

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

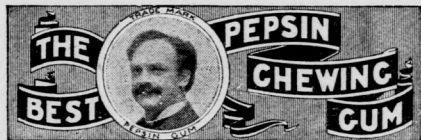
TRADESMAN COMPANY, PUBLISHERS

\$2 PER YEAR

Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, JANUARY 10, 1906

Number 1164



**CHEW
BEST
PEPSIN
GUM**

Sold by the Jobbing Trade

See Quotations in Price Current

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.

DO IT NOW

Investigate the

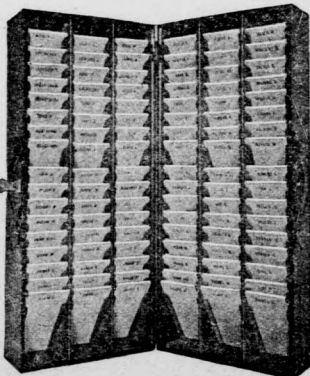
Kirkwood Short Credit System of Accounts

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

A. H. Morrill & Co.

105 Ottawa St., Grand Rapids, Mich.

Both Phones 87.



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

Don't Rest Content

in the matter of cigars until you have smoked at least one

S. C. W. 5c Cigar

It is true there are some cigars that will afford a measure of satisfaction—it remains for the S. C. W. to fill the whole bill of prime tobacco, flavor, making up, shape, style and great value for little money.

□ If you can crowd more comfort in the smoking line into cigar shape than you'll find in this good-to-the-very-end cigar, tell us.



We'll beat it if we can—we haven't learned how to date.

G. J. Johnson Cigar Co., Makers
Grand Rapids, Mich.

SINGLE INSIDE LIGHT
500 CANDLE POWER

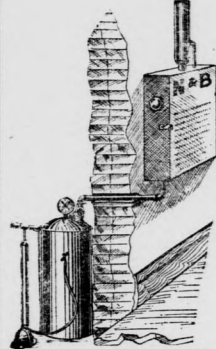
SINGLE INSIDE LIGHT
500 CANDLE POWER

SINGLE INSIDE LIGHT
500 CANDLE POWER

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



H. M. R.

Asphalt Granite Surfaced

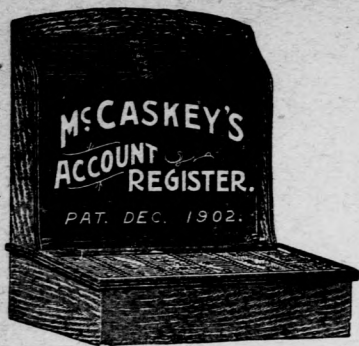
Ready Roofings

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



Don't Think

because we talk about **Multiplex Duplicating Pads** and **Multiplex Duplicating Pass Books**, that we don't make any other kind. We make a great many different styles of single or loose-leaf carbon order books and sales slips including the **end carbon**, **side carbon**, the **folding** or dry goods pad with carbon at the top in the **different grades of paper**.

But, **The McCaskey Account Register** and the **Multiplex Duplicating Order Pad** (every other sheet a carbon back) **beats** the world for handling the accounts of the retail merchant **quick**.

1906 Catalogue Now Ready
A Postal Brings It.

The McCaskey Account Register Co.
Alliance, Ohio

The Best People Eat

Sunlight Flour Flakes

Sell them and make your customers happy.
Walsh-DeRoo Milling & Cereal Co., Holland, Mich.

BALLOU BASKETS ARE BEST



SIDE VIEW

Potato Shippers Waste Dollars

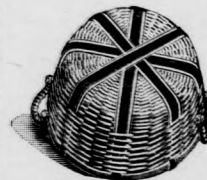
By Using Cheap Baskets

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

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

Write for particulars. We can save you money.

Ballou Basket Works
Belding, Mich.



BOTTOM VIEW

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

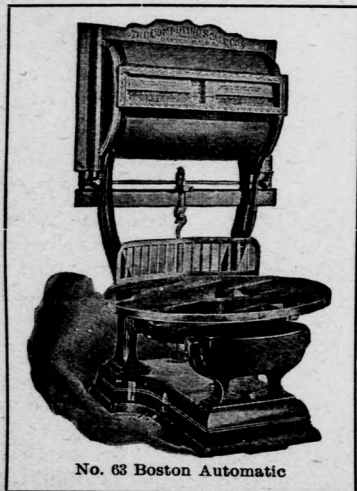
MONEYWEIGHT SCALE CO.

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 10, 1906

Number 1164

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 every where for every trader.

O. E. McCRONE, 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.

A QUESTION OF POPULATION.

Race suicide is a term applied recently by President Roosevelt to the decreasing birth rate in the United States.

It has been discovered that the smallest birth rate in this country is among two widely separated classes. One of these is the hereditary wealthy and fashionable set, and the other is among the slums. The intensely fashionable class finds children so much in the way of the amusements and diversions of its members that they are ruled out, with the exception of one or two to inherit their wealth. Among the slums children are in the way from every point of view, and they are dispensed with.

It is in the vast body of the people that nature is allowed to have her sway. There is no objection to the little ones, and many a hard-working family has a houseful, and it will be a long time before children will cease to be the rule in every home. But the most remarkable example of a small birth rate is seen in France, and a writer in the London Nineteenth Century for December gives some interesting information on the subject.

In France the population simply remains stationary, or nearly so. On five occasions during the last century—during the Crimean and Franco-German wars, the cholera and the dearth, and again in 1900—the lines of mortality and natality crossed. But the recent census shows that France has gained about half a million in the quinquennial period of 1896-1901. On analysis, however, it is seen that the excess of births over deaths is only 241,000. That, therefore, is really the growth of population during the five years. The other quarter of a million is to be accounted for by immigration and a lowered death rate. While the population of France is making very slow progress, that of Germany is advancing by leaps and bounds.

Before the Franco-German war of 1870 Prussia and the German Confederation had a population slightly below that of France; to-day the numbers of United Germany are fifty-six millions, and those of France thirty-nine millions. During the past fifty years the population of France has increased only four millions, and the population of Germany twenty-six millions. According to figures furnished by the President of the Statistical Society, London, Germany has added 88 per cent. to her population in seventy years, the United Kingdom 70 per cent. and France less than 20. At the moment of the war France and Germany had the same number of recruits, about 300,000; to-day Germany has 450,000, while the French figures have not changed.

Thus it is that as far as there may remain any hostility of feeling between the two nations the situation of France is yearly growing more serious. Figures are constantly being quoted to show that France is in danger of becoming a third-class power. One hundred years ago the powers of Europe represented ninety-eight millions of inhabitants, of which twenty-six millions were French; to-day the first-class nations in Europe alone number more than 343 millions, of which thirty-nine millions (only 11 per cent.) live in France. It is computed that French is spoken by forty-five millions, German by one hundred millions, and English by 130 millions. During the last century the population of England has more than doubled, that of Germany tripled, whilst France has hardly increased one-third.

This matter has become so serious that it has been made the subject of parliamentary investigation. A commission appointed in January, 1902, by M. Waldeck-Rousseau has accumulated a vast amount of evidence as to the conditions influencing the birth rate. It has established the fact that depopulation is not due to physiological causes. This is demonstrated in various ways. The proportion of sterile marriages in France (13.3 per cent.) is practically the same as elsewhere; neither is the marriage rate sensibly lower (France 7.52 per thousand; Germany, 8.18; Great Britain and Ireland, 7.40; Italy, 7.32).

The cause has been discovered in the extremely small families of children. The number of families in which there is only one child is most significant. Out of every thousand families, 249 have one child only, 224 two children and 150 three. Only 31 per thousand have six children, and 27 seven and over. This is the result of a fixed intention. According to the writer mentioned, it is the fear of the parent that he will not be able to equip all his children for the battle of life that operates against the large family. The usual age for the young man to marry in France is 28; that of the young woman 23. It is curious to learn that the young men marry six months earlier nowadays than they did forty years ago, and the women one year and two months earlier. In the country they marry earlier than in the towns. Nevertheless, France, of all European nations, shows the greatest tendency to retard her marriages. That is really one of the secrets underlying the present agitation.

The young man defers his marriage to a period three or four years later in France than in England. Only 7 per cent. of the young men from 20 to 25 years of age are married; in England, within the same periods, the

percentage is 22. Between the ages of 25 to 29 the number of married and unmarried is about equal. From 30 to 49, 77 per cent. of the male population are married; from 50, upwards, the great majority are married, but that is not an age at which the union is likely to be useful to population. If we take the extreme limits of age, from 18 to 50 years, we find 45 per cent. unmarried. The immense proportion of celibates at an age when the natural instincts are strongest may be regarded as a dangerous and unhealthy symptom in the national life. Statistics prove that the death rate amongst the unmarried men between the ages of 20 and 30 is 50 to 60 per cent. higher than amongst the married.

The family is the foundation of the State, and as the family is, so will be the State. The intentional limitation in the numbers of the children, no matter how produced, is certain to work woe to the nation. A nation is made by its people, and when its population is too small for its protection, it becomes one of the minor states existing only through the sufferance of the stronger powers.

American capitalists are represented as being active in pushing the plan to tunnel Behring Strait and thus connect America, Europe and Asia by rail. It is said that the matter has lately been presented to the attention of Russian government officials and is exciting much interest at St. Petersburg. This is rather a doubtful story. It will take \$250,000,000 to build this tunnel and Russian officials are not thinking of ways to spend money just now.

A Philadelphia woman whose throat had troubled her for a long time grew impatient at the slow progress she was making, and made complaint to her doctor, who said: "Madam, I can never cure you of this throat trouble unless you stop talking and give your throat a complete rest." "But, doctor," objected his patient, "I'm very careful what I say. I never use harsh language or anything of that kind."

Statistics are published in Paris to show that appendicitis is far more prevalent among teetotallers than among moderate users of alcohol. But statistics are unnecessary to establish the fact that worse things than appendicitis happen to people that drink.

If a woman catches cold wearing a thin dress at a reception, her husband escapes public censure, but if she catches it hanging out clothes, all but his dearest friends stop speaking to him.

LOOKING BACKWARD.

Annual Review of Work Undertaken and Accomplished.*

The first part of the year, subsequent to our meeting in Lansing, was certainly very productive in the number of associations organized, but the last few months we have been handicapped financially, and the more strenuous work along the lines of organization had to be suspended temporarily.

How can we remedy the matter that we may continue the good work on an economical basis the year around?

The Michigan Wholesale Grocers' Association has heretofore donated liberally to our treasury, but has not, as yet, added anything to the "exchequer" this year, and the local associations have been somewhat reluctant about forwarding their respective dues, so it has not, at any time, been deemed necessary to require our Treasurer to furnish bonds.

Personally, I should much prefer that our Association be absolutely independent of any financial aid from the jobbers or any one else, and if each local association would look to it that its dues were paid promptly, much embarrassment would be saved the officers of the State Association and its work might proceed with the same degree of encouragement the year around.

It seems utterly useless at this time to attempt to enumerate the good that can be derived from an active State Association; it would seem to the average thinking individual that the class of business men, without doubt, the most in need of organization and protection, would, when the opportunity presents itself, all lend their quota of time and money to accomplish this one aim. Local, State and National organization means something, gentlemen, when considered seriously.

What an excellent opportunity for the arrangement of a rating or credit system, in the event of the perfection of our Association! Nothing could be more complete than the chain of local secretaries, with the aid of a good State Secretary. I would recommend that the Executive Committee consider this question and report at this session, if possible.

The establishment of our own Fire Insurance Co. would, without a question, save the individual merchant considerable money. Our fire losses are very unfrequent and our risks not hazardous, yet we pay a high rate for our protection. I would like to have the Committee take up this matter and, if possible, report before final adjournment.

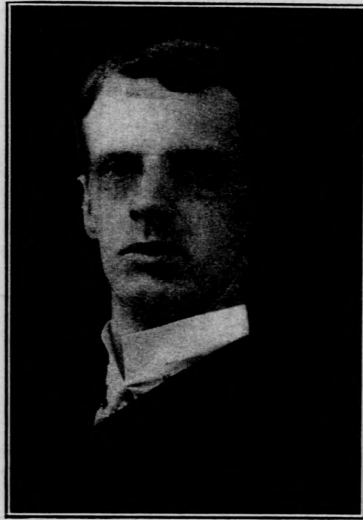
The stamp question is about stamped out in Michigan, our capital city being about the only city in the State not having been successful in getting rid of them. Several attempts have been made in as many different ways by our local Association, but to no avail. It might be well for the Lansing Association to procure the services of one or two business men from Flint or Kalamazoo, who were in-

*Annual address of President Claude E. Cady at annual convention of the Retail Grocers' and General Merchants' Association at Lansing.

strumental in killing the stamps in those cities.

The "box car merchant," I am inclined to believe, is short lived. His goods, in most cases, are up to the Michigan law, and nothing can be done along that line. The most successful campaign against him was carried on through and by the aid of the press. There is not a local paper anywhere but what its management is not only willing but glad to lend any aid possible to the merchants of their town in abolishing the practice of people buying from "box car merchants." The comparison of prices charged by these "Here to-day and away to-morrow" merchants with those of the local merchants was one of the best arguments that could be offered in our favor, and the consumers are beginning to realize that it is for their own interest to buy at home.

Right here I want to thank the



Claude E. Cady

press throughout the State for its splendid work in our behalf. The several trade journals can do us much good, but no partiality can be shown; we must, in order to obtain the best results, give them all an equal chance.

I want to encourage the buying of our goods from Michigan jobbers and as little from manufacturers as possible. Out interests are the jobbers' interests. On our success or failure depends their success or failure. There are few of us in business who have not, at some time, experienced a condition when an unusual favor on the part of our jobber was appreciated. When we want concessions it is our jobber we apply to, naturally. The jobbers have contributed largely towards our success as an Association in the past and we have every reason to believe that they stand ready to-day to lend us any reasonable aid or assistance we may ask. In partial compensation for these concessions we ought, certainly, to patronize Michigan jobbers exclusively.

The office of President of this excellent Association, gentlemen, requires considerable of one's time, yet it is a very honorable position. I desire to heartily thank the Association for having conferred this honor

upon myself, and I trust that my successor will be given every encouragement, and make the success of the Association its good name deserves.

Extra Sale Influenced by Obliging Manners.

Written for the Tradesman.

I went into a store the other day to change some dancing shoes that I bought at the beginning of the festive season. When I bought them they seemed to fit me well, but I got them out the other evening when I was invited where there was to be dancing and essayed to wear them, when, lo and behold, they were quite a bit too narrow, although the length was all right. At the time I purchased them I was getting other shoes and in trying on perhaps a dozen my feet became accustomed to new shoes and so the pumps felt entirely comfortable.

When I discovered, the other night, the discrepancy between my feet and the shoes I thought, "Oh, dear! Three dollars and a half gone to the everlasting bow-wows! If I could only take them back and exchange for others how fortunate I would be."

But I was afraid to risk the embarrassment of a refusal to exchange the goods for something else in that department and hesitated long before screwing up courage to make the effort to get something for my money that I could wear.

Finally I got my courage to the "sticking point" and took my noon hour in which to do the errand.

Arrived at the store I sized up the situation as to how long I would have to wait. There were two others before me. The clerk was deliberation personified and my noon hour was creeping on apace. That of itself, did not serve to put me in any better frame of mind. When it came my "turn" I was in anything but a peaceful spirit.

I stated my request in as polite terms as I possibly could. My heart had sunk as I entered the shoe section and saw what lay before me in the way of a clerk. Her face was forbidding and her manner uncordial.

At last the coast was clear and the inquisition began:

I stated that the pumps were too small and I would like to exchange them for another pair a little wider.

"When did ye get 'em?" she harshly demanded.

I answered, quaking inwardly.

She tried on shoe after shoe, but all to no purpose. Nothing fitted me and I was about to give up the attempt.

All of a sudden the girl left me as she espied another clerk coming down the aisle. She walked over to her and said, with an audible sigh, "You take her; I'm going to dinner."

Now, it wasn't my fault that what she had tried on me was too long or too short, too wide or too narrow, or slipped badly at the heel when I walked off on the carpet, and inside of me I resented her sigh.

The other girl came forward with a quiet, pleasant smile, tried on two or three more slippers and fitted me to a T.

I thanked her most heartily, said I

was very sorry to make them so much trouble, but that I had thought I would see if they were willing to exchange the pumps for others of the same size, seeing I had never worn them.

The girl was so agreeable and accommodating, and said I was "so nice to wait on"—and that in face of the fact that she had taken considerable trouble to give me a nice fit—that I could but be impressed with the difference between the attitudes of the two girls.

It being the noon hour the nice one, having then no other customers in her department, was obliged to go to a section near by to wait on some one else; and, as I drifted along, I also saw something there I needed, and I shall go back sometime to get it, and the nicer clerk of those two will make a sale to me—outside her own line, mind you—of some \$10 worth or so.

So much for a little extra effort to please on a "return," unaccompanied with a disgusted sigh.

Janey Wardell.

Good Volume of Trade in Most Hardware Lines.

From the first day of the new year throughout the past week a steady volume of orders for most classes of hardware has been pouring in upon manufacturers, wholesalers and retailers. The business booked by the mills and factories by mail and telegraph orders is considerably in excess of that received at a corresponding time last year, while buyers of spring goods are also placing heavy contracts. There is naturally a falling off in the business in some lines, owing to the fact that many merchants are engaged in closing last year's accounts and taking inventories, but it is expected that the buying movement will soon extend to all branches of the trade.

