 36 1 lb. 2 50

Cream of Wheat, 36 2 lb. 4 50

Crescent Flakes, 36 1 lb. 2 50

Egg-O-Se, 36 pkgs. 2 85

Excello Flakes, 36 1 lb. 2 75

Excello, large pkgs. 4 50

Force, 36 2 lb. 4 50

Grape Nuts, 2 doz. 2 70

Malta Ceres, 24 1 lb. 2 40

Malta Vita, 36 1 lb. 2 75

Mapl-Flake, 36 1 lb. 4 05

Pillsbury's Vitos, 3 doz 4 25

Ralston, 36 2 lb. 4 50

Sunlight Flakes, 36 1 lb. 2 85

Sunlight Flakes, 20 lge 4 00

Vigor, 36 pkgs. 2 75

Zest, 20 2 lb. 4 10

Zest, 36 small pkgs. 4 50

Rolled Oats

Rolled Avena, bbl. 5 40

Steel Cut, 100 lb. sacks 2 75

Monarch, bbl. 5 15

Monarch, 100 lb sack 2 45

Quaker, cases 3 10

Cracked Wheat

Bulk 3 1/4

24 2 lb. packages 2 50

CATSUP

Columbia, 25 pts. 4 50

Columbia, 25 1/2 pts. 2 60

Snider's quarts 3 25

Snider's pints 2 25

Snider's 1/2 pints 1 30

CHEESE

Acme @14

Carson City @14

Peerless @14 1/2

Elsie @14 1/2

Emblem @15

Gem @14 1/2

Jersey @14 1/2

Ideal @14

Riverside @14 1/2

Warner's @14 1/2

Brick @15

Edam @90

Leiden @15

Limburger 14 1/2

Pineapple @40

Sap Sago @19

Swiss, domestic @14 1/2

Swiss, imported @20

CHEWING GUM

American Flag Spruce 50

Beeman's Pepsin 55

3

Best Pepsin 45
Best Pepsin, 5 boxes. 2 00
Black Jack 50
Largest Gum Made. 55
Sen Sen 50
Sen Sen Breath Perf. 95
Sugar Loaf 50
Yucatan 50

CHICORY

Bulk 5
Red 7
Eagle 4
Franck's 7
Schenner's 6

CHOCOLATE

Walter Baker & Co.'s 22
German Sweet 28
Premium 41
Vanilla 35
Caracas 28
Eagle 28

COCOA

Baker's 35
Cleveland 41
Colonial, 1/4s 35
Colonial, 1/2s 35
Epps 42
Huyler 45
Van Houten, 1/4s 12
Van Houten, 1/2s 20
Van Houten, 3/4s 40
Van Houten, 1s 72
Webb 28
Wilbur, 1/4s 41
Wilbur, 1/2s 42

COCOANUT

Dunham's 1/4s 26
Dunham's 1/2s & 3/4s 26 1/2
Dunham's 3/4s 27
Dunham's 1s 28
Bulk 13

COCOA SHELLS

20 lb. bags 2 1/2
Less quantity 3
Pound packages 4

COFFEE

Rio 13
Common 13
Fair 14
Choice 16 1/2
Fancy 20

Santos

Common 13
Fair 14 1/2
Choice 16 1/2
Fancy 19
Peaberry 19

Maracaibo

Fair 15
Choice 18

Mexican

Choice 16 1/2
Fancy 19
Guatemala 15

Java

African 12
Fancy African 17
O. G. 25
P. G. 31

Mocha

Arabian 21
Package 21

New York Basis

Arbuckle 14 50
Dilworth 14 00
Jersey 14 50
Lion 14 50

McLaughlin's XXXX

McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.

Extract

Holland, 1/2 gro boxes. 95
Felix, 1/2 gross 15
Hummel's foil, 1/2 gro. 85
Hummel's tin, 1/2 gro. 1 43

CRACKERS

National Biscuit Company 6
Butter 6
Seymour, Round 6
New York, Square 6
Family 6
Salted, Hexagon 6

Soda

N. B. C. Soda 6
Select Soda 8
Saragata Flakes 13
Zephyrettes 13

Oyster

N. B. C. Round 6
N. B. C. Square, Salted 6
Faust, Shell 7 1/2

Sweet Goods

Animals 10
Atlantic, Assorted 10
Bagley Gems 9
Belle Isle Picnic 11
Brittle 11
Cartwheels, S & M. 8
Currant Fruit 10
Crackles 16
Coffee Cake, N. B. C. 10
plain or iced. 10
Cocoonut Taffy 10
Cocoa Bar 10
Chocolate Drops 17
Cocoa Drops 12
Cocoonut Macaroons 18
Dixie Cookie 9
Fruit Honey Squares 12 1/2
Frosted Cream 8
Fluted Cocoonut 11
Fig Sticks 12
Ginger Gems 8
Graham Crackers 8
Ginger Snaps, N. B. C. 7 1/2
Hazelnut 11
Honey Cake, N. B. C. 12
Honey Fingers As. Ice. 12
Honey Jumbles 12
Household Cookies, As. 8
Iced Honey Crumpets 10
Imperial 8