Stocks are generally depleted and will require extensive replenishing so that the outlook for the first half of this year is unusually promising. Exports continue heavy and more manufacturers than ever before are devoting themselves to the marketing of their products in foreign countries.

There is an excellent demand for copper and brass products, despite the higher figures which these goods are bringing as a result of the advances recently decided upon by all manufacturers in sympathy with the continued upward movement in copper. The fact that building operations are being curtailed slightly by the belief that colder weather will soon set in has reduced the size of the business in builders' hardware, but many jobbers are already laying in supplies for spring trade. The trade in wire nails and other wire products continues active and numerous moderate-sized contracts are being placed by jobbing interests with the leading mills.

A man is not necessarily a coward because he is afraid to argue with his own wife.

Fashionable charity is preceded by a herald blowing a silver trumpet.

INDIANA MERCHANTS.

Programme of Their Sixth Annual Convention.

The sixth annual convention of the Indiana Retail Merchants' Association will be held at Fort Wayne, Ind., January 16, 17 and 18, 1906. The convention will convene promptly at 2:30 p. m., Tuesday, January 16, 1906, at the Fort Wayne Commercial Club. The programme prepared for the convention is as follows:

Tuesday Afternoon.

Call to Order—Thomas McKiernan, President Fort Wayne Association.

Invocation—Rev. E. W. Averill.

Address of Welcome—Hon. Wm. J. Hosey, Mayor of Fort Wayne.

Response—H. N. Cook, Evansville Annual Address—Fred Meyer, President State Association.

Roll Call of Officers.

Appointment of Committee on Credentials.

Our Programme—Walter R. Seavey, Committee on Arrangements.

Tuesday Evening.

Informal reception and ball at Anthony Wayne Club 7:30 to 12 o'clock.

Musical Programme by Barner's Orchestra.

Wednesday Morning.

Roll Call of Officers.

Report of the Committee on Credentials.

Appointment of Committees by the President.

Annual Report of Secretary—W. M. Madden.

Annual Report of Treasurer—N. A. Moore.

Address—Legislation, J. Cadden, Evansville.

Address—Standard Oil Trust, J. W. Galloway, Indianapolis.

Address—Parcels Post, Sam'l C. Budd, Terre Haute.

Address—Credits, Herbert L. Somers, Fort Wayne.

Wednesday Afternoon.

Address—Retail Merchants' Associations, J. E. Linihan, Quincy, Ill.

Address—Advertising, Cash Beall, Richmond.

Address—Mail Order Houses, E. R. Moore, South Bend.

Address—The Trade, W. H. Dettlinger, New Albany.

Address—The Transient Merchant, D. N. Foster, Fort Wayne.

Address—Our Journal, W. S. Racey, Vincennes.

Address—Local Benefits, E. M. Denny, Greencastle.

Address—The Social Feature, T. B. McGregor, Madison.

Wednesday Evening.

Informal Stag Vaudeville at Masonic Temple Theater.

Thursday Morning.

Address—Merchant in Public Affairs, Hon. George R. Durgan, Mayor of Lafayette, Ind.

Address—Transportation in Indiana, Hon. Wm. J. Wood, member of Indiana Railroad Commission, Evansville.

Report of Local Associations.

Thursday Afternoon.

Report of committees.

Unfinished business.

New business.

Election of officers.

Selection of place for holding seventh annual convention.

Adjournment.

Thursday Evening.

Informal banquet at Saengerbund Hall, Barner's Orchestra.

Walter R. Seavey, Toastmaster.

1. Indiana and its Multifarious Interests—E. R. Moore, South Bend, Ind.

2. Voluntary Association—R. B. Hanna, Fort Wayne.

3. The Practical Business Man—W. M. Madden, Evansville, Ind.

4. Fort Wayne—C. W. Orr, Fort Wayne.

5. The Relation of the Local Merchant and the Press—Ralph B. Clark, Anderson, Ind.

6. Now and Then—Perry A. Randall, Fort Wayne.

7. The Retailer's Place in the Community—S. M. Foster, Fort Wayne.

Port Huron Secures Knitting Factory.

Port Huron, Jan. 9—This city has just captured a new industry in the removal of the Feed Knitting Works from Lexington to this place. The knitting factory manufactures a great variety of knit goods which find a ready market, and is expected to develop into quite an important industry. The concern had outgrown its quarters at Lexington and, in looking about for a new location, decided upon Port Huron as offering superior advantages.

Besides the knitting factory, the firm operates a big woolen mill, which it is thought will eventually be brought to this city in order to better concentrate its efforts. The company will open its factory with thirty hands, which number is to be gradually increased as the workers become proficient and are able to labor without instruction.

Most of the help will be girls, but the wages will be good, as the company does not intend to keep in its employ any girl not able to earn at least \$6 a week.

The Chamber of Commerce is negotiating with another concern employing fifty hands steadily which desires a change of location and has made a proposition for removal here. The matter is under consideration by a committee, but for obvious reasons the parties interested do not want their identity disclosed until negotiations are closed.

New Product for Cleaning Metal.

Kalamazoo, Jan. 9—Another new industry will be launched in this city within a few days which will supply the United States Government, the Carnegie Steel Co. and other large interests with its product. The Sanitary Rag Co., as yet unincorporated, has leased the factory building at Church and Eleanor streets, formerly occupied by the Kalamazoo Salesbook Co., and will at once begin the manufacture of a special grade of prepared rags and waste. The machinery is now being installed, and the first unit of the plant will be in operation by January 15.

As explained by the promoter, the products, to be known as the "Red Cross" sanitary rags and waste, are

prepared by a secret process for use in wiping steel, brass and other machinery and keeping it absolutely clean. This new class of waste may meet with immediate approval from the large companies who have tested it, and will doubtless become the basis of an important local industry, as no cotton waste has been found to compete with it.

Good Report from Albion.

Albion, Jan. 9—The Donkey Folding Machine Co., which recently commenced operations, manufactures a folding machine, patented by J. Richards, of this city. It is designed to fold magazine covers, inserts and all one-fold stuff. That the machine is a good thing is attested by the fact that the company is six weeks behind on its orders.

The J. C. Prouty Co., which moved here several years ago from Midland, has steadily increased its business until there is no industry in this place to-day which is more prosperous. The company is engaged in the manufacture of parlor and barn-door hangers, and also makes a very successful hasp lock.

The Council is considering the proposition of buying a compressed air whistle, to be operated at the pumping station, to be used as a fire alarm. The cost will be in the neighborhood of \$200.

The repair shops of the newly-combined Jackson & Battle Creek Traction Co. and the Michigan Traction Co. are located in this city and it is expected that, since a new outfit of electric cars will be supplied for the branch of the road between Battle Creek and Kalamazoo, a large force of men will be put on soon. E. S. Loomis, of this place, is the newly-elected general superintendent of the road.

Wonderful Increase in Volume of Business.

Flint, Jan. 9—This city came to the close of 1905 at an industrial and commercial eminence from which it had the satisfaction of looking back over the most prosperous year in its entire history.

This is the report of the merchants and manufacturers and is confirmed by the statement of the clearing house of the local banks for the year just closed. The figures furnished by this statement show an increase of more than \$1,300,000 in the volume of business done last year, as compared with 1904, which was the banner year up to that time, and an increase of upwards of \$2,000,000 over the volume of business done in 1903.

In commercial circles there is a pronounced feeling of confidence that, while the old year has been a record-breaker in business, the new year will bring with it a continuance of the present healthy trade conditions and even greater prosperity to the merchants as well as the manufacturers of this city.

The weather up to this time has been ideal for building, and gratifying progress has been made since the advent of winter on a number of buildings for industrial and other uses that are in process of construction.

PUSH, ETERNAL PUSH



is the price of prosperity. Don't let January be a dull month, but let us put on 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
Successor to J. S. Taylor.

Established 1888. The Test of Time



Your Choice

Expert Sales Managers

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

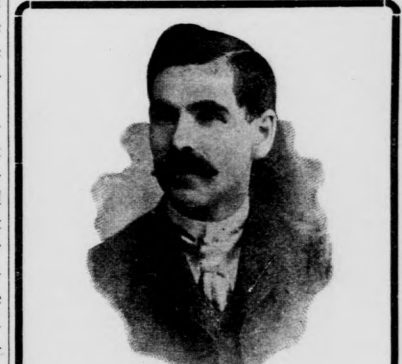
G. E. STEVENS & CO.

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.



MERCHANTS

WHY NOT HAVE A SALE?

If in doubt about the wisdom of a sale read the following:

Remember successful men are talking to you.

A merchant in a city of 10,000 writes me:

"Your sale met our ideas in every way. It stimulated trade throughout the different departments of our store, and was a big success as an 'ad' and in moving merchandise."

Another merchant in a smaller town where a business building sale was given says:

"The sale given me has been a great trade winner. The profits have been good and the sales have aggregated a large volume."

Still another retailer says:

"Your sale was a great success. In fact it went way beyond my expectations."

(Letters from these firms, giving names and locations, may be had for the asking.)

Why not make what these stores have done, through my sale and methods of publicity, an actual reality in your business history? January and February are the best months for sale.

Write me right now.
B. H. Comstock, Sales Specialist
933 Mich. Trust Bldg.
GRAND RAPIDS, MICHIGAN



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



Movements of Merchants.

Chelsea — The Chelsea Savings Bank has increased its capital stock from \$60,000 to \$100,000.

Owosso—Lewis & Weiss have purchased J. A. Barie's meat market and will continue the business.

Lansing—Jas. D. Derby succeeds the Mapes Co. in the clothing and men's furnishing goods business.

Cadillac — Frank Holmquist has been succeeded in the restaurant, confectionery and tobacco business by David Anderson.

Indian River—F. E. Holden has sold his drug stock to J. F. Holden, formerly engaged in the drug business at Lake Odessa.

Belding—Frank O'Bryon will open a new confectionery and fruit store here about February 1. Mr. O'Bryon will also sell cut flowers and plants.

Cadillac—William Burston, for some time past employed at the drug store of O. L. Davis, has purchased a drug stock at Farwell and will take possession at once.

Flint—George H. Gordon and Robert W. Selleck have purchased the drug stock of L. Church & Son and will continue the business under the style of Selleck & Gordon.

Sault Ste. Marie—John Gleason has sold his tobacco and confectionery stock to Frank Chapel, who will conduct the business along the same lines as did his predecessor.

St. Johns—E. H. Osgood has sold his interest in the furniture and undertaking business formerly conducted by Osgood & Osgood to W. R. Osgood, who will continue the business.

Jackson—A new tailoring establishment will be conducted here by the Garland Tailoring Co., of Howell. Baldwin H. Kellogg has represented the firm here in the past and will remain with them.

Cheboygan—John Swartz has purchased James Taylor's interest in the Cheboygan Boiler Works and the firm will be known as MacGregor & Swartz. Mr. Taylor received \$5,000 for his interest in the firm.

Ithaca—H. J. Crawford has merged his drug business into a stock company under the style of the Crawford Drug Store with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Reading—F. L. Shiley has sold his drug store to E. A. Cahow, of Montgomery, and his son, Freeman C. Cahow, of Three Rivers. The business will be conducted under the style of Cahow & Son and will be managed by Freeman C. Cahow.

Holland—The Steketee & Kleyn stock of millinery has been sold at auction for \$780, having been bid in for the creditors by Trustee Daniel TenCate, to whom the firm gave a trust mortgage several weeks ago. The creditors are Mitchell, Moody & Garton, of Detroit, and Corl, Knott & Co., of Grand Rapids.

Detroit—James H. Gregg and James J. Case, after a number of years with the Buhl Sons' Co., have opened the wholesale and retail hardware house of the Gregg & Case Co. in the new building erected for them by the Dinan Bros., at 48 Cadillac square.

Bay City—A corporation has been formed under the style of the Pioneer Boat & Pattern Co. for the purpose of manufacturing boats with an authorized capital stock of \$50,000, all of which has been subscribed, \$333.33 being paid in in cash and \$46,666.67 in property.

Ludington—O. J. Wangen has sold his stock of paints and wallpaper to Wm. C. Conrad, who has been in the employ of Sherman Bros. for the past four years. W. H. and G. A. Parsons will be associated with the new business, of which Mr. Conrad takes the management.

Cheboygan—M. Speck has sold his grocery stock to L. J. McLeod, the former proprietor, and moved back to his farm again this week. Mr. McLeod will close out the stock and Frank Lockhart, who owns the building, will have the interior thoroughly refitted before renting again.

Manufacturing Matters.

Alden—A new saw and planing mill will be operated here by Frank McFarren.

Flint—The Auto Brass & Aluminum Co. has increased its capital stock from \$25,000 to \$75,000.

Jackson—The Cushion Spring Co. is succeeded by the Michigan Cushion and Bed Spring Co.

Battle Creek—M. M. Lewis & Co., formerly engaged in the planing mill business, will manufacture extension tables.

Wolverine—The Wylie & Buell Lumber Co.'s shingle mill, which has been shut down, will resume operations this week.

Detroit — Meier & Schuknecht, manufacturers of trunks and valises, will continue the business under the style of the Jacob F. Meier Co.

Flushing—The Saginaw Clay Manufacturing Co., which manufactures paving brick, has acquired thirty additional acres of clay property adjoining its beds at this place.

Detroit — Walter N. Kelley, of Traverse City, and J. Vinton, of this city, have bought the plant of the Detroit Box Co. and are operating it under the style of the Consumers Box Co.

Grand Ledge—The Grand Ledge Clay Product Co. will erect a tile factory here in the spring. The site consists of forty acres, on which there is enough coal for steam purposes to run the plant a number of years.

Chatham — Hale & Nevins are building a mill plant here and expect to start it in a few weeks. The firm own considerable timber in this vicinity and will manufacture pine and cedar shingles and hemlock and hardwood lumber.

Au Sable—Paul Hoeft, of Rogers City, has closed a deal for the sale to the H. M. Loud's Sons' Co. of 12,000 acres of timber land in Presque Isle county, saw mill, docks and the steam barge Starke, the consideration

being stated at \$150,000. Mr. Hoeft will operate the sawmill the coming season for the purpose of clearing up his stock of logs. The lands included in the deal are heavily timbered, mostly with hardwoods.

Hammond's Bay—Holihan & Robins have bought several hundred acres of pine land near this place and adjoining a tract previously owned by them and are said to own now the largest single tract of pine left in Presque Isle county.

Detroit—The J. D. Bourdeau Co. has been incorporated to manufacture cereals. The company has an authorized capital stock of \$40,000, of which amount \$20,000 has been subscribed, \$2,000 being paid in in cash and \$18,000 in property.

Benton Harbor—A corporation has been formed under the style of the Memphis Column Co. to manufacture lumber. The company has an authorized capital stock of \$50,000, of which amount \$26,000 is subscribed and \$5,000 paid in in cash.

Au Sable—The Hub City Boiler Co., organized last week at this place, has commenced operations in temporary quarters. The new firm will manufacture marine, stationary and portable boilers, smoke stacks, refuse burners, elevator and mill chains, etc.

Holly—A corporation, limited, has been formed under the style of the Holly Bending Co., Ltd., for the purpose of manufacturing lumber crating and bent goods with an authorized capital stock of \$3,000, all of which has been subscribed and \$1,500 paid in in cash.

Layton Corners—A new company has been incorporated under the style of the Maple Grove Elgin Butter Factory for the purpose of manufacturing butter. The corporation has an authorized capital stock of \$4,000, all of which has been subscribed and paid in in cash.

Pontiac—The business formerly conducted under the style of the Michigan Refining Works has been merged into a stock company under the same style, with an authorized capital stock of \$50,000, of which \$25,000 has been paid in, \$5,000 being in money and the remainder in property.

Cheboygan—Lombard & Rittenhouse, who are operating in cedar east of Sable Lake, have begun the erection of a shingle and tie mill, the machinery for the plant being in transit. The product will be hauled to Grand Marais and shipped by rail and water. The mill will be ready for operation in February.

Traverse City—A new corporation has been formed under the style of the East Head Lumber Co. for the purpose of conducting a lumber business. The authorized capital stock of the new company is \$10,000, all of which has been subscribed and paid in in cash. W. N. Kelly holds 950 shares; Geo. R. Beeker and Walter L. DeWitt hold 25 shares each.

Detroit—A new company has been incorporated under the style of the Roberts Bros. Manufacturing Co., which will manufacture brass and iron goods. The authorized capital stock of the company is \$150,000 common and \$50,000 preferred, of

which amount \$100,000 is subscribed, \$47,834.02 being paid in in cash and \$7,364.98 in property.

Confronted With the Mail Order Problem.

Big Rapids, Jan. 9—Being a subscriber of your valued paper for a number of years, I would like to ask for a little information regarding the mail order supply house business, and of there are any suggestions you can give the retail dealers in general how to combat the inroads they are all making in the business of the retail merchant. During the past three or four years my business has fallen off fully 20 to 30 per cent., especially with the farmer trade, which was my main source of revenue, and which class of people have invariably run credit accounts with me, but it seems that they do not hesitate to make up a considerable order, especially on standard grades of goods, and send the cash along in advance to the mail order house, and hold me up for months before paying their long-overdue accounts. These mail order houses seem to make it a point of advertising standard grades of package goods, such as soaps, washing powders, cereal foods, coffees, etc., at a very low price—lower than what I can afford to sell the goods at and make a living profit. Another feature that is cutting in on the retail grocer is the tea and coffee peddler, selling a miscellaneous line of tea, coffee, extracts, baking powder, etc., and giving prizes with the goods. Between the two the competition is becoming so fierce that it looks as though it would put some of us retailers out of business.