4

Jersey Lunch 8
Jamaica Gingers 10
Kream Klips 20
Lady Fingers 12
Lem Yen 11
Lemonade 11
Lemon Gems 10
Lemon Biscuit Sq. 8
Lemon Wafer 8
Lemon Cookie 11
Malaga 11
Mary Ann 8

6

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 50
Liebig's, Chicago, 4 oz.	5 75
Liebig's Imported, 2 oz.	4 55
Liebig's Imported, 4 oz.	8 60
MOLASSES	
New Orleans	
Fancy Open Kettle	40
Choice	35
Fair	26
Good	22
Half barrels 2c extra.	
MINCE MEAT	
Columbia, per case.	2 75
MUSTARD	
Horse Radish, 1 dz	1 75
Horse Radish, 2 dz	3 50
OLIVES	
Bulk, 1 gal. kegs.	1 25
Bulk, 2 gal. kegs.	1 20
Bulk, 5 gal. kegs.	1 15
Manzanilla, 8 oz.	90
Queen, pints	2 35
Queen, 19 oz.	4 50
Queen, 28 oz.	7 00
Stuffed, 5 oz.	90
Stuffed, 8 oz.	1 45
Stuffed, 10 oz.	2 30
PIPES	
Clay, No. 216	1 70
Clay, T. D. full count	65
Cob, No. 3	85
PICKLES	
Medium	
Barrels, 1,200 count.	4 75
Half bbls., 600 count.	2 88
Small	
Barrels, 2,400 count.	7 00
Half bbls., 1,200 count	4 00
PLAYING CARDS	
No. 90 Steamboat	85
No. 15, Rival, assorted.	1 20
No. 20, Rover enameled.	1 60
No. 572, Special.	1 75
No. 98 Golf, satin finish.	2 00
No. 808 Bicycle.	2 00
No. 632 Tourist whist.	2 25
POTASH	
48 cans in case	
Babbitt's	4 00
Penna Salt Co's.	3 00
PROVISIONS	
Barreled Pork	
Mess	
Fat Black	15 50
Short Cut	14 25
Bean	12 50
Pig	20 00
Brisket, clear	15 00
Clear Family	13 50
Dry Salt Meats	
S P Bellies	10 1/2
Bellies	10 1/2
Extra Shorts	8 1/2
Smoked Meats	
Hams, 12 lb. average.	10 1/2
Hams, 14 lb. average.	10 1/2
Hams, 16 lb. average.	10 1/2
Hams, 18 lb. average.	10 1/2
Skinned Hams	10 1/2
Ham, dried beef sets.	13
Shoulders, (N. Y. cut)	12
Bacon, clear	12
California Hams	7 1/2
Picnic Boiled Ham	12 1/2
Boiled Ham	15 1/2 @ 16
Berlin Ham, pressed.	8
Mince Ham	9
Lard	
Compound	6
Pure	8 1/2
80 lb. tugs.	advance 1/4
60 lb. tubs.	advance 1/4
50 lb. tins.	advance 1/4
20 lb. pails.	advance 3/4
10 lb. pails.	advance 3/4
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
1/4 bbls., 40 lbs.	1 85
1/4 bbls.	1 75
1 bbl.	7 75
Tripe	
Kits, 15 lbs.	70
1/4 bbls., 40 lbs.	1 50
1/4 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

7

Canned Meats	
Corned beef, 2	2 50
Corned beef, 14	17 50
Roast beef	2 00 @ 2 50
Potted ham, 1/4s	85
Potted ham, 1/2s	85
Deviled ham, 1/4s	45
Deviled ham, 1/2s	85
Potted tongue, 1/4s	45
Potted tongue, 1/2s	85
RICE	
Screenings	@ 3 1/2
Fair Japan	@ 5
Choice Japan	@ 5 1/2
Imported Japan	@
Fair La. hd.	@ 6
Choice La. hd.	@ 6 1/2
Fancy La. hd.	6 1/2 @ 7
Carolina, ex. fancy	6 @ 7 1/2
SALAD DRESSING	
Columbia, 1/2 pint.	2 25
Columbia, 1 pint.	4 00
Durkee's, large, 1 doz.	4 50
Durkee's Small, 2 doz.	5 25
Snider's, large, 1 doz.	2 35
Snider's small, 2 doz.	1 35
SALERATUS	
Packed 60 lbs. in box.	
Arm and Hammer	3 15
Deland's	3 00
Dwight's Cow	3 15
Emblem	2 10
L. P.	3 00
Wyandotte, 100 1/2s	3 00
SAL SODA	
Granulated, bbls	85
Granulated, 100lb cases	80
Lump, bbls	90
Lump, 145lb kegs	95
SALT	
Common Grades	
100 3 lb. sacks	2 10
60 5 lb. sacks	2 00
28 10 1/2 lb. sacks	1 90
56 lb. sacks	30
28 lb sacks	15
Waraw	
56 lb. dairy in drill bags	40
28 lb. dairy in drill bags	20
Solar Rock	
56lb. sacks	20
Common	
Granulated, fine	80
Medium fine	85
SALT FISH	
Cod	
Large whole	@ 7
Small whole	@ 6 1/2
Strips or bricks	7 1/2 @ 10
Pollock	@ 3 1/2
Herring	
Chunks	13 1/2
Holland	
White Hoop, bbls	11 50
White Hoop, 1/2 bbls	6 00
White Hoop, keg	@ 75
White Hoop mchs	@ 80
Norwegian	
Round, 100lbs	3 75
Round, 40lbs	1 75
Scaled	14
Trout	
No. 1, 100lbs	7 50
No. 1, 40lbs	3 25
No. 1, 10lbs	90
No. 1, 8lbs	75
Mackerel	
Mess, 100lbs.	13 50
Mess, 40 lbs.	5 90
Mess, 10lbs	1 65
Mess, 8 lbs.	1 40
No. 1, 100 lbs.	12 50
No. 1, 4 lbs.	5 50
No. 1, 10lbs.	1 65
No. 1, 8 lbs	1 25
Whitefish	
No. 1 No. 2 Fam	
100lb.	9 50 1 35
50lb.	5 00 1 35
10lb.	1 10 52
8lb.	90 44
SEEDS	
Anise	15
Canary, Smyrna	6
Caraway	8
Cardamom, Malabar	1 00
Celery	15
Hemp, Russian	5
Mixed Bird	4
Mustard, white	8
Poppy	8
Rape	4 1/2
Cattle Bone	25
SHOE BLACKING	
Handy Box, large, 3 dz.	2 50
Handy Box, small.	1 25
Bixby's Royal Polish	85
Miller's Crown Polish	85
SNUFF	
Scotch, in bladders	37
Maccaboy, in jars.	35
French Rapple in jars.	43
SOAP	
Central City Soap Co.	
Jaxon	2 85
Boro Naphtha	3 85
J. S. Kirk & Co.	
American Family	4 05
Dusky Diamond, 50 Soz	2 80
Dusky D'nd, 100 6oz.	3 80
Jap Rose, 50 bars.	3 75
Savon Imperial	3 10
White Russian	3 10
Dome, oval bars	2 85
Satinet, oval	2 15
Snowberry, 100 cakes.	4 00
LAUTZ BROS. & CO.	
Acme soap, 100 cakes.	2 85
Naphtha, 100 cakes.	4 00
Big Master, 100 bars.	4 00
Marselles White soap.	4 00
Snow Boy Wash Pwr.	4 00

8

Proctor & Gamble Co.	
Lenox	2 85
Ivory, 6 oz.	4 00
Ivory, 10 oz.	6 75
Ivory, 1/2 oz.	1 10
A. B. Wrisley	
Good Cheer	4 00
Old Country	3 40
Soap Powders	
Central City Soap Co.	
Jaxon, 15 oz.	2 40
Gold Dust, 24 large	
Gold Dust, 100-5c	4 00
Kirkoline, 24 1lb.	3 80
Pearline	3 75
Soapine	4 10
Babbitt's 1776	3 75
Roseine	3 50
Armour's	3 70
Wisdom	3 80
Soap Compounds	
Johnson's Fine	5 10
Johnson's XXX	4 25
Nine O'clock	3 35
Rub-No-More	3 75
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.	28
Cassia, Saigon, broken.	28
Cassia, Saigon, in rolls.	55
Cloves, Amboyana	22
Cloves, Zanzibar	15
Mace	55
Nutmegs, 75-80	45
Nutmegs, 105-110	35
Nutmegs, 115-120	30
Pepper, Singapore, blk.	15
Pepper, Singp. white	25
Pepper, shot	17
Pure Ground in Bulk	
Allspice	16
Cassia, Batavia	28
Cassia, Saigon	48
Cloves, Zanzibar	18
Ginger, Cochian	15
Ginger, Jamaica	18
Mace	65
Mustard	18
Pepper, Singapore, blk.	17
Pepper, Singp. white	28
Pepper, Cayenne	20
Sage	20
STARCH	
Common Gloss	
1lb packages	4 @ 5
3lb packages	4 1/2
6lb packages	5 1/2
40 and 50lb. boxes	2 1/2 @ 2 1/2
Barrels	@ 2 1/2
Common Corn	
20lb packages	5
40lb packages	4 1/2 @ 5
SYRUPS	
Corn	
Half Barrels	23
20lb cans 1/2 dz in case	1 70
10lb cans 1/2 dz in case	1 65
5lb cans 1/2 dz in case	1 75
2 1/2lb cans 2 dz in case	1 80
Pure Cane	
Fair	16
Good	20
Choice	25
TEA	
Japan	
Sundried, medium	24
Sundried, choice	32
Sundried, fancy	36
Regular, medium	24
Regular, choice	32
Regular, fancy	36
Basket-fired, medium	31
Basket-fired, choice	38
Basket-fired, fancy	43
Nibs	22 @ 24
Sittings	9 @ 11
Fannings	12 @ 14
Gunpowder	
Moyune, medium	30
Moyune, choice	32
Moyune, fancy	40
Pingsuey, medium	30
Pingsuey, choice	30
Pingsuey, fancy	40
Young Hyson	
Choice	30
Fancy	36
Oolong	
Formosa, fancy	42
Amoy, medium	35
Amoy, choice	32
English Breakfast	
Medium	20
Choice	30
Fancy	40
India	
Ceylon choice	32
Fancy	42
TOBACCO	
Fine Cut	
Cadillac	54
Sweet Loma	54
Hiawatha, 5lb pails.	55
Hiawatha, 10lb pails.	58