I presume that you have had complaints of this nature from other dealers, and with your wide experience you would certainly confer a favor on the retail merchants if you could suggest a remedy.

Retail Merchant.

Beware of Creamery Butter Fraud.

Lansing, Jan. 9—Ann Arbor merchants narrowly escaped being victimized by the "creamery butter" deal, which cost local grocers several dollars.

The State Dairy and Food Commissioner and Deputy Harvey Ferguson Saturday afternoon confiscated 600 pounds of oleomargarine, which had been sold as prime dairy butter to Ann Arbor merchants.

The deal was worked Friday, just as it was here. A man giving his name as R. J. Curtis, and who represented himself as dealing in butter made by the Crystal Lake Creamery, of Crystal Lake, Ill. The alleged butter was to be paid for when delivered, but before it could be taken from the freight office by E. L. Harris, to whom it was consigned, the officers had confiscated it.

Curtis and Harris worked a similar game in Lansing, but collected the money.

Neither Curtis nor Harris could be located in Ann Arbor.

Henry J. Vinkemulder has gone to Milwaukee to attend the annual meeting of the National League of Commission Merchants.



The Produce Market.

Apples—Steady and strong at \$3 for ordinary, \$3.25 for choice and \$3.50 for fancy. Quotations on a number of varieties of apples have been withdrawn as the supplies are exhausted. The movement, however, has shown rather an increase this week as the supplies of the retailers seem to have been cleaned up and they are now in the market for more. There are enough varieties left for all probable demands. Prices are unchanged, but show a firm tendency as the stock now offered is largely fancy goods, the cheaper grades having been gotten out of the way.

Bananas—\$1.25 for small bunches, \$1.50 for large and \$2 for Jumbos. The movement is about what is expected at this season. Prices are stationary. Receipts are coming in fairly good shape.

Butter—Creamery has advanced to 27c for choice and 28c for fancy. Dairy grades are active at 21@22c for No. 1 and 15c for packing stock. Renovated is in great demand at 22c. Fresh creamery is in active demand and extras are very hard to obtain in sufficient quantities to meet the demand. The call for packing stock is better and this grade is up about a cent. Dairies have been coming in a little more freely. Ladles are in slow demand so that the ladlers are not buying much packing stock. The market appears to be a firm one.

Cabbage—75c per doz.

Carrots—\$1.20 per bbl.

Celery—30c per bunch.

Cranberries—Lake Howes have been marked up to \$14 per bbl. If they continue to advance they will soon be off the market. The figures are now so high that the trade is cut badly. New York quotations made Michigan jobbers recently have been simply prohibitive. As long as the present stocks last they will be sold at prices based on their cost, but if any more have to be ordered the figures will have to be advanced.

Eggs—Local dealers pay 22c on track for case count for strictly fresh, holding canded at 24c and cold storage at 20c. Receipts of fresh are liberal, exceeding the demand. Dealers are husbanding their stocks, however, in the expectation that a cold snap or blizzard may shut off on supplies and thus enable the trade to maintain the price at the present basis.

Grape Fruit—Florida is in fair demand at \$5.50@5.75 per crate.

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

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

Lemons—Both Californias and Messinas fetch \$3 per box. The market is well supplied and demands are moderate. Receipts are increasing slowly.

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 improving.

Oranges—Floridas have declined to \$2.50. Californias are also lower, fetching \$2.75 for Navals and \$2.90 for Redlands.

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 growing stronger daily, giving hope to the trade that the movement may resume its former impetus.

Squash—Hubbard, 1c per lb.

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

Has Finished Its Season.

Holland, Jan. 9—The Holland Sugar Co. has closed its season, after a run of nine weeks, during which time the factory has manufactured 5,300,000 pounds of sugar from 23,800 tons of beets.

Farmers are showing willingness to continue in the business of growing beets and are signing contracts every day, at the company's office here, for next year's acreage.

It is no longer necessary for the Holland Sugar Company to send out solicitors to secure the signatures of farmers to contracts to grow sugar beets for the factory. Patrons of the local factory are the most successful growers of beets of any class of farmers in Michigan. They understand the work thoroughly. They are industrious and care for the crop properly from the time the seed is sown until the beets are ready to harvest.

Short Sayings of Great Men.

Phil. Klingman: Many a home is nothing but a furnished house.

L. J. Stevenson: A deadbeat is a live proposition to deal with.

James McInnis: Better one flower for the living than a barrel of salt tears for the dead.

Geo. H. Seymour: A tobacco dealer's visions of wealth are not necessarily pipe dreams.

J. Herman Randall: True happiness consists not in what we are given, but what we give.

Bishop Richter: The wedding bell tolls the knell of the society belle.

Mel. Trotter: It is remarkable what things these days do dub themselves religion.

The marriage of Miss Minnie Levinson, of Charlevoix, and Mr. Adam Goldman, President and General Manager of the New York and St. Louis Consolidated Salvage Co., of St. Louis, Mo., will be solemnized at Charlevoix on Tuesday, Jan. 30. Mr. and Mrs. Goldman will be at home after March 15 at Hotel Hamilton, St. Louis, Mo. The Tradesman extends congratulations.

Theodore S. Dressler has sold his grocery stock at 279 Seventh street to Cornelius Quint and A. Hiedema, who have taken possession.

"Common" friendship sometimes helps a man uncommonly.

The Grocery Market.

Sugar—Refined sugar is unchanged, except for an advance by Arbuckle Bros. of softs to a parity with the other refiners. This involved an advance of from 5 to 20 points, and it seems to have stopped a rumor that the Arbuckles intended to use cut-priced soft sugars as a leet with which to get in their granulated.

Coffee—It is now conceded that a syndicate with almost unlimited capital—backed by the Standard Oil it is said—has made arrangements to take over the entire Brazilian crop. This being the case the fate of coffee practically rests in the hands of this syndicate. What they will do remains to be seen, but it would hardly seem likely that they would reduce prices. It is believed in some quarters that President Roosevelt will declare a retaliatory duty against Brazilian coffee on account of the duty that that government has put on some American products, notably lumber. This is another argument on the bull side. In the meantime the retailers are beginning to stock up again and wholesalers are generally advising the trade to buy for all near requirements. This makes a good business.

Tea—There have been no developments of any character during the week. The list is steady and unchanged throughout. Petitions protesting against a tea duty are still being adopted by the trade in various sections of the country, although at no time, apparently, has there been any intention on the part of Congress to restore the tariff on tea.

Canned Goods—Corn is as active as any line of canned vegetables. It is being worked to a finish as a leader in many grocery stores and the consumption this year will certainly be enormous. Tomatoes continue to occupy the center of the stage and the market has shown signs of firming up the past week. Just how much this will amount to it is hard to say. The consumption of this vegetable will undoubtedly fall off greatly as compared with last year, owing to the high price. Peas are firm, but not particularly active. Beans, both string and wax, are quiet and held generally firm. Other vegetables are showing no particular activity. Asparagus has been in good demand all winter and supplies are rapidly dwindling. Canned fruits have not moved very much since the holiday trade. That is, there has been no great demand for fancy lines. Standards and water goods have gone out and a few of the extras. The market is holding firm, especially on apricots, peaches and apples, with other lines following close. The question of where the apples are to come from before the year is out is becoming an interesting one. They are certainly not plentiful. Canned fish are generally quiet. Salmon holds strong and all signs point to a high market through the remainder of the year. Canned fresh oysters are moving well. Coves are also in demand.

Dried Fruits—Currants are in the usual post-holiday demand at unchanged prices. Seeded raisins are unchanged and very dull. Within the next few days it will be decided what

the relations between packers and growers are to be. Loose raisins are unchanged and in light demand. Apricots are quiet at ruling prices. Apples are unchanged and firm. The coast market on prunes remains steady on a basis of about 3¼c. The Eastern spot market is also unchanged at 3½@3¾c basis. The demand is fair. Peaches are scarce and high, but in fair demand. It looks like higher prices a little later.

Rice—Rice is steady, but not particularly active. It is likely that the market will live up within the next thirty days. Prices hold firm.

Syrups and Molasses—Compound syrup is in fair demand at unchanged prices. Sugar syrup is in the usual small grocery demand, with prices unchanged. The medium grades of molasses have advanced 2@3c per gallon since the last report, owing to an advance in cane juice which has been produced by the approaching end of the season. Fine grades are in very small supply, but without further change for the week. The demand for molasses is fair.

The Grain Market.

The wheat market the past week has shown very little change, fluctuations having been narrow and within a range of 1c per bushel. Deliveries from first hands have been quite liberal. Argentine shipments for export are also liberal, and with fair offerings from other countries, foreign markets have been quiet, with a slightly lower tendency. The main bull argument for higher prices at present is the fact that the price is now 35c per bushel lower for spot wheat than it was one year ago. Conditions are entirely different on the present crop, however, and it does not seem that the present available supply would warrant fancy figures this year.

The corn market has shown very little change for the week. The tendency is a fraction lower, with receipts fairly liberal, but fully sufficient to take care of the needs of the trade. The demand locally will undoubtedly become more urgent during the next two or three months as local stocks are being used up quite rapidly and feeders will have to come onto the market for outside goods.

The oat market is unchanged, receipts are liberal and prices are practically the same as one year ago, possibly one and a half cents per bushel dearer. There is a large percentage of the crop still in first hands, and we do not anticipate any material change in values, at least for the present.

L. Fred Peabody.

W. R. Brice, senior member of the firm of W. R. Brice & Co., commission merchants of Philadelphia, is spending the week in Michigan, visiting the creameries whose output he markets. He is accompanied by Mr. Kane.

Wm. Graham, dealer in groceries and flour and feed at 406 South Division street, is succeeded in business by W. W. Procter, who formerly conducted a grocery store at Alto.

WINDOW TRIMMING

Local Advertisements and Windows Should Coincide.

An eminent authority on the subject included under the capitals at the head of this column writes:

"All merchants admit that they should have show windows in which to display their goods, but many look upon them as a necessary evil to be disposed of in the quickest and cheapest manner possible. This is a great mistake. Good window displays can not be produced by 'going it blind' and depending upon inspiration. To do the work well first decide what to use and then how to use it. Having done this, you have a foundation on which to start, and you can develop and improve as you go. Before removing a display decide what is to replace it. You will accomplish more in less time by having a definite plan.

"Elaborate displays are inadvisable. It is not the flashy windows which do the most good but the simple and effective ones frequently changed.

"The amount of money spent in fitting and maintaining show windows, which is evident to every observer, proves the value of this method of advertising.

"It is a mistake to stick to any one method of advertising, for in this age of progress the fickle public soon turn from the old idea and are attracted by the new. To be profitable advertising must attract people and, having done this, it should hold their attention until they are interested in your proposition. Time was when a show window was considered an auxiliary to the newspaper advertisement, but to-day it is considered equally effective by all having an opportunity to use it. One is necessary to the other. If you have a special sale of any article advertise it in the newspapers and at the same time show the article in the window. Newspaper advertisements will bring people to your door and a properly arranged show window will stop them and bring them in."

* * *

The matter touched on in the last paragraph is not given as much attention by the average dealer as it merits. If he advertises a certain article extensively in the local and county papers and then has no prominent sign of it in his windows and about his store, the chances are that those reading the advertisements will not be impressed particularly with the desirability of purchasing same, and so the opportunity of many more sales is let slip through the fingers. The "splurge" in the advertising media is merely regarded as so much "gas." The newspaper publicity and the window trims should go hand in hand, as it were, like two inseparable chummy sisters. One should not be seen without the other and thus is the reader's mind held in accord with that of the dealer. "Suggestion" is made the

most of and the hypnotism or "jolly" of the clerk "does the rest."

* * *

By the way, the subject of the modern "jolly" might have a chapter all to itself. It is not made the most of by too many behind the counter. Of course, it must be adjusted to fit the case in hand. It must be handled with nicety or delicate sensibilities are apt to be jostled. "A little flattery is relished by the best of men," but too much of the feast is satiating. It must be delicate, subtle, evanescent, elusive, yet distinct enough to be felt.

* * *

The midwinter dullness is reflected in many of the show fronts. Certain all-the-year-round goods, however, that may be displayed at any time of the year, have the advantage over one-season merchandise.

Mr. Bush, at the Giant Clothing Co., has managed to impart his perennial enthusiasm to a big windowful of shirts—just the stiff-bosomed ones in dainty colors and patterns. It takes a master hand so to arrange a large space with only one sort of article that the passerby stops to gaze in spite of himself, and which display shall win, to quote Macbeth, "golden opinions from all sorts of people."

Making an Effort to Secure New Industry.

Adrian, Jan. 9—Interviews with the leading business men and manufacturers demonstrate that almost without exception the year 1905 was the most prosperous ever experienced, and all are of the opinion that 1906 will be even better.

As one business man puts it, Adrian has not had a boom, but has been steadily growing for the past five years, which is much better for any town than to have a boom and go ahead a little and then fall back into the old rut after the boom has spent itself.

The past year was the best the fence factories ever had and, according to the officers of both the Page and Lamb companies, there are more orders ahead now than they ever had before at this time of the year.

There have just been some changes in the Palmer Furniture Co. When the company was organized thirteen years ago the stock was all taken by A. E. Palmer, John H. Purdy and Charles F. Raynor. These three have continued to constitute the company until this week, when Arthur A. Palmer bought the interests of Messrs. Purdy and Raynor. The company will continue to be known by the same name for a time, but will be changed later to include the name of the son.

The Business Men's Association is negotiating with the Eames Pulley Co., of Three Rivers, and will probably be successful in its effort, as the company is anxious to locate here. The proposition is to organize a new company, with the Eames people holding half of the \$25,000 stock and the remainder subscribed in this city.

An ideal woman keeps house in an air castle.

WHAT MAKES THE MAN?

The Disposition To Choose Well Your Company.

How to settle \$3,000 of debt with \$250 is a disagreeable problem. I was asked to assist in solving it a few days since by a young couple who, having been married three years, find themselves faced with it.

"The question is, Whatever are we to do? That was the question tearfully put to me by the wife. The husband wanted to know what was the best way out of the confounded mess. They both admitted that they "suppose" they must have been thoughtless, but how they fell into such a mistake they can not imagine. I quite believe them. Ninetenths of the people never know how they make their mistakes, or even know that they have made them, until they are faced with the disagreeable consequences.

As a matter of fact, these two young people are victims of the things around them, in the shape of persons of much superior wealth. When I remarked to the wife that her dress bills were ridiculously large, she impressed upon me the fact that none of her friends was so economical. The husband protested that he "skimped" himself horribly when he compared the little amusements he allowed himself to those his acquaintances indulged in. What are cab fares compared to the expense of keeping an automobile, for instance?

"You are the first person that ever accused me of extravagance," declared the husband, bitterly. "I believe you are in a bad temper to-day. Have a cigar?"

He handed me the box. These cigars cost 15 cents apiece when bought by the 500.

"And you would not have me look a fright when I go out, would you?"

urged the wife. "The costumes I wear are wonderfully cheap, comparatively."

"Compared with what?" I asked. "Why, the costumes I see around me."

"Ah, I was comparing them with your income."

Dean Hole had a story of a man whom he strove to convert to the propriety of working at least three days a week. He even went so far as to declare that the man's ordinary condition was one of idleness.

"Idle. What, me? Me idle! Well, that's good!" retorted the man. "Why I don't know a man that works harder than I."

It was perfectly true. He did not. He selected his company, and among his companions there were none more industrious. He looked upon himself as a model laborer.

In a case before a police court judge the other day a defendant charged with being drunk declared that it was quite impossible, as he had had nothing to drink.

"But you did not sit in a bar-room for three hours without drinking something?" remarked the magistrate.

"But a matter of eight pints," replied the man. "That's nothing, surely? Why, the other fellows had ten or a dozen!"

He regarded himself as on the verge of being a total abstainer.

Scientists are continually telling us that things adapt themselves to their environment. It is an inevitable law of nature. If you go down into the sea to a sufficient depth you may find there fishes that have eyes but no sight. Scientists declare that the fish had sight once, but being tempted to lie in darkness, the sight at last went. People are more like these fish than they are apt to imagine.

Our Improved 1906 "American Beauty"

The Marvel Show Case of the Age

It is Destined to Revolutionize all Present Methods of Display

You cannot afford to outfit your store without looking into its merits, as also into those of our other unsurpassed line of cases and fixtures.

Consult us when in need of help in rearranging or planning your store equipment. Our "Expert" is the only up-to-date authority on store outfitting.



"American Beauty" Case No. 400

Send for copy of our catalogue A showing the most varied styles of floor and wall cases—also for catalogue C describing our new "Twentieth Century" clothing cabinet.

THE GRAND RAPIDS SHOW CASE COMPANY Grand Rapids, Mich.

New York Office 718 Broadway. Same Floors as Frankel Display Fixture Co.
The Largest Show Case Plant in the World.

QUINN SUPPLY CO.

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

KALAMAZOO, MICH.

They are affected by the things around them—affected, too, without knowing it.

One of our great explorers, having spent a considerable time among one of the dirtiest tribes in South Africa, was quite surprised when he returned to civilization to find that his reception by his former friends was by no means so cordial as he anticipated it would have been. He kept his indignation to himself for some time, but at last unburdened himself to a confidant.

"It only shows," he remarked, "how people forget, even in a short time, the friend they used to highly regard. And I have done good turns to many of them, too! But, I suppose, ingratitude is a part of human nature."