9

Telegram		76
Pay Car	.....	33
Prairie Rose	.....	49
Protection	.....	49
Sweet Burley	.....	44
Tiger	.....	40
Plug		
Red Cross	.....	31
Palo	.....	35
Hiawatha	.....	41
Kylo	.....	35
Battle Ax	.....	37
American Eagle	.....	33
Standard Navy	.....	37
Spear Head, 7 oz.	.....	47
Spear Head, 14 1/2 oz.	.....	44
Nobby Twist	.....	55
Jolly Tar	.....	39
Old Honesty	.....	43
Toddy	.....	34
J. T.	.....	38
Piper Heidsieck	.....	66
Boat 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	.....	26
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	.....	43
Myrtle Navy	.....	44
Yum Yum, 1 1/2 oz.	.....	39
Yum Yum, 1lb. pails	.....	40
Cream	.....	38
Corn Cake, 2 1/2 oz.	.....	25
Corn Cake, 1lb.	.....	22
Flow Boy, 1 1/2 oz.	.....	39
Flow Boy, 3 1/2 oz.	.....	39
Peerless, 3 1/2 oz.	.....	35
Peerless, 1 1/2 oz.	.....	33
Air Brake	.....	36
Cant Hook	.....	30
Country Club	.....	32-34
Forex-XXXX	.....	30
Good Indian	.....	25
Self Binder, 16oz, 8oz	.....	20-22
Silver Foam	.....	24
Sweet Marie	.....	32
Royal Smoke	.....	42
TWINE		
Cotton, 3 ply	.....	22
Cotton, 4 ply	.....	22
Jute, 2 ply	.....	14
Hemp, 6 ply	.....	13
Flax, medium	.....	20
Wool, 1lb. balls	.....	6
VINEGAR		
Malt White Wine, 40gr	8	
Malt White Wine, 80gr	11	
Pure Cider, B & B	12	
Pure Cider, Red Star	12	
Pure Cider, Robinson	13	
Pure Cider, Silver	13	
WICKING		
No. 0 per gross	.....	30
No. 1 per gross	.....	40
No. 2 per gross	.....	50
No. 3 per gross	.....	75
WOODENWARE		
Baskets		
Bushels, wide band	.....	1 10
Market	.....	25
Splint, large	.....	3 50
Splint, medium	.....	3 25
Splint, small	.....	3 00
Willow, Clothes, large	7 00	
Willow Clothes, med	6 00	
Willow Clothes, small	5 50	
Bradley Butter Boxes		
2lb size, 24 in case	.....	72
3lb size, 16 in case	.....	68
5lb size, 12 in case	.....	63
10lb size, 6 in case	.....	60
Butter Plates		
No. 1 Oval, 250 in crate	.....	40
No. 2 Oval, 250 in crate	.....	45
No. 3 Oval, 250 in crate	.....	50
No. 5 Oval, 250 in crate	.....	60
Churns		
Barrel, 5 gal., each	.....	2 40
Barrel, 10 gal., each	.....	2 55
Barrel, 15 gal., each	.....	2 70
Clothes Pins		
Round head, 5 gross bx	.....	55
Round head, cartons	.....	75
Egg Crates		
Humpty Dumpty	.....	2 40
No. 1, complete	.....	32
No. 2, complete	.....	18
Faucets		
Cork lined, 8 in.	.....	65
Cork lined, 9 in.	.....	75
Cork lined, 10 in.	.....	85
Cedar, 8 in.	.....	55
Mop Sticks		
Trojan spring	.....	90
Eclipse patent spring	.....	85
No. 1 common	.....	75
No. 2 pat. brush holder	.....	85
12 lb. cotton mop heads	1 40	
Ideal No. 7	.....	90
Pails		
2-beep Standard	.....	1 60
2-beep Standard	.....	1 75
2-wire, Cable	.....	1 75
2-wire, Cable	.....	1 75
2-wire, Cable	.....	1 95
Cedar, oil red, brass	.....	2 25
Paper, Barrels	.....	2 25
Flare	.....	2 25

Our January Sale of

5 and 10 Cent Goods

a big annual event

Such "window goods" as draw the crowds INTO 5 and 10 cent stores are offered in our January catalogue—all uniformly priced at 45 and 95 cents per dozen.

These same "window goods" will also draw January crowds into YOUR store.

For, things always in demand that are REAL bargains at 5 and 10 cents will interest when advertising of dollar prices, no matter how deeply cut, falls flat.

Besides offering the goods for a busy January, our catalogue fully explains many resultful plans for that same purpose.