"It is not that, my dear fellow," exclaimed his friend. "It is not that quite. The fact is—ahem! The real fact is—ahem!—that you—you don't wash quite often enough!"

It was perfectly true.

The things around us, in the shape of human beings, have wonderful influence on us. I have known people to adapt themselves to their human environment in an alarming fashion, and quite unconsciously. The girl who is in the midst of extravagance absorbs it and becomes extravagant; and the man who finds idleness and carelessness around him takes them in.

It is worth while, then, to occasionally have a good look at the faults or the good qualities of one's comrades.

"I defy the man who keeps idle company not to be idle," said Lord Kitchener; "and the man who keeps company with those who are energetic will generally catch it. Every man is a center of contagion, as it were, of qualities good or bad."

The human things around us are potent to affect us—the human beings one chooses to associate with. Those whom we are by accident forced to meet exert nothing of the same power, or, at least, we can mitigate their influence over us enormously. One should pick the people one can choose carefully.

There are a vast number of things around us that one is free to exercise a choice in, and that have an enormous influence on life. People ignore them frequently. Abernethy, the great physician, was speaking of the effect of the little things in a room that affected the inhabitant, when a man expressed his opinion that a man was superior to such things.

"It is not a person's surroundings, it is himself," he declared. "A man or woman must be weak not to be superior to the petty details of the room he sits in."

Abernethy undertook to make the speaker's room uninhabitable by merely changing the paper on the walls. The man challenged him to do his worst. Abernethy had them papered a dead black. His victim gave in at the end of a few weeks. He declared he felt dead and buried before his time. People who live in gloomy surroundings must not be surprised if they are gloomy.

The rooms people inhabit have a subtle influence on them. Doctors

have in late years discovered a good deal about the effects of rooms. I was some time since in search of a flat, and was shown over one which seemed suitable until the attendant at last opened a door and I looked into absolute blackness.

"What is this for?" I asked.

"This is the sixth bedroom," he explained, striking a match. "You can put a servant in here."

I have a great belief in sunshine in a room, especially in the morning. It can not always be managed, but a sunshiny room is a marvelous send-off to work. Anyway, a bedroom should be peculiarly attended to. It sees the end of one day and the beginning of another. In it one seeks rest from the fight, the sorrow, or the triumph of the day. In it one gets the first impressions that are to help one through the day.

I was some time since in the country and was made the guest of an acquaintance. I was considerably surprised, on rising in the morning, to find facing me—pinned on the wall in front of my shaving glass—a small piece of paper, on which was written in ink: "What thy hand findeth to do, do it with all thy might."

I had a good deal to do that day, and I took that paper as a gentle hint; but I said nothing about it. At night, after dinner, I was smoking a cigar with my host, when he began:

"I must apologize to you," he said. "A little blunder. I hope you will not be offended. I have felt exceedingly lazy of late, and I wrote something out on a piece of paper which I wanted to remember in the morning. I pinned it up over my shaving glass, so that I should see it, and you were put in my room, so you got the benefit of it, you see. It's a habit I have got into. I find it helps me."

I can not imagine any better habit. My host is an example of its efficacy. Benjamin Franklin used to do the same. Napoleon used to have his war maps hung up round his camp bedstead. One of our greatest politicians has a verse of poetry containing some great thought pinned up on his bedroom wall, so that he can read it the last thing at night and the first thing in the morning.

Pictures nowadays are wonderfully cheap. I have an immense belief in their influence for good or bad. I would like to see in every one's room a picture of the hero or heroine whose qualities they most admire and whom they most wish to imitate.

"The portrait of a great man or of a noble woman throws around us the companionship of their magnificent qualities," said Oliver Wendell Holmes. And I believe him.

Gladstone once, standing in front of a wonderful portrait of one of our noblest modern characters, said:

"How hard it would be for any one looking on that picture to have mean thoughts."

I was talking to one of our military commanders, and rummaging in his pocket he drew out a likeness cut from a newspaper. It was old, and he had it pasted to a piece of calico to keep it together. He did not mean for me to see it, but as it

slipped out accidentally he thought an explanation needed.

"I have had that picture since I was 16," he said. "I can not tell you how much that face has helped me."

I know of few faces connected with the theatrical profession likely to be of service to any one not connected with it, as inspirers of useful thought. I am not speaking of so-called "beauties" or ephemeral celebrities, which are so plentiful in the shop windows, when I recommend portraits as helpers.

E. G. Minnick.

Saginaw Tannery Has Doubled Its Capacity.

Saginaw, Jan. 9—This city is able to boast of having among its varied industries one of the largest tanneries in the State—that of F. W. Carlisle & Co. Under the management of Frederick W. Carlisle, the senior member of the firm, it has grown steadily from small beginnings to its present splendid proportions.

For the past year or more improvements have been in progress. These are now completed and make the output of the plant twice that of a year ago. These include the putting in of the latest machinery and the adoption of the most modern processes. New buildings have been added and the company has now a floor space of 100,000 square feet with which to carry on its work.

At present about 200 hides go into the tannery every day, and the same number come out ready for the market. At the present time there are 60,000 hides or 120,000 sides of hides in the several processes required to bring out the tanned product. This requires a period of four months to complete.

About twenty-five cords of bark a day are used, the greater part of which is secured in Northern Michigan. This item alone amounts to \$10,000 per annum. Very few hides are secured in the vicinity, being practically all received from Chicago packers.

Change of Ownership of Owosso Factory.

Owosso, Jan. 9—F. J. Twogood, proprietor of the ornamental woodwork factory, has sold the business to G. W. Lord, of Milwaukee, who has taken possession. This factory turns out all kinds of ornamental woodwork, but a specialty is made of altars and chancels for Catholic churches.

The Zimmerman baseball bat factory has resumed operations, after having been closed down for repairs.

Business in all lines in this city is particularly good this winter and manufacturers and merchants are looking for a good run of business the coming year. During the past year Owosso did not have any sensational boom, but had a steady, persistent increase in business and in the number of new homes built. A new school house, a new church and a new factory have been built, besides more substantial residences than were ever built here in one year before. Lumber dealers report an increase of 75 per cent. in building operations over any previous year.

No. 1.



Dear Mr. Grocer—

This introduces "Bill Borax," one of the "20," a Prince of good fellows, who represents the King of Profit bringers,

"20 MULE TEAM" BORAX.

his line,

"20 Mule Team" BORAX, BORAXO (delicious bath powder), BORAX WHITE SOAP and BOBORAX WHITE SOAP will commend themselves to you for the following very good business reasons:

"20 MULE TEAM" BORAX is the Standard brand of the world—its trade-mark



is a Guarantee of Purity to the Consumer and

PROFIT TO YOU.

It has been largely advertised and will be more so, because

an Advertising Department consisting of men trained in Profitable Publicity Producing has just been established to

Help you sell "20 MULE TEAM" BORAX by large, continuous and more attractive publicity than ever before—publicity that arrests attention, invites investigation and Sends people to you for the goods.

It's then up to you to deliver the goods, and please remember that the dealer nowadays that delivers the goods called for, without question, substitution or quibble,

IS THE POPULAR DEALER, the one the people go to and have confidence in.

THE DEALER THAT GETS THE TRADE.

So, Mr. Dealer, we want you to know Mr. William Borax, cultivate him, read his advertisements and literature, send to his nearest branch for booklets and advertising matter to hang up in your store and window—meanwhile,

won't you please send in an order through your jobber for "20 MULE TEAM" BORAX and BORAX SOAP?

It will be profitable to you, continuously so, besides bringing you a trade that you will appreciate.

Yours for business.

Pacific Coast Borax Co.
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Want some booklets?
Sure—How many?



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E. A. STOWE, Editor.

Wednesday, January 10, 1906

HISTORY REPEATING ITSELF.

The aptitude which the American people possess for peaceful and orderly organization when any great movement is to be undertaken naturally assumes that people of other races and nationalities are as easily handled.

It is this notion that has led so many of our people and press to believe that the Russian nation will soon settle down in peace, order and quiet under a constitutional government. There are not a few who are looking for the establishing of a republic, while many others expect nothing less than a constitutional monarchy.

All the probabilities are that neither is possible for many years to come. The Russian people for the most part are densely ignorant and illiterate. They are just what their ancestors were for many generations. They have no idea of constitutional rights or restraints. They are like other beasts of burden, under ordinary circumstances submissive to their drivers and masters, but when once, through some powerful social and political convulsion they are stampeded from their ordinary conditions of obedience and subjection, they become utterly wild, frantic, unmanageable and savage, and there is no power unless it be overwhelming force that can stop their mad career.

The Russian people are in much the same condition in which the French population found itself something over a century ago. They were downtrodden by a despotism that regarded them as no better than beasts of burden. They were impoverished to the last degree of misery by the rapacious and merciless tax-gatherers. In that day the French kings, greedy for money to lavish upon their luxurious profligacy, farmed out the collection of taxes to an intendant or overseer and forced him to advance cash to meet their demands before he could collect it from the people. The tax collectors, casting aside all restraints of law, if there were any for the protection of the people, had only one care, and that was to wring from the wretched population every sou possible.

This sort of thing had been the rule through several reigns, and finally

it became unbearable. The worm turned, and under the leadership of intelligent and for a time of patriotic men the revolution started out by the use of firm but moderate measures to secure a constitutional government in which the rights of the people would be recognized and protected.

But revolutions, although they may start out under the management of prudent, patriotic and praiseworthy leaders, soon fall into the hands of the most radical, self-seeking, reckless and ferocious men, who carry on the movement in their own interests and to forward their own desperate schemes, and here it will not be out of place to recite in brief the successive stages of the French Revolution, which commenced in 1789 with the storming of the Bastille and ended in 1799, when Bonaparte drove the Council of Five Hundred from its hall and assumed control of the nation as First Consul. The Revolution lasted ten years before law and order under a stable government were re-established.

The revolution was preceded by a period of disquiet and dissatisfaction so serious that King Louis XVI. could not disregard it, and he called in council the Assembly of Notables to consider the situation.

The Assembly met in February, 1787, and resolved to call for the meeting of the States General, which had not assembled for 175 years.

The States General, composed of 308 ecclesiastics, 285 nobles and 621 representatives of the citizen landholders who were known as the "Third Estate," opened its session in May, 1789.

In June of the same year, seeing that the States General could agree on nothing, the members who constituted the "Third Estate" seceded and set up a legislative body, which they denominated the National Assembly.

Then commenced the revolution. In July, 1789, the people stormed the Bastille, a prison castle in the heart of Paris. The Assembly changed the title of the monarch from King of France to King of the French. In July, 1790, the French government was declared to be a limited monarchy.

In 1791 the King and royal family tried to escape from France and were arrested at Varennes and held as prisoners.

The year 1792 was signalized by bloody riots and massacres in Paris. The National Assembly gave place to the National Convention, which abolished royalty and proclaimed a republic.

The year 1793 opened with the trial and execution of the King and the commencement of the Reign of Terror, in which the leaders, who had become possessed of absolute and arbitrary power, began to make war on each other, everyone aspiring to supreme control. One of them, the bloody Marat, was stabbed to death by Charlotte Corday in revenge for the slaughter of the Girondist party, instigated by him; Danton, another leader, was sent to the guillotine in 1794, leaving Robespierre at the head of affairs. He became a terror even

to his friends as well as his enemies, and they formed a combination for his overthrow and sent him to the guillotine July 28, 1804. The Reign of Terror, which lasted for a year and sent thousands of men, women and children to the scaffold, was now over. There were some weak attempts to restore public order and to legislate for the country, when Bonaparte, victorious in many battles, had become the idol of the people, who were eager for some safety for the lives of citizens and some degree of protection for their rights, and they raised him above the heads of all the revolutionists and placed him in control as First Consul. He immediately took charge and restored order and public security. This occurred in November, 1799, and the conversion of the Republic into an empire soon followed, with Bonaparte on the throne. Then commenced his wonderful career which raised France to the head of the nations and made the Emperor the most noted man in the history of the modern world, a man who is to-day more spoken of and written of than any other whose name is recorded in history.

Patrick Henry, in one of his celebrated speeches foretelling the American War of Independence, declared that it is only from experience of the past that the future can be judged. So far as the history of the French Revolution can throw any light on the future of Russia, it is difficult not to expect the violent death of the Czar, the overthrow of all law and public order through the leadership of the Nihilists, who are directing the present revolt, and a state of bloody and fiery anarchy for the great empire until some powerful will and strong hand shall take charge of the situation and reduce it to orderly control.

Events move more rapidly in this age than they did a century ago, but several years may elapse before the revolution can work itself out. All the indications are that Count Witte, well-meaning as he is, and loyal as he means to be to the great trust and the tremendous responsibilities imposed on him, is not strong enough to harmonize and rule the discordant and fiercely conflicting elements with which he has to deal, and his administration will go down in a tremendous storm of blood and fire. Should Russia escape such a doom it will be only through some divine interposition for which all civilized nations should devoutly pray.

With the completion of a line from Lima to Findlay, Ohio, it will be possible to travel by trolley from Titusville, Pa., to Crawfordsville, Ind., a distance of about 615 miles. The importance of the event is made more obvious when it is stated that the connected properties in Ohio include forty-eight roads in Ohio, with a total mileage of 2,261; eight systems in Michigan, with a mileage of 482; eleven systems in Indiana, with a mileage of 888, and three roads in Pennsylvania, with a mileage of seventy-five; a total of seventy individual lines, with a total of 3,706 miles, not taking into account the city lines.

GENERAL TRADE OUTLOOK.

The advancing weeks of January are attended by as favorable conditions in general business as could be anticipated. Wall Street markets are characterized by the longest period of bull activity known in their history, and while there are enough excuses in the way of sensational declarations from some of the most noted financiers as to need of reform in our monetary system, etc., to start a reaction, the prospects seem as remote as ever. While money has been very slow in resuming normal conditions, and still continues high, there is little apparent effort in retarding operations, as the volume of activity is unusually great for the opening of the year. Prices have shown considerable irregularity owing to unexpected developments as to dividends, etc., but on the whole continue high, many properties making new high records.

Continued warm weather in some localities has affected seasonable clothing trades somewhat, but this is more than offset by the greater opportunity for the prosecution of building operations and other enterprises requiring favorable weather. Then the advent of more seasonable conditions in such localities is helping out in this regard as there is plenty of time for winter yet. Weather conditions in this and adjoining states have been ideal for general trade, enough of winter to bring the goods into demand and pleasant enough to afford abundant opportunities for shopping.

Resumption of industrial operations after the holiday interruptions is unusually prompt and general. In all lines orders on books are sufficient to assure activity for a long time to come. Continued high prices of materials and labor would seem serious factors to deal with, but whenever the necessary advances are made in the price of goods the power of consumption seems equal to meeting them. Demand for iron and steel products keeps the volume of business at the greatest, with a tendency, of course, to higher prices. Operators, however, are slow in making undue advances as they prefer to continue the present profitable conditions as long as possible.

A New York man has just succeeded in an action for divorce from his wife. She put in a counter-charge of cruelty, alleging that when she was inclined to be hilarious and tickled the soles of his feet with a feather, he did not see the joke and tried to choke her. This allegation, although sustained by the evidence, was not regarded as sufficient to excuse her action in writing love letters to another man.

A German girl who went to work as a cook for a New York family twenty-five years ago received on Christmas day a check for \$5,000 from her employer, a cluster diamond ring from his wife and a gold watch and chain from their daughter. This is substantial proof that good cooks are appreciated provided they don't change places too often.

SORGHUM CENTER.

Its One Trades Union and What Became of It.

Written for the Tradesman.

The new railroad had just struck the town of Sorghum Center and things were on the boom. Sorghum was a prosperous little village on the shore of Lake Michigan in one of the northern counties, before the railroad came, and also a sleepy one. Shadrack Sorghum had landed at this point in the late 50's from a schooner, the Sea Gem, which plied between Buffalo and Chicago in the grain trade. The point where Shadrack landed was one that nature had taken some pains with. She had thrown out into the bay a long and narrow hook of gravelly loam and sand covered with evergreen, thus forming a little bay within a bigger one where vessels could always find shelter from the storms on the lakes. In this little bight a missionary had already established himself, built a little log church and was engaged in diversified farming and reclaiming the native Indian to civilization. The Indians, under the direction of their Father Confessor, had been taught to till the soil summers and cut and get out cordwood winters, and when navigation opened in the spring the good Father negotiated with the captains of the propellers for the output, which they called for on their way up and down the lakes. In the springtime large quantities of maple sugar were made by the natives, which they moulded in wooden troughs hewn from small tree-trunks, and thus put on the market huge chunks of sweetness the like of which no art nor handiwork of skilled chemist has ever been able to fully imitate. These primitive commercial conditions were the foundation of rumors that drifted away to the lake towns that this must be a particularly favored portion of the earth. The newspapers finally got hold of the story. Adventurous tradesmen who had everything to win and nothing to lose were, as they are now, always on the lookout for a place in which they could better their condition and where competition was less keen. An article in a New York newspaper praised the qualities of the maple sugar said to be made by Indians in Northern Michigan, at the same time launching forth an editorial guess that the country that could produce such a luxury must be good for something and recommending young men who sought for new things and new fields to look the ground over.