To avoid mid-winter dullness—tell us to send you our January catalogue No. J562.

Butler Brothers

Wholesalers of Everything—By Catalogue Only

New York

St. Louis

Chicago

Special Price Current

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon .55 6 00

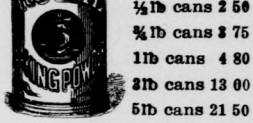
BAKING POWDER

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



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

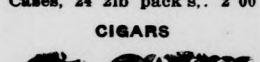
Worden Grocer Co. brand
Ben Hur
Perfection 35
Perfection Extras 35
Londres 35
Londres Grand 35
Standard 35
Puritinos 35
Panatellas, Finas. 35
Panatellas, Bock 35
Jockey Club 35

COCOANUT
Baker's Brazil Shredded



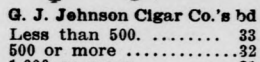
CONDENSED MILK
4 doz. in case
Gail Borden Eagle 6 40
Crown 5 90
Champion 5 52
Daisy 4 70
Magnolia 4 00
Challenge 4 40
Dime 3 85
Peerless Evap'd Cream 4 00

FISHING TACKLE
1/4 to 1 in 6
1 1/4 to 2 in 7
1 1/4 to 3 in 9
1 1/4 to 4 in 11
2 in 15
3 in 20



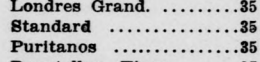
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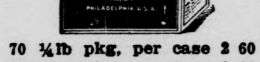
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1 1/4 to 3 in 9
1 1/4 to 4 in 11
2 in 15
3 in 20

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

Pork
Lions @ 9 1/2
Dressed @ 6
Boston Butts @ 7 1/2
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.. 1 50

Jute
60ft. 75
72ft. 90
90ft. 1 05
120ft. 1 50

Cotton Victor
50ft. 1 10
70ft. 1 60

Cotton Windsor
50ft. 1 30
60ft. 1 44
70ft. 1 80
80ft. 2 00

Cotton Braided
40ft. 95
50ft. 1 35
60ft. 1 65

Galvanized Wire
No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE
Roasted
Dwinell-Wright Co.'s B'ds.

SOAP
Beaver Soap Co.'s Brands

GRAND PAS
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

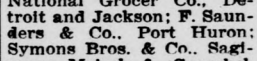
Tradesman Co.'s Brand

White House, 1lb
White House, 2lb
Excelsior, M & J, 1lb
Excelsior, M & J, 2lb
Tip Top, M & J, 1lb
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination

Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sagin-
aw; Meisel & Gieschel,
Bay City; Godsmark, Du-
rand & Co., Battle Creek;
Fleibach Co., Toledo.

CONDENSED MILK
4 doz. in case
Gail Borden Eagle 6 40
Crown 5 90
Champion 5 52
Daisy 4 70
Magnolia 4 00
Challenge 4 40
Dime 3 85
Peerless Evap'd Cream 4 00

FISHING TACKLE
1/4 to 1 in 6
1 1/4 to 2 in 7
1 1/4 to 3 in 9
1 1/4 to 4 in 11
2 in 15
3 in 20



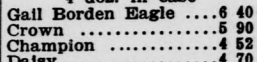
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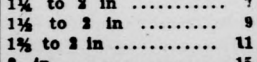
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1 1/4 to 3 in 9
1 1/4 to 4 in 11
2 in 15
3 in 20

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.

Wanted—To buy a bazaar business or variety store. Address No. 270, care Michigan Tradesman. 270

For Sale—Beautifully located 35 acre fruit farm, Oceana Co., one mile shipping point, grand view of Lake Michigan, 13 miles of surrounding country, 3 miles from Hart House, 9 rooms and large barn, windmill, 1100 fruit trees, telephone, rural route service. Electric cars will soon pass by. Exchange for vacant lots in Grand Rapids or first-class general stock merchandise. Address No. 267, Michigan Tradesman. 267

For Sale—Clean up-to-date \$5,000 stock of general merchandise, located in small Southern Illinois town. Doing good "strictly cash" business. For particulars, address T. J. Etherton & Son, Etherton, Ill. 265

Wanted—To buy a clean stock of general merchandise. Address Chapin, care Michigan Tradesman. 266

Wanted—To exchange my farm stock and tools for general merchandise. Address J. O. Shepard, Dowling, Mich. 263

An opportunity to buy one of the best meat market businesses in the State, consisting of two refrigerators, tools, fixtures and merchandise in stock, also slaughter house if desired, and instead of asking a premium for such a fine business, will sell less than inventory price. Property located at Vassar, Michigan. Must be seen and investigated to be appreciated. Reason for selling, going into the ranching business on Pacific coast. W. B. Cavers, Vassar, Mich. 268

For Sale—Cash register in good working order, suitable for small business where simple record of business transactions is needed. Price \$18 f. o. b. Detroit, Mich. John S. Allam, 501 Stevens Bldg. 269

For Sale—Several good farms, from twenty to eighty acres, black soil, eighty miles from Chicago on Nickel Plate Railroad. Prices ranging from \$20 to \$40 per acre. Address W. W. Osborn, Ober, Ind. 271

For Sale—An opportunity to step right into a good established paying business; dry goods, shoes, groceries and fixtures; invoice \$10,000; will sell at a bargain; yearly sales \$45,000; in a good farming country; good town of 2,000; county seat; reason for selling, I have made enough and want to retire from the mercantile business, that's all. Address W. Sabel, Winamac, Pulaski County, Ind. 272

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

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—Steam laundry; good business; only laundry in town. Address J. Dales, Chesaning, Mich. 240

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

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 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

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

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

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

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. 132

For Sale—Shoe stock in live town of 3,000 in Central Michigan. Will invoice about \$5,000. Doing good business. Ill health. A bargain if taken at once. Address Lock Box 83, Corunna, Mich. 938

Want Ads. continued on next page.

WE ARE EXPERT

AUCTIONEERS

and have never had a failure because we come ourselves and are familiar with all methods of auctioneering. Write to-day.

R. H. B. MACROBIE
AUCTION CO.,
Davenport, Ia.

PUSH, ETERNAL PUSH



is the price of prosperity. Don't let January be a dull month, but let us put a "Special Sale" that will bring you substantial returns and will turn the usually dull days of January into busy ones. Goods turned to gold by a man who knows. I will reduce or close out all kinds of merchandise and guarantee you 100 cents on the dollar over all expense. You can be sure you are right if you write me today, not tomorrow. E. B. LONGWELL, 53 River St., Chicago

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.

Place
your
business
on
a
cash
basis
by
using
Tradesman
Coupons

Legal Status of the Box Car Merchants.

Freeport, Jan. 2—Eight representatives of a supply house, of Columbus, Ohio, are here at present taking orders from consumers for all kinds of groceries, which are to be delivered later, probably from cars. They have no State licenses and claim they are protected by the inter-state commerce law. On request our Prosecuting Attorney gave an order for warrants and five were arrested under the State hawkers and peddlers' law for soliciting business without a State license. They plead "not guilty" to the charge and were later discharged by order of the Prosecutor, who, after further investigation, found they could not be convicted under this law. Their manager says they were arrested at Ionia and other places on the same charge and were discharged each time without being brought to trial. The merchants here do not wish to do these young men any injustice, but if there is any way of compelling them to obtain licenses or quit business we would like to know what steps to take. Kindly explain through the columns of the Tradesman the difference between this part of the inter-state commerce law that protects them and our State hawkers and peddlers' law that is supposed to protect us.

Wilbur H. Pardee.

The power to regulate commerce among the several states is vested in Congress by the Constitution of the United States. This gives Congress exclusive control over inter-state commerce.

Any exactions imposed by the State Legislature upon such commerce not in the exercise of the police power possessed by the States to enable them to protect the lives, health and morals of the citizens are, therefore, unauthorized.

It can not be claimed that the imposition of a tax or license fee upon peddlers of goods, which are recognized as legitimate subjects of commerce, and do not in any way endanger the lives, or are not deleterious to the health or morals of the people, is in any sense the exercise of the police power of the State.

The question, then, is what is inter-state commerce? For any tax levied under an act of the State Legislature upon the business of peddling, if such business is inter-state commerce, is void under the Federal Constitution, which has vested in Congress exclusive control over such commerce. If the business is not inter-state commerce it is subject to regulation by the State Legislature, and peddlers whose business does not come within the scope of inter-state commerce, as defined by the courts, may be compelled, under the State law, to pay a tax or license fee on their business.

The Supreme Court of the United States has held that where the agent of a manufacturer who resides, and whose place of business is located, in one state where the goods are manufactured, solicits orders for goods by sample in another state, which orders are sent to the manufacturer who, after receiving them, ships the goods

by freight or express directly to the customer, and the customer, after receiving the goods pays for them, sometimes to the express company and sometimes to the agent—that is inter-state commerce, and neither the manufacturer nor the agent can be required to take out a license, or be subjected to a tax in the State where the goods are sold.

The Supreme Court of this State has gone one step further and held that where the goods are shipped by the manufacturer or dealer, living and having his place of business in another state, to his agent, to be by him delivered to the customer in this State, orders for the goods having been previously taken by the agent, when the goods were not in this State, that is inter-state commerce, and exempt from taxation in any form in this State.

The difference in the cases is this: In the Federal case the goods were shipped directly to the customer; in the Michigan case they were shipped to the agent, and by him delivered to the customer. It has been held in other states that this difference is sufficient to distinguish the business as being inter-state commerce, or not, according as the goods are shipped directly to the customer or to the agent, to be by him delivered to the customer.

Our Supreme Court has held that where the agent solicits orders for goods by sample, from house to house, and the orders are filled from a supply of goods kept by the manufacturer, or dealer, in this State, although he lives in another state, and ships the goods into this State from such place of business, that is not inter-state commerce, and the agent can be required to take out a license as a peddler.

It is plain that if the business is inter-state commerce, there can be no remedy, by act of the State Legislature, for the apparently unfair competition to which it subjects the local merchant, who pays taxes where the goods are sold. Relief can be obtained only by act of Congress.