Shadrack Sorghum was a farmer living near the shores of Lake Champlain in New York, at Shadigee Falls. He also kept the postoffice, was Justice of the Peace, school committee-man and, to use a term more modern than elegant, was the "main guy of the bailiwick." He read one of the glowing accounts of the Grand Traverse region and, filled with longing for a change, although a man past 40 he decided that this was his opportunity. Gathering together his earthly belongings, consisting of a few hundred dollars, a wife and four children, he emigrated. He went to Buffalo and took passage on the Sea

Gem. Having an eye to the future maintenance of his small flock, he loaded the family cow and a yearling heifer on the boat and brought them along.

This story has nothing to do with Shadrack's personal history nor the details of the trip, the landing in a vast wilderness, the hardships consequent on a pioneer life nor his subsequent rise in the world. Neither has it anything to do with the history of the bovines which he brought with him—although I strongly suspect that a round steak from the original cow was served me at the village hotel in Sorghum Center last spring when I was there to get material for this story.

In mentioning Shadrack Sorghum's past I do it for the purpose of showing you how Sorghum Center came to be what it is. It is quite probable that, had the Sea Gem foundered in midlake and Shadrack and his belongings gone down with her, the village that afterwards became a town of importance would have been delayed some in its growth and might have been christened some other name, in which event this story might not have been written. The things, however, that might have been have nothing to do with what is and will be left out.

Shadrack was a Yankee. That ought to be sufficient in accounting for his later prosperity and the founding of a village which bears his name. The settlers were mostly from the East, many coming from Shadigee Falls, Shadigee Lake and Shadigee Center, all in "York State" near Lake Champlain. From 1854 to 1900 is a lapse of forty-six years. You can see that those who were first on the ground must have been well past the allotted time for man to live, if any were alive (which there were not) at the time of writing this story; but their children and their children's children were there, following in the footsteps of their fathers and sitting on the doorsteps of their neighbors. The families intermarried until everybody was every other body's aunt, uncle, cousin or second wife of a half brother. This mixture of races included some of the natives, who dated their ancestry back to the followers of Chief Pontiac.

Shadrack Sorghum started a drug store. He also handled pork, clothespins, calico, flour, wood, posts, ties and furs; also shoes and boots, hats and caps, gloves and mittens. The drug business proved a boon to the natives, who found it more convenient to start a row after learning the ways of the Effete East, and many a chieftain who had been obliged to knuckle to his family and cut cordwood for their support found in the concoctions dispensed from Shadrack's drug emporium an incentive to go home and, with his tepee in one hand and a bottle of Old Crow in the other, mop up the remnants of his household and make them climb trees to escape his wrath. These are incidents in the civilization of a new country.

In 1900 the promoter found that Sorghum Center needed a railroad. Summer tourists who had been burning their bare arms along the beach

at Petoskey and Charlevoix discovered Sorghum Center, and also discovered the little green hook that reached out into the bay, and said, "Verily, this is It!" So they bought It and built a summer hotel thereon and some cottages. Then the town of Sorghum became stuck on itself and called a railroad meeting and bonded for a railroad. The railroad came and with it a general appearance of prosperity. Shadrack, who had for some years been resting under the daisies in the village graveyard, had left some relatives who knew how to guard and care for the estate and they sold lots at big prices. Hotels were built, houses erected, new stores constructed and the old town awoke on the day the first train arrived and found herself a city.

The local architects, brick masons, stone masons, carpenters, etc., were all working overtime. New men were brought in from neighboring cities, who, being union men, drew union wages. The local artisans began to feel jealous of this invasion and to agitate the question of organizing a local trades union.

The object in these preliminary remarks was to produce that psychic condition necessary for the reader to grasp the situation more readily when presented, which is as follows:

Philetus Budger was a carpenter, having served an apprenticeship to a ship carpenter in Waukesha, Wisconsin, just after the war. In addition to this accomplishment he was the local musician—had always furnished the music for occasions where a fiddle was necessary. He had served as a soldier during the Rebellion, playing the bass drum in the regimental band, and many reminiscences of his prowess as a defender of the Nation's rights were proven by the bullet holes in the drumhead, which some envious rivals attributed to natural decay or cockroaches, but which Philetus exhibited with pride to all newcomers.

Philetus was a public-spirited citizen and wanted to see the laboring classes get their just dues and when a union man was imported to lay out a flight of winding stairs in the Hotel De Sorghum, which was being rebuilt, Philetus was given a brief vacation. His daily haunts were the sanctum of the Sorghum Center Chronicle and the barber shop where the village seers and sages congregated to cuss and discuss the topics of the day. The idea occurred to Philetus that a local labor union would be a great thing. His suspicions were confidently breathed to the other tradesmen and it was agreed to call a meeting and organize. A call was published in the Chronicle, which Philetus took up a collection to pay for, inasmuch as the editor, E. Pettegrew Van Egglestye, refused to run it as a news item, and he was opposed to labor unions anyway.

The meeting was held and an organization effected. Philetus was chosen President, Hepziba Scroggins Secretary and Bildad Hooper Treasurer. The Secretary was ordered to have 500 receipts for dues printed and the membership fee was fixed at \$1 and dues 25 cents per

month. A collection was taken to start it off amounting to \$2.36. About eighteen or twenty responded to the call and all were enthusiastic. Philetus had a goodly following and everything looked rosy. The receipts were printed, but, as the bill for the work amounted to \$3.50, the Secretary was unable to procure them until the next meeting, which was called for the express purpose of making another assessment on the would-be members to cover the cost of the printing. At this meeting \$7.84 was collected and the Society looked flourishing. The Chronicle promptly delivered the goods on the receipt of the money and the treasury had a surplus of \$6.70. A Committee on Constitution and By-Laws was appointed, also a Committee on Schedule of Wages and Efficiency of Members. This last Committee also had the power to classify the different members and they were to fix the wages for the workmen in the different grades. The Committee consisted of Philetus Budger himself, Hepziba Scroggins and Beldad Hooper, being, in the judgment of the President, the only suitable persons for this important duty. Philetus represented the carpenters, Hepziba the painters and Beldad the brick layers and stone masons.

The reader will please assimilate this fact and imagine the burden of responsibility that rested on this Committee.

They met and, after several hours of critical discussion on the ability of the different members, finished their work and made their report. The meeting was held over the pool room. About eighteen members were present. President Budger arose and rapped for order. After the usual routine of opening was over the reports of the Committees were called for. The Committee on Constitution and By-Laws read a long report, which included a splendid constitution and a preamble which started off with, "We, the people of the United States, in order to form a more perfect union," etc., and wound up with a eulogy to the Stars and Stripes. This was received with such enthusiasm that the proprietor of the pool room below rapped on the ceiling with the butt of a cue and called out, "Aw, cut it out!" But the Sorghum Center trades union was an organization too far along and too independent to feel subservient to the wishes expressed and its members treated the request with silent contempt. When Philetus arose to report for the Committee on Classification and Wages every man in the hall could feel an imaginary extra dollar or two jingling in his pockets as a result of this great movement and in each face was depicted a look of sudden prosperity coming out of the reading of that report.

It is not necessary to give the report in full—it couldn't be given anyway as the remnants of the sheet of paper upon which it was written were swept up the next morning by the chore boy. But as the names were read over it was evident that those who had been placed on the list of

carpenters as only apprentices and to receive \$1.50 were about to start something. Something was started all right when Philetus read his name among two others, who were relatives of the other members of the Committee, as the only ones eligible to draw the sum of \$3.50 as competent workmen.

The report never got any farther. Philetus was set upon and called names that would not look well in print and his judgment was called into question in terms that would make lumber woods dialect look like a cancelled milk ticket. A hero of many battles with the "Johnnies," Philetus' prowess did not get under full swing until after he received a severe jolt that developed into a case of lump jaw when, backing into a corner, supported by Hepziba Scrogings and Beldad Hooper, they held the Sorghum Center trades union at bay until the Village Marshal could be sent for.

It is not safe even now, after a lapse of six years, to mention to Philetus the necessity of a trades union to promote the welfare of those who deem themselves artificers of extraordinary promise. His remembrance of the work is associated with a painful submaxillary gland and some arnica. The Secretary, so we have been told, never had the opportunity to turn the money into the treasury and, it is said, lost the \$6.70 in trying to "blow" a Traverse City horse dealer out of a jack pot on a straight open in the middle. Supply and demand and efficiency have seemed to regulate the prices paid for carpentry, painting and masonry in Sorghum Center ever since.

If there is any moral to this it may be found in the fact that the leading agitators of the trades union movement are still to be found at their old stands—the barber shop and the office of the Chronicle—where their daily discussion of every topic from the intellectual advancement of Europe to the manufacture of aluminum teaspoons is still held, and their families are happy in the knowledge that over the dining room door is tacked a motto, "The Lord Will Provide." Wilber E. Campbell.

Annual Meeting of the Michigan Bean Jobbers.

The annual meeting of the Michigan Bean Jobbers' Association will be held at Detroit Jan. 25. The programme so far as arranged will be as follows:

1:30 p. m.

Meeting called to order by the President, J. A. Heath, of Lenox.

President's address.

Address by Prof. Clinton D. Smith, of Michigan Agricultural College.

Address by M. G. Ewer, of Detroit, relative to Car Service and Average Time Agreement.

Report of Transportation Committee, A. E. Lawrence, Chairman.

Report of Arbitration Committee, E. W. Burkhart, Chairman.

Report of Resolution Committee, W. J. Orr, Chairman.

Topics for Discussion.

1. Carrying consigned stocks—Is it profitable to the Michigan shipper?

Opened by R. E. Ward, of McLaughlin, Ward & Co., Jackson. Discussion by H. J. Hankins, of Hankins Bros., Elsie.

2. Is a member of this Association justified in going into the legitimate territory of another member, who has money invested in an elevator plant, and buying beans direct from farmers and shipping them out in baglots. Opened by M. H. Vaughan, of Caro. Discussion by Henry Carr, of Saginaw Milling Co., Saginaw.

3. Definition of immediate, quick and prompt shipments. Opened by B. H. Winchester, of Stockbridge Elevator Co., Jackson. Discussion by F. G. Rounsville, of Fowlerville.

4. Bags—Is it advisable to use cheaper bags and should dealers put up beans uniform weights? Opened

by Burdick Potter, of Burdick Potter & Son, Fenton. Discussion by K. R. Smith, of Ionia.

5. The Detroit prices on beans and their effect on Michigan dealers. Opened by G. W. Young, of Hathaway & Young, Pewamo. Discussion by F. M. Sheffield, of Ferrin Bros. Co., Detroit.

6. The Association—Its work and the place it should occupy. Opened by W. R. Botsford, of H. E. Botsford & Co., Detroit. Discussion by C. E. De Puy, of C. E. De Puy Co., Pontiac.

7. Irregularity in buying and selling. Opened by C. H. Barrett, of S. M. Isbell & Co., Jackson. Discussion by J. N. Weaver, of Weaver & Watkins, Milford.

8. Bean speculation—Its danger to

our members. Opened by E. L. Wellman, of Valley City Milling Co., Grand Rapids. Discussion by F. M. Townner, of F. M. Townner Co., Morrice.

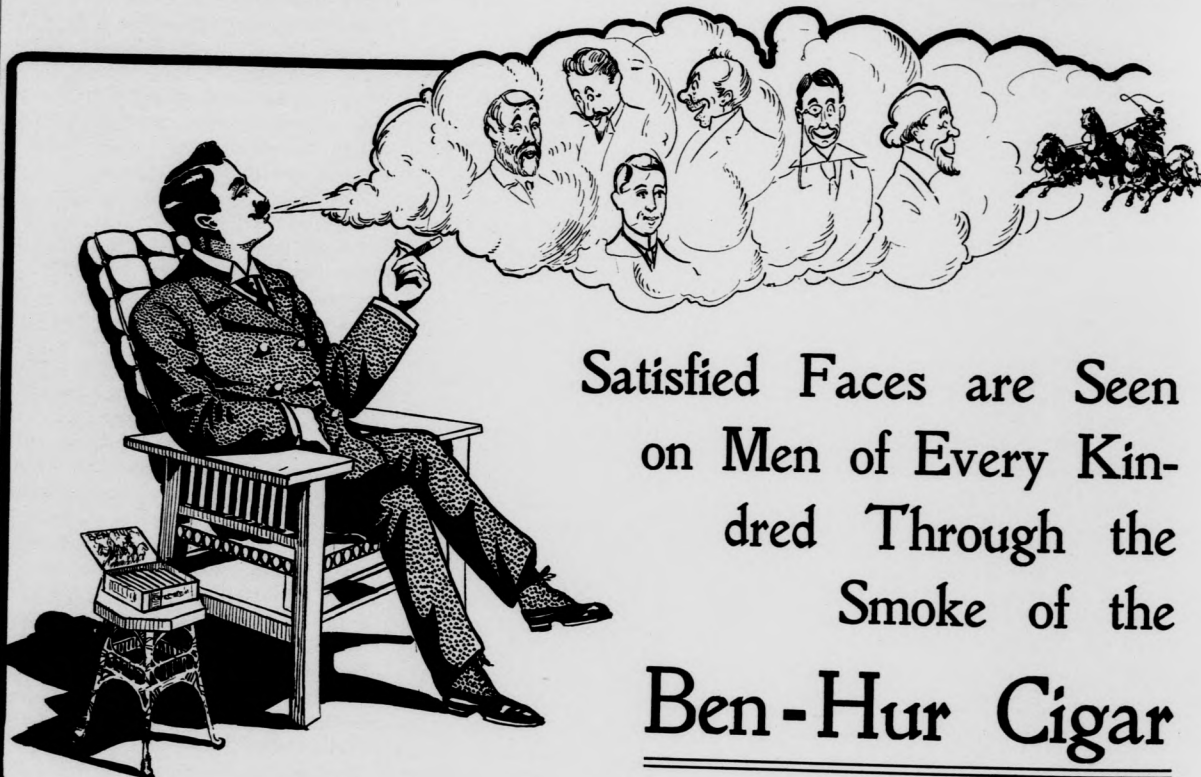
9. What class of dealers should be reported as undesirable as members of the Association? Opened by J. P. Wood, of J. P. Wood Bean Co., Chelsea. Discussion by F. E. Kelsey, of Caro Elevator Co., Caro.

The Trouble.

Wicks—There should be a law to restrain the theaters from printing those mossy jokes in their programmes.

Hicks—You don't have to read them.

Wicks—No, but you usually have to listen to some idiot behind you reading and explaining them.



Satisfied Faces are Seen
on Men of Every Kin-
dred Through the
Smoke of the
Ben-Hur Cigar

Business men who are awake to their best interests see to it that they sell the goods most popular with their trade. For this reason the BEN-HUR cigar finds a welcome place in the show cases of wise dealers. It is not because it is better than ever but known to be as good today as when 20 years ago it was recognized by the trade as the best roll of tobacco quality ever offered to smokers for 5 cents. It never, never changes.

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

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

Is It True There Is Friendship in Business?

Written for the Tradesman.

Is there such a thing as friendship in business? My right hand neighbor says "Nit." He may be right, and yet I have known of something that was very like it at any rate. I will quote two instances to prove either side of the contention:

Sam Brown had been in business three years when a big fire cleaned him out, together with half a dozen others.

It so happened that Brown saved a portion of his stock, consisting of dry goods, and gave an account of the same to both the insurance company and his creditors. Brown was considerably in debt, with only small insurance. The goods he had saved were not of sufficient quantity to set the ball rolling on another start in the business world.

Brown went at once to Boston to see his creditors. He gave them a frank statement of the situation, telling them that he could possibly settle for a few cents on the dollar, and that at some future time he would certainly make good.

"Well, Mr. Brown, what do you propose doing?" enquired the chief creditor. "Not going to quit the mercantile business, I trust?"

"Well, yes, I think so. I shall turn over the remnant of stock saved from the fire and seek new fields."

"Tired of trade, Mr. Brown?" smilingly queried the other.

"Why, no; but, you see, what can I do? I haven't a cent of ready cash, am worse than penniless, and as for going on with the business, that is out of the question."

"I am not so sure of that, Mr. Brown," said the genial senior of the wholesale house. "Our Mr. Thompson was down your way last week. He heard of the fire and did a little investigating. Now I'll tell you what we'll do: You make out a bill of what you need in our line, to any reasonable amount, and go ahead at the old stand and we'll see that you have a show to make good. Will you do it?"

"Why," stammered the young merchant, reddening with pleased surprise, "I never thought of asking such a favor, but if you dare risk it I shall be only too glad to make the deal."

And so it was settled. The village merchant, who supposed himself ruined, resumed operations. In good time he came out with flying colors, and made good to the last penny, and in after years became a wealthy and influential citizen of Boston.

Mr. Brown had a neighbor merchant who suffered as he from the fire, and who was in debt to the same wholesale house at the Hub. Jones, however, was one of those keen fellows who are sharp enough to look out for number one. In the present instance he saved fully one-half of his most valuable goods, and managed to secrete them in a basement, at the same time giving out that his loss was almost total.

His sharpness did not deceive. A thorough investigation followed, landing Mr. Jones in the prisoner's dock. His goods were confiscated, and no chance given him to recoup. He left

the town in disgrace, and there is no record of his having won out in any other field.

Here was an exhibition of friendship in business that paid the honest merchant. Per contra, we will turn to another case:

A young man who had been in business in a small town in Northern Michigan fell ill. His expenses were more than doubled. He had many bills due from different people whom in his kindness of heart he had trusted. None of these, however, came up to the scratch in time of need. His business languished and he found himself staring business failure in the face.

Like Mr. Brown, Smith was an honest man, and he made a frank statement to his principal creditor, showing up his affairs and pointing out how, if granted an extension of time, he could meet his indebtedness.