Taking of Inventories Checks Hardware Trade.

With the conclusion of the trade in holiday goods, which reached unprecedented proportions, the entire hardware market has become seasonably quiet. Even the general business in staple lines is curtailed considerably by the fact that both jobbers and retailers are now engaged in making their annual inventories. The undertone of the market, however, continues very strong, and a further upward movement in prices of all staple lines is expected to characterize the trading within the next few weeks.

Copper and brass products are being very firmly held in view of the continued advances in ingot copper, and many jobbers and retailers are still buying supplementary lots of brass products to replenish depleted stocks. The continuance of mild weather has permitted building operations in most parts of the country long after the time when such work

is usually stopped by freezing temperature. As a result of this state of affairs, the demand for builders' hardware is still fairly active in many sections and moderate shipments of paints, oils, varnishes and brushes are going forward to jobbers for distribution to the retail trade.

Business in wire nails and other wire products continues to improve, several good-sized contracts having been placed by jobbing interests with the leading mills within the last few days. The export business of the country has materially increased within the last year, and the enormous crops, which are commanding high prices, insure a continuance of prosperity in the hardware, as well as in the iron and steel markets.

Uttered a Trust Mortgage.

Heber A. Knott and Hon. Peter Doran visited Fremont last week and took a trust chattel mortgage on the general stock of John Timmer, covering the claims of all of the creditors Mr. Timmer could recall. The following is the list of creditors secured under the mortgage:

Grand Rapids Dry Goods Co., G. R.	\$934.10
Clark-Jewell-Wells Co., G. R.	202.43
Edson, Moore & Co., Detroit	700.00
Crowley Brothers, Detroit	225.00
A. D. Wells & Co., Chicago	500.00
Jenness & McCurdy, Detroit	150.00
Barnard, S. P., Fremont	204.00
Riegelhaupt, I. M., Cleveland, O.	400.00
Platte, John, City	30.00
Fremont State Bank, Fremont	100.00
Corl, Knott & Co., City	839.00
Durand & Kasper Co., Chicago	50.00
Hume Grocery Co., Muskegon	40.00
W. H. Miller & Co., Detroit	120.00
H. J. Heinz Co., Pittsburgh	10.00
Butler Bros., Chicago	77.10
Richardson Silk Co., Chicago	114.82
Lyon Bros., Chicago	56.00
Coronet Corset Co., Jackson	42.00
Value Garment Co., La Crosse	180.00
Woolson Spice Co., Toledo, O.	25.00
Brown & Fitz, Chicago	13.50
Henry A. Newland & Co., Detroit	303.00
J. H. Rice & Friedman Co., Chi.	310.00

BUSINESS CHANCES.

A snap for someone to step into an established cash business; general merchandise; \$25,000 cash sales; no book account kept; speculators need not apply as it is too valuable business to be closed out. Address J. N. Douglas, North Freedom, Wis. 280

For Sale—75 barrel steam flour mill; fine location; good trade; price \$5,000; easy terms. J. D. Wiley, Caro, Mich. 279

Texas Land Sale—20,000 acres rich fruit and farm land in Robertson County to be sold very cheap in large or small tracts; less than two miles from Franklin, county seat; on main line railroad; we are locating 100 northern families here; fine climate, winter and summer; booklet free, write us. Pratt, Loomis & Pratt, Benton Harbor, Mich. 277

For Sale—A good clean stock of dry goods, shoes and gents' furnishings in one of the best towns in Northern Michigan. Good farming country, three factories. Stock will invoice about \$3,500. Address Jeff. care L. B. 36, Central Lake, Mich. 276

For Sale—Stock of hardware and implements in live Western Michigan town surrounded by rich farming country. Good established trade. Liberal discount for cash or will trade for unincumbered farm property of equal value. Address No. 275, care Michigan Tradesman. 275

For Sale—Up-to-date, clean and most desirable stock of general and builders' hardware, stoves, tinware, paints, oils, 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—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

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

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

POSITIONS WANTED

Wanted—Situation as traveling salesman. Have personal acquaintance with furniture, wallpaper, art goods and department store trade in Michigan, Wisconsin, Manitoba, Minnesota, Iowa and Illinois. Best of references. Address Salesman, care Tradesman. 273

Wanted—Position as manager and buyer for dry goods store, by sober industrious man with twenty years' experience. Well recommended. Address E. J. Sherwood, St. Johns, Mich. 274

Wanted—Position by A1 salesman; 20 years' experience in general merchandise; talk Norwegian and English. Box 492, Edgerton, Wis. 281

Wanted—Position by experienced hardware clerk who understands groceries and general merchandise. Thirteen years with one firm. Best of references. Address Box 426, East Jordan, Mich. 278

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 as bookkeeper or salesman in a general store. Best of references. Address No. 129, care Tradesman. 129

HELP WANTED.

Wanted—Young man who has had experience in silks and ribbons to take charge of our stock in that department. Address, giving age and experience, Corl, Knott & Co., Grand Rapids, Mich. 264

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

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.



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.