The firm—Hawk & Steel we will call them—refused the young merchant's appeal.

"If our bill is not cancelled at such a date we shall begin suit," wrote the junior member of the firm.

Sick and discouraged, Mr. Smith succumbed to the inevitable. He had a dread of courts of law; he had never been sued. He felt hurt and indignant. Rather than allow his name and good reputation smirched in a suit at law, he borrowed money and paid his creditor. To do this cost him a mortgage on everything he possessed. He paid his debt to the last farthing, however. He quit the mercantile business a poor man.

He has always felt that had Hawk & Steel been less harsh the outcome might have been different.

Perhaps the creditor was justified in this latter case—there was certainly no friendship connected with the transaction. Smith had been a regular customer of the firm for ten years and had always heretofore paid his bills when due. He had turned many thousands of dollars into the coffers of the wholesaler, only to be sat heavily down upon at the first moment of adversity.

These two cases are absolutely true. I leave the reader to judge as to whether or no there is such a sentiment as friendship in business. I will add that the firm of Hawk & Steel did business not a hundred miles from Grand Rapids. I refer to them in the past tense since the firm long since died a natural death.

This is not a bucolic article, but my next will take up the cudgel once more for the honest farmer.

J. M. Merrill.

Doubled His Confusion.

A young country lad was dining at the home of a neighbor. When urged to take more, he said: "No thank you; I have had plenty, such as it was." Noticing that he had made a break he hurriedly added:

"It was much better than I expected, though."

There is no soothing syrup that can quiet a sleepless conscience.

Dame Fashion is too fast for any sensible woman to run with.

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.

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Fire and Burqlar Proof Safes

Our line, which is the largest ever assembled in Michigan, comprises a complete assortment ranging in price from \$8 up.

We are prepared to fill your order for any ordinary safe on an hour's notice.

Tradesman Company, Grand Rapids



Meaning of the Term Utility Poultry.

Utility poultry culture does not mean, as too many suppose, an endorsement of the common, mongrel, dunghill fowl. On the contrary, it calls for strictly pure bred stock, and no other will successfully do the work. Twenty years ago, when the broiler boom was on at Hammon-ton, N. J., nothing but common stock was used, and as a result not one of the broiler raisers of that day is in business at the present time. The reason is plain: By using common eggs the hatch would produce all sizes, shapes and conditions of chicks, and when the time arrived to market it was found that in the pens were probably but a third fit in weight and condition to ship. The rest had to be held from one to four weeks longer. This entailed an extra cost that consumed the profits, and it was utterly impossible to get gilt edged stock to market. About ten years ago a different class of broiler raisers developed in the same town; they kept nothing but strictly pure stock (principally White Wyandottes). Instead of being compelled to assort the sizes and conditions, as was the case with the common stock, the present poultrymen are able to clean up a pen at a time, the chicks growing more evenly and quickly. To-day broiler raising has become a profitable industry in Hammon-ton, as well as different sections of the country, and all because the dunghill has been supplanted by the pure bred fowl.

It is the same in raising roasting fowls for market, and it is the same in the egg business. By the use of a single breed on an egg farm the eggs are more uniform in size, color and shape, and naturally command a more ready market and at better prices.

What is meant by utility poultry is nothing more or less than pure breeds mated strictly for the increase of plump, meaty carcasses, good egg records, larger and better shaped eggs, and of a more uniform color. Together with the perfection of the output, utility poultry must have the best of constitution, must be strongly built—in short, it must be a hardy business fowl.

It was not so many years ago that the birds coming from the yards of fanciers were anything but practical. To fit them for exhibition purposes they were inbred and pampered until they became nothing more than "a polished gentleman with a broken down constitution." They were poor

layers and furnished carcasses that the utility man of the present day would sort out and dispose of as "ordinary." It was this fact that led the poulterers to resort to crossing, and at one time that art was so extensively practiced that it threatened the business of the fancier.

Wise men are always willing to learn. The fanciers quickly caught on to the fact that a different policy must be pursued, and the result is that to-day we have breeds that are not only practical, but so superior to crosses (to say nothing of dunghills) that we seldom see any but the pure blooded fowl in the poulterer's yards. Even the farmer, the man who several years ago classed all poultry alike, is recognizing the fact that to have success he must keep stock in their purity.

But the practical poultryman does not alone rely upon the stock as he gets it from the breeder. He tests each individual bird thoroughly, and all that do not reach his ideal are discarded, no matter what their merits may be in regard to outside adornment. The trapnest has been a God-send to him in this work. By it he has been able to pick out the good, bad and indifferent layers. He is able to mate up pens for future stock from the cream of his flock. He mates according to record.

Some years ago poultry were divided into four classes—the standard bred, pure bred, half breed and common. The standard bred were for exhibition purposes only; the pure bred and the half breed for practical purposes; and the common or dunghill for such fogies who held that "a chicken is a chicken." The standard bred was prized more as a hobby, and generally kept in the back yards of some enthusiasts. They had very little to recommend them save their beauty.

The pure bred was a bird, as it is to-day, of the same blood as the exhibition fowl, but generally deficient in the so-called "points" necessary to make them winners in the show room. The average pure bred on the practical farm will have some disqualification that a poultry judge will notice, but if it is bred in the proper manner it will not only be a better layer than the standard bred, but will have a better carcass, and possess a constitution "as hard as iron."

The half bred was the cross bred, the result of a union of two different classes of pure bred. When the crossing was systematically made, it represented quick growth, plump carcasses, heavy egg yield from pullets and a rugged constitution.

The common or dunghill or mongrel fowl is the result of careless work. Originally it descended from pure bred stock, but afterwards was

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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.

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Will have prompt attention.

Wanted—Apples, Onions, Potatoes, Beans, Peas

Write or telephone us what you can offer

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

Place your Thanksgiving order with us now for

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

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Noiseless-Tip Matches

No noise, no danger, no odor. Heads do not fly off. Put up in attractive red, white and blue boxes.

C. D. Crittenden, Grand Rapids, Mich.

Distributors for Western Michigan

A Few Turkeys This Week Please

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

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

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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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GLUTEN MEAL

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LOCAL SHIPMENTS

STRAIGHT CARS

MIXED CARS

allowed to mix with the blood of other varieties until it deteriorated into mere nothing. Mongrels were often manufactured from cross bred. In other words, cross bred females were mated to cross bred males, or even cross bred males with pure bred females, making the stock grow worse each year. That is the way the mongrel was created, and we most emphatically declare that no practical poultryman can afford to waste time or money on that kind.

Michael K. Boyer.

Loading Butter With Too Much Water.

In our English exchanges we find frequently complaints of the situation in regard to what is known as blended butter in the markets of the country. It is claimed that the dry butters from Canada and Australia are manipulated after they arrive in England, and a very considerable portion of water or milk added thereto, so that the consumers are buying from 15@20 per cent. of water, and are defrauded to the extent of the difference between normal butter carrying 10@15 per cent. and that that is sold in this condition.

About the time that the concentrated creameries became a factor, and were pushing their goods for sale throughout the country, it was discovered that by certain methods of ripening and churning the cream, a large content could be added to the butter, and of course to the advantage of the buttermakers, who were turning out 10,000 to 20,000 pounds of butter per day. A difference of from 1 to 3 per cent. would bring big money, when they were paying for the butter fat so much per pound.

This method of increasing profits was generally adopted, and has gone to the limit, it would seem, where 15@25 per cent. of water is found in the regular shipments from concentrated creameries.

Complaints from users and dealers of this excessive amount of water in the butter, from these large factories, are common, dealers claiming that the butter quickly goes off flavor and becomes rancid very rapidly. This general complaint, it would seem, should be heeded by the manufacturers, and more care taken that only a normal amount of water is incorporated.

It has been said that a large proportion of the storage holdings this year are goods made in the concentrating creameries; and that with this large amount of moisture, when they go into the retail trade, there will be trouble because of the quick spoiling of the stock. The results during the coming season, when storage goods go into the regular channels, will determine whether this excessive moisture is an advantage or disadvantage.

There may be such a thing as carrying the process of loading butter with water to a point where it will cause serious loss to the manufacturer and be a detriment to the creamery industry. A little more care, and a little less water in the butter, we believe would be a better proposition.—Elgin Dairy Report.

Dressing and Marketing Poultry.

Poultry of different kinds and in different places is prepared and marketed in a variety of ways, but, however it is done, the dealer and the purchaser should insist on cleanliness everywhere—in killing, plucking and packing, as well as in storing and displaying. Not only is any suggestion of dirt very disagreeable in connection with our food, but dirt, especially about fresh goods, is an open door to decay and disease.

In the United States poultry usually is killed before it is sent to market, although in country districts and often in Southern cities it is sold alive.

It is well to make the bird fast for twelve hours or more before it is killed, in order that its crop may be quite empty and the other organs as free as possible from excrementitious substances. It is generally conceded that the best way to kill a bird is to sever the main artery in the roof of the mouth. When this is done the bird quickly bleeds to death. As soon as cut it should be hung head down, to allow the blood to run out of the body. Immediately after the bird is dead, and before the animal heat has left the body, the feathers should be plucked, pains being taken to remove all the pin feathers and not to tear the skin. The feathers come out more easily if the carcass is put in boiling water for a few minutes; but this method, although very common, injures the wholesome look of the skin and, it is believed, makes the flesh decompose more quickly. Dry picking is, therefore, far preferable.

If a bird is to be kept before using it should be put in a cool place to drive out the animal heat, which if left in might hasten decomposition. Some poultrymen put the plucked birds into cold water, which serves the double purpose of cooling them and of making them look plumper.

H. W. Atwater.

Too Great a Risk.

"Here," said the agent of the steamship line, "are a few of our circulars and booklets, giving detailed descriptions of winter tours to out-of-the-way places on our vessels."

The bank cashier paled and shrank back with a gesture of alarm.

"Take 'em away," he gasped. "If one of the directors 'ud see those things sticking out of my pockets he'd put a bunch of experts on my books! Take 'em away."

Went Up Too High.

When Mike O'Grady brought his wages home on Saturday night, says Molly, his wife: "How's this Mike? Your wages is tin cints short." "That's all right Molly," says he, "there was an explosion at the works, and the foreman docked me tin cints for the time I was up in the air."

Nobody's Business.

Mistress—But the letter had no address on it. Surely, you have not posted it?

Maid—'Dade, and I have, mum. Sure, I thought ye lift the address off so as nobody'd know who ye were sindin' it to.

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

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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.

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

If any to offer write us.

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



Weekly Market Review of the Principal Staples.

Ingrains—Ingrain carpets in both woolen and cotton are not very active. This is the season of the year when the looms should all be running, yet at the present time it is doubtful if more than 70 per cent. of the looms are running. Manufacturers are not a unit as to the cause of the depression in the trade at a time when all other lines of industry are enjoying unusual prosperity. Some attribute it to a change in fashion, others to the deterioration in the quality of the goods. The last reason is probably nearer right than the first, as cotton ingrains are more active than woolen ingrains. All manufacturers seem to deplore the competition which seeks to secure customers by cutting prices and substituting inferior stock to bring the quality of the goods within the price they are sold at. This species of competition is as sharp this season as it ever was and many manufacturers fear that if some way to stop it be not devised, the injury to the woolen ingrains will be so serious that they will hardly recover. More than one manufacturer would welcome a trust in the hopes that the prices and quality might be regulated and woolen ingrains restored to their old position as a staple floor covering of high standard of quality.

Upholstery Goods—The general situation in upholstery manufacturing is about the same as it has been for the last six months. Some manufacturers are doing a fair volume of business, while others are doing very little. As a rule, manufacturers of piece goods are not very active unless they have some special design or color combination to attract buyers. Manufacturers of mercerized curtains and draperies are doing a fair volume of business. Some few mills have booked a respectable volume of business in cotton plushes, but mohair plushes are not active.

Corduroys and Velveteens—Corduroys within the last several weeks have become exceedingly active and prices have been marked up to a very high figure, as compared with previous figures, but not enough to consider profits incurred very satisfactory to mill men. An eight-ounce corduroy is selling for 22c on to-day's market, an advance of 10 per cent. within the last two weeks. One large and well known Rhode Island mill has placed its entire production for 1906 at top prices. A large New York State mill, which was generally known to have had immense stocks of corduroys on hand several months ago, has been pretty well cleaned out of these goods, but it is a question as to whether a profit was made in the transactions. Corduroy mills having their own dyeing and finishing plants are the best off at the present time. The congestion of other goods in finishing hands delays de-

liveries and keeps buyers out. Velveteens and other cotton pile fabrics are in fair shape, but prices continue too low to induce makers to take on much business.

Silks—More activity has been noticeable in the silk market since the new year opened, and sellers who have felt somewhat gloomy over the prospects for the spring season are now feeling greatly encouraged and predict that silk piece goods will be better during the early spring as well as the summer months. Manufacturers have a fair quantity of orders on hand, and have been in the raw silk market for supplies with which to turn out these orders. The fact that manufacturers have been in the raw material market is one of the best indications that business has improved, as they do not enter the market for supplies which are not needed. Jobbers are also increasing their orders and are taking goods which they believe will be popular for the current season. These include taffetas, both colored and plain, crepe de chine, Japanese silks and a variety of novelties which have been turned out for the purpose of attracting buyers. The situation in the raw material market has greatly helped matters, as prices are now firmer and further declines of a radical nature are not expected. Cables this week from Europe state that mills in the various manufacturing districts are well engaged on spring goods, and that reorders are fairly numerous. This seems to further indicate that the buyer is not afraid to invest his money in silk piece goods. Reports from Paris state that silks are coming more into fashion, and that the winter season gives every indication of closing with a strong demand for these fabrics. This means that the early spring months will find silk in favor, and the demand will be carried forward to the summer months. Several American fabrics have been introduced in the Paris market, and from reports that have come to hand, they are meeting with a most favorable reception. This speaks well for the American manufacturer whose efforts heretofore have been looked down upon by his European competitors.

Unnecessary Gratitude.

An old Irish woman, very poor, but very pious, was much surprised one morning when her boy came running in from the barn, calling: "Maw! maw! the old brindle cow's got a calf!"

"Thank the Lord for that!"

"Why do you thank the Lord, maw?"

"We should thank the Lord for everything, my boy."

"Then, thank the Lord—it's dead."

Ether Habit Among Plants.

In every large community will be found one or more persons addicted to the ether habit. It is now found that plants are also susceptible to the influence of ether, not as an anaesthetic but as a stimulant. Florists and agriculturalists are now using the fumes of ether to force their plants to earlier and greater growth.

Our 1906 Line

Of Prints, Gingham, Dress Goods, White Goods, Hosiery, Handkerchiefs, Laces, Embroideries, Ribbons, Notions, Suspenders, Caps, Negligee Shirts, Work Shirts, Pants and Overalls is an exceptionally good one. Look over our samples before placing your order. We will be pleased to have salesman call if you say so.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan

Spring Goods

We are now ready to show you a new and complete line of goods for spring delivery. Don't place your order until you have seen our samples, as we have an elegant line of Prints, Gingham, Percales, Dress Goods, etc.

Our agents will call on you in a few days, and don't fail to look at their line.

P. STEKETEE & SONS

Wholesale Dry Goods, Grand Rapids, Mich.

A Bakery Business in Connection

with your grocery will prove a paying investment.

Read what Mr. Stanley H. Oke, of Chicago, has to say of it:

Middleby Oven Mfg. Co., 60-62 W. VanBuren St., Chicago, Ill., July 26th, 1905.

Dear Sirs:—The Bakery business is a paying one and the Middleby Oven a success beyond competition. Our goods are fine, to the point of perfection. They draw trade to our grocery and market which otherwise we would not get, and, still further, in the fruit season it saves many a loss which if it were not for our bakery would be inevitable.

Respectfully yours,

STANLEY H. OKE,
414-416 East 63d St., Chicago, Illinois.

A Middleby Oven Will Guarantee Success

Send for catalogue and full particulars

Middleby Oven Manufacturing Company
60-62 W. Van Buren St., Chicago, Ill.

NEW YORK MARKET

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Jan. 6—There is an easier market for coffee, owing to a much less active speculative market, and the whole situation at the moment is rather uninteresting if not somewhat discouraging. Buyers are positively declining to purchase materially ahead of current requirements and appear to prefer waiting to see what the future has in store. At the close Rio No. 7 is quotable at 8 1-16@8 3-16c. In store and afloat there are 4,440,043 bags, against 4,351,239 bags at the same time last year. The market for mild grades has been fairly satisfactory and quotations are well sustained on the basis last noted—Good Cucuta, 9 1/2c and good average Bogotas, 11c. East Indias are steady, but the volume of business is not large.

Sugars are quiet and, as usual, most of the business is of withdrawals under previous contracts. Naturally, not much is expected in this market in midwinter and both sides appear to be in a waiting mood. Matters might be worse, but no special activity will show itself for some little time.

Teas have simply moved along in their accustomed rut and, aside from there being something doing all the time in proprietary brands, the demand, generally speaking, is conspicuous by its absence.

Rice appears to be doing a little better from week to week. The call for the article in small bags by consumers of late years has come to be an important feature and it would seem as if the future trade would largely require this package. Prices show little, if any, change and holders are firm.

Pepper retains all of its recent strength and tends to a somewhat higher basis. Other goods are about unchanged, although cloves are meeting with more demand and quotations are slightly higher.

It has been a pretty good week for sellers of molasses and stocks have become quite well reduced. Sellers are very firm and buyers will have a hard time to pick up any lots at "bargain" figures. Syrups are steady and practically without change.