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

Do You Want

a good, honest, reliable flour, one that can be depended upon every day in the year, one worth the price you pay for it?

We Guarantee

Golden Horn

to be equal to any flour on the market, no matter where made nor by whom. You cannot help liking it, for it makes the most delicious bread you ever tasted. It has a host of users.

Buy It

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

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.

QUALITY OF OIL

Store your kerosene oil in a common tank or keep it in a porous wooden barrel and the gas which is the illuminating part of the oil, in fact, its very life, passes off and the oil becomes lifeless. It clogs and chars the wick, which smokes and emits a most disagreeable odor. Your customers complain or go to some other merchant. It isn't the fault of the oil—it's your fault. Store your oil in a

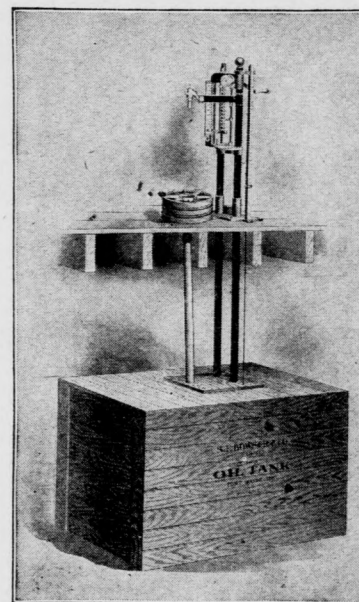
BOWSER SELF MEASURING OIL TANK

and keep your trade by keeping up the quality of your oil.

BOWSER TANKS ARE TIGHT TANKS

Besides this it will in less than one year repay its cost thro' its saving in oil, time and labor. Isn't it worth a cent to investigate the truth of this.

ASK FOR CATALOG "M"—IT GIVES FULL PARTICULARS



Cellar Outfit

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

Don't Sit Down Because it's January Keep on Pushing Every Day

Don't Buy Stoneware

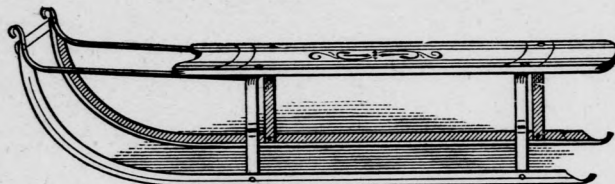
till you get our prices for the

Best Ohio Stock

delivered at your
station.

Angle Steel Sleds

Entirely made of steel except the tops. Strongest and most durable sled made.



"B" Angle Steel Sled. Length 27 inches, width 12 inches, height 6 inches, weight 4½ lbs. An ideal sled and the most durable and best finished ever made. Per dozen \$5 00
"C" Angle Steel Coaster. Length 32 inches, width 12 inches, height 5 inches, weight 4½ lbs. Per dozen \$5 00

"Avon" Alarm Clock



**55c
Each**

"The Avon" is a guaranteed time-keeper made by one of the leading makers of the country. Best nickel plated case, 4 inch dial, 30 hour movement.

No. 160 Assortment Decorated Table Lamps

SOLD BY PACKAGE ONLY. (No Charge for Barrel.)



B 31
Height 18 inches



B 30
Height 17 inches



A 30
Height 14½ inches



A 31
Height 14¼ inches

Comprises eight lamps, two of each of the four styles illustrated. One of each is fitted with globe and one with shade, so that every lamp is different, and besides comes in a different style as well. All lamps are complete with burners, rings and chimneys.

- 1-A 31 with 7-inch Dome Shade, pink tinted, with "wild rose" decorations in white..... \$0 68
- 1-A 31 with 7-inch Globe, canary tinted with "wild roses" in red..... 68
- 1-A 30 with 7-inch Dome Shade, green tinted with full blown "roses" in pink..... 68
- 1-A 30 with 7-inch Globe, full blown "roses" on pink and white blending color..... 68
- 1-B 31 with 7-inch Globe, pink flower decoration on blue blending tints, fine cast brass feet..... 78
- 1-B 31 with 7-inch Shade, pink blended tinting with pink floral decorations, cast brass feet..... 78
- 1-B 30 with 7-inch Shade, cast brass feet, tinted in blue with pink flower decorations..... 78
- 1-B 30 with 7-inch Globe, cast brass base, canary tinted and pink flower decorations..... 78

Total for package \$5 84

We are the Selling Agents for

Homer Laughlin China Co.

The best merchants carry and endorse the **Laughlin Line** because they know it is **reliable**. Don't wait, drop us a postal for catalogue and factory prices and attract the best business of your community.

Quality Always Pays

We show the largest variety of the most exclusive patterns in the famous

Johnson Bros. Semi-Porcelain Dinnerware

Absolutely the best ware produced in the world.
Ask us for illustrations and prices.

It Pays to Buy the Best

Brooms

will be used up, but cheap brooms are **worthless** in this kind of weather. Your customers will thank you for selling them the

"Winner" Brooms

Send for our broom price list.

Freight prepaid on assorted lot of five dozen or over.

H. LEONARD & SONS, Grand Rapids, Mich.

Importers, Manufacturers and Manufacturers' Agents