Canned goods occupy the attention of the trade with daily increasing interest. The figures relating to the corn and tomato pack have been eagerly sought for from near and far and telegrams have requested the same to be sent by wire to several parts of the country. Not for twenty years has so much interest been displayed. In the language of the Prophet of Battle Creek, "There's a reason." The total pack being something like 5,500,000 cases, packers find a condition, not a theory, confronting them. The recent rapid and emphatic advance in tomatoes is one of the reflections of this information. A month ago a dollar seemed to be about the

limit that might be looked for, while to-day they are jogging along merrily at \$1.10@1.15. Corn is doing better also, but the advance will be nothing like that of tomatoes. Salmon is steady and the whole canned goods outlook since the opening of the year has shown daily improvement.

Dried fruits have been doing slightly better and dealers look for steady improvement until spring.

There is little, if any, change in the market for butter, although the tendency is to a higher basis. Best Western creamery is worth 26c and inferior sorts are down to 15@16c.

Cheese is steady and, as the season advances, holders become more optimistic in their views. Quotations are about as last noted.

Twenty-six cents is the "going figure" for best Western eggs, and the general situation is about unchanged, although the feeling is rather easier than a week ago.

Woman's Idea of Success.

A Kansas woman, Mrs. A. J. Stanley, of Lincoln, has been awarded a prize of \$250 by a Boston firm for the best answer to the question, "What constitutes success?" She wrote: "He has achieved success who has lived well, laughed often and loved much; who has gained the respect of intelligent men and the love of little children; who has filled his niche and accomplished his task; who has left the world better than he found it, whether by an improved poppy, a perfect poem or a rescued soul; who has never lacked appreciation of earth's beauty or failed to express it; who has always looked for the best in others and given the best he had; whose life was an inspiration; whose memory a benediction."

Invariably So.

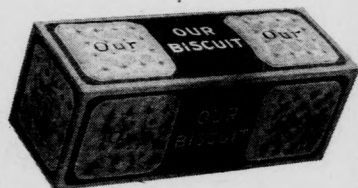
"Gracious," exclaimed the great merchant's friend, "your establishment is simply stupendous. That tall, imposing-looking man in that group yonder is the general manager, or something, I suppose."

"No, that's a new \$6 a week clerk. The short, quiet little man is the general manager."

Destiny lends her scissors to the man who clips coupons.

He that thinks he knows it all has yet to begin to learn.

Just Out



Guaranteed the best 5c package soda wafer made.

Manufactured by

Aikman Bakery Co.

Port Huron, Mich.

Men's Shirts

Our Reputation for Selling Men's Shirts has been Gained by the Splendid Values We Offer

Write for a sample dozen of our

"Ironclad" Work Shirts

One hundred Patterns to select from

Men's fancy negligee shirts. All the new 1906 patterns. Qualities and styles that sell quick. Get our low prices on these.

Boys' Knee Pants

"The Kind That're Just Right." Will look nice and wear well. Our line is exceptionally big for spring trade and our values were never so good. Materials are Cottonades, Cashmerer and Corduroys.

We want your business. Our goods and values will merit it.

The Wm. Barie Dry Goods Co.
Wholesale Dry Goods Saginaw, Michigan

Will Your Credit System Stand These Tests?

Can you tell in five minutes' time the balance due to the minute from each customer, the amount of each purchase, the credit allowed him and time due?

Does your system detect errors and prevent forgotten charges, disputed bills and bad accounts? Can you keep your customers daily informed as to the amount they owe you? Do you have a complete statement always made out and ready to present? Can you make the daily entries pertaining to your credit accounts in 15 to 25 minutes?

The Simplex Accounting Method meets every one of these requirements.

It ledgerizes each separate account, so you can note the different items at a glance and these individual pocket ledgers are carried in such a manner that you can run through all your accounts in a few moments (5 minutes for 300.)

Should you make an error in figuring, the double check will detect it immediately and prevent a disputed bill or loss through undercharging.

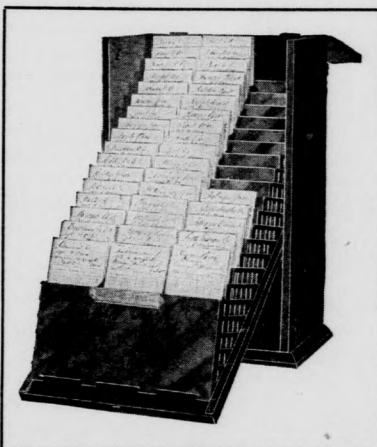
As the amount of each purchase is entered on the ledger page before the sales slip is placed in the pocket ledger, it is impossible to forget to charge.

By a day book and ledger. You enter the amount charged and your work is done—the Simplex takes care of the details.

Keep your accounts in the same way as the wholesale houses, banks, etc. Be safe, secure, but progressive. Use the Simplex Accounting Method.

"The Pilot" explains it. It will be mailed you promptly on request.

CONNARD-HOCKING CO., 200 Dickey Bldg., CHICAGO, ILL.



Simplex Accounting Method

By the Simplex Method all entries made on the pocket ledger are, with the same writing, duplicated on the statement which is always made out, including the last item purchased, and ready to present. Half the battle in making collections is won by having the statement always ready to render.

With the Simplex Method you can carry the balance due on the sales slips furnished with each purchase, so your customers will always know the amount they owe you.

While this method is as complete and more accurate than a "set of books," it only takes 1/4 the time to keep accounts by it as is required

Simplex Methods \$18.00 and up.

CLERKS' CORNER

Opportunities for Clerks To Achieve Success.

It is believed by many clerks that the opportunities for success in life have been lessened and limited in comparison to those which were formerly open to young men. No idea, however, could be more erroneous. The chances of to-day are greater than ever. The whole thing depends on the man himself.

A great force in deciding how wide will be the success is self-denial. This is just as important to financial up-building and success as it is from a physical standpoint. It is a habit of saving that is important, for later success may be traced to early saving. The man who is going to make a name and fortune for himself in the mercantile world must learn what it is to have a bank account and to know what careful investment means.

The clerk who can save \$100 or \$200 and invest it in a safe and paying way has already understood and mastered the essential principle of the problem and is without doubt on the high road to success, although he may not know it at the time.

Glance at the lives of those men who have begun with nothing and have made great names and fortunes. They all teach the one simple truth. All began modestly and determined with an instinctive and ever-developing knowledge of the secrets of success. These "secrets" may be easily stated, for they are short and few in number, "Word hard" and "Save your earnings."

It matters not whether or not you earn much at the start. What is of importance, however, is "How much of it do you save?" This does not mean that you should clothe yourself with miserly garments. It does not mean that you should make gold your ideal. The Bible condemns not the money itself, but the unnatural love of it. But it should be understood and respected, because only in such a way can you in your health and youth insure comfort in old age for yourself and loved ones.

The beginning is always the most difficult. Once the habit is established, the rest will be easy and the fortune will assume proportions which may presage a name of your own. In all your dealings remember that courtesy is a cheap investment, which is the most remunerative a young man can make. It creates a future friend of many a man where rudeness would tend to make him indifferent toward you if it did not even cause dislike. Friends are always useful. Few men rise so high above the plane of friendship that they can dispense with it.

Good manners, therefore, and genial manners are simple factors which must not be undervalued and which play a great part in determining the future of any young man who is beginning a business career.

Another vital and lasting lesson

which should early be learned is that of safe investment. A safe investment will give only a reasonable interest or return for your money. Any excess of this means danger. And the greatest danger is that one will fail to become imbued with the idea that he must be conservative. Without this one might struggle all his life, make and earn much, but not be able to keep it and use it to advantage.

Whatever your fortune, you will never be entirely safe at any time, for the number of men who have had fortunes and lost them is greater than that of those who have acted wisely, withstood temptations to speculate, and have ultimately achieved their purposes.

Before making your investment, be it \$100 or \$1,000, ask the advice of some friend whose experience has put him in a position to advise wisely. But whatever his advice, whether friend, employer or stranger, examine the investment carefully for yourself. It is to be your own and you should understand it in all its bearings. And the investment study is a lifelong study which you can not begin too early or practice too often when the right opportunity presents itself.

Above all, distrust speculation and speculators, for experience and contact with them will not only lose for you the first capital, but will also lead you into a distrustful view of things from which you may never afterward be able to escape.

Perhaps another precept might safely be added to the two above in success seeking, and that is, "Shun speculation." This is a rock upon which hundreds of barques founder. Speculation, especially with limited funds, is a temptation to which many youngsters are prone to yield.—Dana C. Holland in Haberdasher.

Didn't Interfere Enough.

"Good pneumonia weather, this," said the old doctor briskly.

"Needs to be," grumbled the young one. "Five of my patients recovered last week."

The veteran looked grave.

"Well, it is your own fault, my lad," he said. "How often have I told you that no physician can afford to waste as much time golfing as you do at this season?"

The Best Preserver.

Customer—I want to get something that will preserve wood.

New Clerk—Yes, sir, here's just the thing you want.

Customer—Nonsense! That's a padlock.

New Clerk—Yes, sir. Put that on your woodshed door and no thief will ever get in.

Taking Turns.

Book-keeper—What can I do for you, sir?

Boss—Here's the baseball schedule for the coming season. Tell the boys in the office to arrange it so among themselves that not more than two will have to get off to attend their grandmothers' funeral on the same afternoon.

S. B. & A. Chocolates

ALMOST EVERYWHERE

Manufactured at

Traverse City, Mich.



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

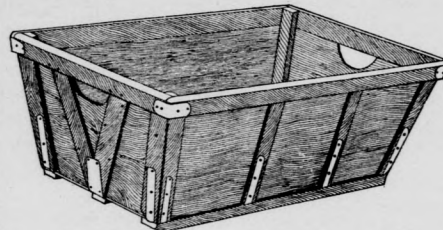
One Full Size Carton Free

when returned to us or your jobber properly endorsed.

PUTNAM FACTORY, National Candy Co.

Makers
GRAND RAPIDS, MICH.

Can You Deliver the Goods?



Without a good delivery basket you are like a carpenter without a square.

The Goo Delivery Basket is the Grocer's best clerk. No tipping over. No broken baskets. Always keep their shape.

Be in line and order a dozen or two.

1 bu. \$3.25 doz. 3-4 bu. \$2.75 doz.

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

THERE ARE A LOT OF GOOD CANDIES—BUT

HANSELMAN'S CANDIES ARE BETTER

HANSELMAN CANDY CO.
KALAMAZOO, MICH.

Heaviest Spring Ordering Season on Record.

Shirt manufacturers who shall manage to obtain their supplementary supplies of madras, percale and other shirtings with which to finish up their needs for spring will be fortunate. For, if all reports are true, an unprecedented scarcity prevails and will continue in all descriptions of cotton fabrics. There is a rush for all classes of these goods, for both home consumption and export. The mills are turning down proffered contracts, and printers and finishers are overrun with business. This state of affairs will in all probability be felt more strongly in the shirt manufacturing interest next fall than during the present preparations for next spring; meanwhile the large operators will be in better position to secure a fair share of supplies than will their smaller brethren.

Let piece goods supplies of shirtings fall short or not, a very busy period prevails in all the factories east and west at the present time, getting material now at hand into garment shape for spring. This process has already experienced its share of difficulties in the way of non-deliveries of material ordered as early as last May, and, in consequence, some projected lines have been dropped.

Neglige features particularly mentioned among salesmen are favorable reports of the fortunes of the coat model without attached cuffs, a change from its original form made with attached cuffs. Attached cuffs have gone well with the old style garment, and attached collars have shown something more than a trace of their former popularity.

The temperature throughout November, barring that of a few days at its beginning, was too mild for a test of the success of the laundered bosom fancy shirt, or its pure white relation. In seeking a comparison of retail sales made in New York during the month, as between the neglige and the stiff bosom, it was found that the former might be compared to the latter as two-thirds is to one-third, and that the pure white garment—purchases for full dress having been in order—showed an increase in sales over November of last year. The check pattern was the favorite in the fancies, stripes next, solid colors next, with neat figures succeeding. Manufacturers spoke of broken size ranges, in the everyday white dress shirt lines, as if preparations had not been in keeping with demand.

The full dress white shirt, of course, was an article in good demand, and as the ready-to-wear garment of this variety is every bit as well made and altogether as "dressy" as the custom-made article, it has made an excellent place for itself in stock sales. The fault known as the bulging of the bosom has been overcome in various ways, but the arrangements called "harness effects" by those not favorable to straps, flaps and other supernumerary attachments have their own share of vexations for the wearer. Much more simple in character, and absolutely sure to occasion no discomfort whatsoever is the "Oval-sque" full dress bosom. It sits

snug under a man's suspenders, and, therefore, has the "bulge" on the other makes.—Clothier and Furnisher.

Plumbing by the Hour.

Speaking of the philosophical temper, there is no class of men whose society is more to be desired for this quality than that of plumbers. They are the most agreeable men that I know; and the boys in the business begin to be agreeable very early. I suspect the secret of it is that they are agreeable by the hour. In the driest days my fountain became disabled; the pipe was stopped up. A couple of plumbers, with the implements of their craft, came out to view the situation.

There was a good deal of difference in opinion about where the stoppage was. I found the plumbers perfectly willing to sit down and talk about it—talk by the hour. Some of their guesses and remarks were exceedingly ingenious; and their general observations on other subjects were excellent in their way, and could hardly have been better if they had been made by the job. The work dragged a little, as it is apt to do by the hour. The plumbers had occasion to make me several visits. Sometimes they would find upon arrival that they had forgotten some indispensable tool, and one would go back to the shop, mile and a half, after it, and his comrade would await his return with the most exemplary patience, and sit down and talk; always by the hour.

I do not know but it is a habit to want something at the shop. They seemed to me very good workmen, and always willing to stop and talk about the job, or anything else when I went near them. Nor had they any of that impetuous hurry that is said to be the bane of our American civilization. To their credit be it said that I never observed any of it in them. They can afford to wait. Two of them will wait nearly half a day while a comrade goes for a tool. They are patient and philosophical. It is a great pleasure to meet such men. One only wishes there was some work he could do for them by the hour. There ought to be reciprocity.

I think they have very nearly solved the problem of life; it is to work for other people and never for yourself and get your pay by the hour. You then have no anxiety and little work. If you do things by the job you are perpetually driven; the hours are scourges. If you work by the hour you gently sail on the stream of time, which is always bearing you to the haven of pay, whether you make any effort or not. Working by the hour tends to make one moral. A plumber working by the job, trying to unscrew a rusty, refractory nut, in a cramped position, where the tongs are continually slipping off, would swear; but I never heard one of them swear or exhibit the least impatience at such a vexation working by the hour. Nothing can move a man who is working by the hour. How sweet the flight of time seems to his calm mind.

Charles Dudley Warner.

Teaching Him To Be Honest.

Fifteen or twenty years ago Bill Smith was a well-known character in a Missouri town whose name need not be mentioned here. Bill was a colored boy who roamed the streets at will. One day he found a pocket-book containing \$40, and the owner's name was stamped on the back. But Bill burned the pocketbook and spent the \$40 in riotous living. Of course, it was found out, and Bill was arrested, tried and found guilty, and sent to the penitentiary for two years. He served his time, and when he emerged he knew something about making shoes. The day he returned to his home an old acquaintance met him and asked:

"Well, what did they put you at in the prison, Bill?"

"Dey started in to make an honest boy out'n me, sah."

"That's good, Bill, and I hope they succeeded."

"Dey did, sah."

"And how did they teach you to be honest, Bill?"

"Dey done put me 'n de shoe shop, sah, nailing pasteboard onter shoes fo' soles, sah."

Popularity Street is paved with pretty speeches.



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



Clothing Conditions Peculiar to the London Trade.

There is no doubt that, if the weather should afford it the least excuse, fur will be a formidable item in the calculations of the fashionable set this winter. Last winter there was a decided revival of the use of high-class fur; but the mildness of the weather did not give it a fair chance. The indications seem to be that we shall have it cold this year—what we call cold—and, if so, the men who bought furs for style last year will be glad enough to get them out for comfort this year. The result is that no change can be looked for in the general style of overcoats, although the influence of the automobile may have the effect of making them longer in the skirt. For automobile use the fur-collared coat is already making itself a sign of the time. The rather absurd fashion for long-haired bearskin coats as motor-car garments has worn itself out; so has the use of undyed sealskin—a truly hideous phantasy; and automobile garments are more rational, without being less comfortable, than they were in the earlier days of the sport. The correct coat for the car is black or dark brown, reaching to within eight inches of the ground, or even lower in some cases, and the material is a heavy, not over smooth, West of England fulled cloth. It is made double-breasted, sack style, full below the hips, and furnished with a deep collar and lapels covered with sable, matching a cap of the same. It can be lined with a cheaper fur—the coat, not the cap—and its pockets should be (and I hope are) lined with woolen cloth. There are only two.

Let it be noted that Astrakhan fur is never worn on an automobile coat ad hoc; this skin is full dress, and for this purpose never out of fashion in the winter. The only reservation in regard to it is implied by the amusement with which Svengali's forecast of his own greatness was always received: "Und I vill veer a fur coat all ze winter; und all ze summer, too." One must not wear a fur-collared coat except on a really cold day or night. I mention night expressly because a fur coat is always good wear with evening dress, for the excellent reason that evening suits are generally made too thin. Covert coats, of which something was heard last year, may to some extent be worn this winter; but I do not think they will come into general use. Some years ago all sorts and conditions of men (including those who could not tell what a covert was to save their lives, and those who shared Mark Twain's early power of telling one end of a horse from another, without being at all inspired by his "ambition to learn more") used to wear covert coats. If these are worn at all this year, they will only be worn for mild-weather sporting use. You always want to bear in mind that in

England any man who attends a horse-race thinks himself entitled, if he chooses, to dress as if he meant to ride a horse, although not, of course, as a jockey. Thus riding gaiters are quite often seen, although they are not good form. It need hardly be added that a man who goes with a party that includes women does not dress in a horsey fashion; it is necessary in that case to wear ordinary clothes. But there are plenty of race-meetings to which very few women go; every meeting is not Ascot, Goodwood, or the Derby day; and for these "stag" races a somewhat sporting outfit is quite appropriate. When racing on the flat begins the most sporting overcoat will be found to be a four-pocketed, covert-cloth coat, cut very square, with lapped seams, patch or sewn-through pockets, and a rather deep collar. It will be worn, of course, over a jacket, and will be long enough to be a good deal below the rather long jackets worn, but not anywhere near the knees. When I speak of four pockets, I mean two over the hips, with horizontal openings, and one on each breast.

The fancy-waistcoat fashion seems as firmly rooted as ever. I do not think that knitted ones of ordinary wool will be much seen in fashionable quarters, because a knitted waistcoat needs to be edged, and edgings are not in favor. But the light, large-patterned Tattersall waistcoat is a good deal in evidence, and it looks extremely well with the dark jacket and trousers, which the mode of the moment seems to favor. To wear with a frock coat, the most agreeable waistcoat is made of dark woolen cloth, with a pattern not too conspicuous; but there is a new knitted waistcoat made of silk of dull finish, which some men rather like, although I must admit that it has objections and is a little fanciful for a really masculine taste of the virile sort.

A feature of the popular trade is the extensive advertising of ready-made fancy waistcoats. The manufacturers of these are taking a leaf out of the shoe-trade's book, and they offer them in a very large number of fittings—forty-five—in the case of the most conspicuous advertiser, who uses the magazines freely, and appears to be making quite a push with the trade. Of course, the fashionable man will have nothing to do with these waistcoats, and their ultimate effect may be to bring about a decadence of the fancy waistcoat fashion in the West End; but there is no doubt that the popular use of fancy waistcoats will be greatly on the increase during the next few months among the great multitude.

So greatly has the taste for fancy waistcoats made its influence felt, that I saw the other night a fancy evening waistcoat. It was cut in the ordinary shape, but made of a sort of silk mixture of black and white, without pattern, yielding a gray effect, with a surface like crash. The effect was decidedly bizarre, and there is no sign of its being anything but a sporadic manifestation. They are making evening shirts in Paris with very thin, soft bosoms, so finely

Hermanwile GUARANTEED CLOTHING

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

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

have never been equalled at the
Price

SAMPLES ON REQUEST

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

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

H. H. Cooper & Co.

Utica, N. Y.

Manufacturers of

Modern Clothing

Desirable Goods, Well Tailored

and Perfect Fitting. There is no

Clothing more Satisfactory in the

Market.

tucked that the effect is that of a surface entirely composed of the fold-edges of the tucks, almost like very close accordion pleating. A shirt like this, with the waistcoat I have just been describing, would produce a decidedly harlequin-like result, and I should not care to be the man to experiment with it.

The notion of casing the seams of a garment inside with thin leather is advertised in the trade papers here by a firm in what is known as the "cheap measure" trade. The use of this not very economical device is not altogether easy to surmise, and the description of it as "very strong" does not appear adequate; but I should think that things thus seamed would probably keep their shape and last exceptionally well.

Manufacturers of collars, cuffs and other goods for the British market should take note of the great effort that is being made (not without some indignation on the part of the retailers) to secure strict accuracy in the technical description of the goods. The Belfast Linen Association has an inspector on the road, of whom some amusing stories are told. The law in England does not quarrel with you for making collars and other goods of cotton; but if you say anything about what they are made of, either verbally at the time of selling, or on the bill, or on the goods themselves, you must not say that they are made of linen if there is any cotton in them. If you sell a collar of which the inner folds are cotton and only the outer parts linen—whereby, as I imagine, a very serviceable collar might be manufactured, if the different fabrics were so placed as to counteract any differences of shrinkage or expansion in the laundry-tub—it can not lawfully be sold as a linen collar; and it has cost several traders in this country a good deal of money to get familiar with this plain legal principle always strictly applied.

Velvet knot-ties were described or mentioned last month. I do not think they will find much favor; but there seems to me every probability that corduroy might be found an eligible fabric for this use, and also for some other purposes. The old-fashioned and excellent fabric called fustian would, in some ways, be even better. Either would make a very smart looking fancy waistcoating; and a rich corduroy evening waistcoat, in dead white, seems to me as if it might be introduced with a good prospect of success. White fustian trousers for yachting would look extremely rich and would be smart, while they would be greatly preferred to duck on the score of comfort. Velvet is a difficult thing to use; but these, its poor relation, could be used with advantage, and the hint may be of use to some readers who are on the qui vive for novelty.

An ingenious manufacturer of cravats for the cheap trade every now and then strikes a notion of overcoming the disagreeable appearance which ready-made cravats present. The last thing in this line is called the Vice-versa Ascot. In this cravat the barrel is made and sewn up tight; but it is

delivered with the aprons laid out flat. After the band has been adjusted and buckled, the aprons are brought into place and pinned, the wearer having thus the option of putting either of them on top. The manufacturers appear to be under the impression that it does not matter which does come on top, and doubtless their patrons are not very particular on this score. What I find it difficult to understand is why a man who thinks he can adjust the aprons of an Ascot should think himself incapable of tying it. Of course, this cravat does not look in the least deceptive to any eye with any critical faculty behind it. However, all these devices have a use, if it is only to sell. Another cheap trade novelty is a new patent stud for the benefit of those unfortunate beings who find it difficult to button a collar on a stud of the ordinary kind. In this stud (which is tastefully and eruditely intitled the "Perfectus") the head comes out, and has a stem fitting into the stem of the shank. But that is not the end of its ingenuity. In the head, and passing down the stem behind it, is a spike, furnished with a knob which sits on the middle of the front of the stud. When this knob and the spike attached to it are pulled forward you can pull the head of the stud out of the shank; but when the knob is pressed home, the head is a fixture. The knob is not exactly an ornament to the stud, nor do I think that a cravat would sit well over it. But no doubt the device has its uses and it has won some attention.

A more obviously useful invention, although one no more felicitously named than the last, is the "Collaholda," the invention of a gentleman who evidently has no use for the letter "r." The purpose of this contraption is to hold a collar on the edge of a shelf, or against a rod, or on a standard, and keep it rigidly fixed in its natural shape, so that a cravat can be adjusted upon it. The use of this as a window fitting is evident. The invention is protected by patents and should have a great success, for it supplies a want.—Baron in Haberdasher.

Wood Alcohol To Be Specially Marked.

Chapter 35 of the General Laws of Minnesota of 1905 provides, under penalty, that no person, by himself, his servant or agent, or as the servant of agent of another person or persons, shall sell, exchange, deliver, or have in his custody or possession with intent to sell, exchange or deliver, or expose or offer for sale, exchange or delivery, any wood alcohol, or substance commonly known as wood alcohol, unless each package, bottle, cask, can or receptacle containing the said wood alcohol shall be plainly marked, stamped, branded or labeled on the outside and face of each package, bottle, cask, can or receptacle of the capacity of less than one gallon, in legible type not smaller than large primer, and on the outside and face of each package, bottle, cask, can or receptacle of the capacity of one gallon or more,

in legible letters of not less than one inch in length, the letters and words "wood naphtha," "poison."

The Wrong End.

The little dog that was shot in the west end is recovering.—Prairie City, Ill., News.

That is not strange. The west end of a dog is not necessarily a vital spot. Try the east end and better results may follow.

A Natural Financier.

Irate Father—I've been owing you a good strapping for quite a while now.

Shrewd Son—Well, father, have I ever refused to sign a document extending your credit?

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.

Spring  of 1906

Wear Well Clothes

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C. E. WILDE, District Manager, Grand Rapids



How To Treat the Discontented Girl.

The other day a woman said to me: "I don't know what to do with my Janie. She's so dissatisfied and discontented. I'm sure I humor her every way I can, but nothing pleases her."

"Do what the mother bird does when the little birds begin to get troublesome in the nest," I said. "Push her out, and let her forage for herself a while."

"She might get hurt," anxiously protested the mother.

"She would be sure to," I responded, unfeelingly, "but she would be cured. There's no remedy for an imaginary pain like a real one. Nobody ever stopped to remember that they had a headache when they had a jumping toothache."

I don't suppose Janie is going to get her lesson. Mothers are mostly too tender to do their full duty by their children, but she is not the only one. The world is full of Janies—of girls with good homes and kind parents, with every element for happiness in their hands, yet who are getting nothing but misery out of it, and who are utterly dissatisfied and disgruntled with their lot. Indeed, discontent may be said to be the measles of adolescence and few girls escape an attack. It is most apt to break out about the end of the second season when no husband has appeared on the scene, when the girl has grown weary of dancing and flirting, when she begins to realize her doll is stuffed with sawdust, and first asks herself, in the words of the politician, "What are we here for?"

There doesn't seem to be any particular need of her at home. Mother is a notable housekeeper and will permit no bungling amateur to meddle with the domestic machinery. Father sarcastically wonders what the world is coming to when a girl can't be satisfied with a luxurious home and somebody to pay her bills. The girl is too honest and too intelligent to think herself a genius who could astonish the world in music or literature or art. So, baffled at every turn, thrown back on herself, all her youth and strength and vigor of body and brain turns into a kind of helpless protest at fate that voices itself in a querulous discontent that makes her about as soothing a companion as a fretful porcupine. Say what you will, it is a critical period in a girl's life. Many a one at such a time rushes into matrimony with a man she would not have looked at before on the reckless theory that she can't help herself or be more miserable and dissatisfied than she is.

For my part I have nothing but sympathy for the discontented girl, but, I never see her fretting at life without wanting to tell her what a great big mistake she is making and to say to her in ordinary parlance: "Either put up or shut up." Do the

thing you want to do or else keep quiet about it. Each of us has a right to live our own life, but we haven't any right to ruin other people's by our discontented whines and moans. There ought to be an unwritten law of honor that requires everybody in the home to either make themselves agreeable or else get out.

The least that any girl in common, decent gratitude can do in payment for a good home is to be cheerful and pleasant and amiable. Unfortunately only too often the spoiled American daughter doesn't see it in this light. She has been brought up to believe she is the center around which her world revolves, and after a while nothing satisfies her. She is discontented because they don't live on the avenue, because she can't dress as fine as some other girl, because she isn't invited to Mrs. Swell's exclusive tea. So she frets and fumes and scowls and is a continual irritant in the household. All of us know dozens of girls like this and all of us have wondered why, instead of pampering them up in their selfish disregard of others, their parents didn't have the nerve to put a stop to it, for one discontented person can destroy the peace and happiness of a whole family.

I should like to see a mother say to such a girl: "My dear, we have tried to make you happy and comfortable, but we seem to have failed. You are dissatisfied with the nearsilk lined frocks we give you. Go and see if you can earn a calico one for yourself. Our home is too plain for your taste. Try life in a boarding-house third story back hall bedroom for a while. Our life is too quiet for you. Go and taste the delicious excitement of pounding a typewriter or standing behind a counter nine hours a day." And if the girl were made to go, my word for it, she would come back a chastened and a different creature, who would simply radiate contentment at every pore. You would hear no more of her imaginary woes. I never yet knew of a working woman who found fault with her home when she got one.

This is also the one effectual cure for a career. Nobody ever talked or persuaded a girl out of the notion she was a Sarah Bernhardt or a Rosa Bonheur who could set the river on fire the first dash out of the box. Sometimes their families succeed in restraining them from ever putting their talents to the test. The result is that they go through life with a Lady Macbeth stare or wild, disheveled, uncombed locks, discontented, unsettled, always believing that they have missed the best of life. It is a fatal mistake. Nothing knocks one's belief in their own genius in the head like going up against the real obstacles in any career. If I had a stage-struck daughter I would hire the manager of a barnstorming company to give her one month of dragging about with a theatrical company, playing one night stands, and at the end of the time she would be glad enough to come home and darn socks. I have also been told by a girl who tried it that nothing else

could quench one's yearnings for an artistic life like being poor and hungry and forlorn in the Latin quarter of Paris. She said that she ceased to hunger for fame about the time she began to hunger for mother's doughnuts.

But there is discontent and discontent. There is the discontent of the silly and selfish mind and there is that nobler discontent that is the growth of the soul. To the girl who is dissatisfied because she is bound in narrow conditions, I would say, "Strike out. Don't be afraid. Don't listen to the people who always preach failure. Even if you do not achieve all you hope and want, you will be happier, because occupation is the sovereign balm that cures discontent. Nobody engaged in soul and body work has time to be dissatisfied."

One ideal of feminine charm is the contented woman whose days are full of pleasantness and peace, but surely we may well spare a tear of commiseration for the vast number of women who have somehow missed the road to happiness and whose moans and groans of discontent are forever ringing in our ears. To me there is no more pathetic spectacle than they present, for they are the misfits in creation—women too big for the little things of life and too little for the big things; women who have neither the courage to lead the life they want or to live bravely and cheerfully the one they accept of fate.

Be not as these. Discontent is eith-

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er the fire that makes the steam of human energy or that burns out the boilers. Either make it carry you on to higher things or smother it down, so it won't be a menace to the peace and happiness of other people. The discontent that takes itself out in futile fretting at conditions we do not try to remedy is the weakness of a coward. The discontent that is an inspiration to better things is the growing of the angel wings on which we mount skyward. Dorothy Dix.

Some Difficulties Confronting Women Wage Earners.

Physiological enquiry teaches us that, on the average, woman's actual output of physical energy is definitely fixed as less than that of man. Woman's physiological income, or pocket money, to use the illustration of Dr. Schofield, has been estimated as about five-eighths that of man. We all admit that, in general, man is the stronger. But the fact must not be misinterpreted. The student of physics is familiar with the difference recognized between kinetic energy—the energy of movement and action—and potential energy, which is none the less real because it is less evident. Now woman, in virtue of her duties in regard to reproduction, seems to tend rather to the accumulation of potential energy than to the output of kinetic energy. Or, to quote the language of the physiologist, the functions of the female organism are anabolic, or building up, rather than katabolic, or breaking down. In this respect woman is contrasted with man, in whom an excess of the building-up process results merely in obesity.

If woman is to continue to discharge those anabolic functions, consisting in the accumulation of potential energy for her unborn children or the provision of their nutriment after birth, upon which the continuance of the race depends, there is a definite and necessary limit set to her external activities—to that output of kinetic energy which depends upon what the physiologist calls katabolism. She can not both eat her cake and have it; can not both accumulate energy for the racial life and expend it for her individual life. Suppose, for the sake of argument, that man and woman have each 100 units of energy to utilize. Man, who does not bear the brunt of the reproductive function, can afford to spend his energy on external activities. Woman may spend all her energy similarly, and may successfully compete with man as an economic unit; but, if she does so, she will have no energy left for the supremely important function which she, and none other, can discharge. If woman is to continue to be woman, she can not compete on equal terms with man, so far as external activities are concerned. If she attempts to become man and woman too, she is apt to end by failing to be either. But if woman does not continue to be woman, there is an end of human history—the resources of science notwithstanding.

If the statement be true—and it is surely reasonable, besides being supported by the most unquestionable

facts of experience—it must never be forgotten as the essential fact with which those who labor for the establishment of an economic equality between the sexes must reckon. It implies that such an economic equality is unattainable. This is not because woman is of less inherent value than man to society, but her characteristic powers are not of economic value, as that term is usually understood. But it is surely evident that, rightly considered, woman's economic value is at least equal to man's. For her functions in regard to the production and nourishment and up-bringing of children are absolutely indispensable to every society, past, present and to come. It is true to the uttermost that "the hand that rocks the cradle rules the world."

Now, the married woman who is also a wage earner tends to fail in the discharge of her functions as a woman. She spends all her physiological capital for that which is not bread; and there is none left as dower for her children, born or unborn.

Here follows, then, my proposition: In the ideal state, woman must so expend her finite stock of energy as to discharge without mutual injury her duty to the race and her duty to herself. She can successfully enter into economic competition with man only by neglecting her duty to the race.

What, then, is her duty to the race? It is her whole duty, say some, and have said many more. But nowadays women are not content to be regarded as mere propagators; they do not propose to expend 100 per cent. of their energy on the production and care of children. They even go so far as to question the assertions of the distinguished theologians who have denied that woman has a soul. And certainly they are right; and their claims are compatible with the claims of posterity upon them. The problem for woman and society today is the due reconciliation of these claims; and the first essential for solving it is the complete recognition that part of woman's energies are hypothecated by posterity, and that, therefore, she must be content with somewhat less energy for other purposes.

Fortunately, we have abundant proof that woman's intellectual development, duly contrived and adjusted, may be, and often is, perfectly compatible with the retention of her womanliness, both physical and psychical. It would be a bad lookout were this not so. For one thing, the intellectual development of the whole race is certainly to be hastened by the provision of intellectual mothers as well as intellectual fathers. It would be a vast pity if the intellectual women were necessarily debarred from transmitting their intellectual powers to posterity. Again, the intellectual development of women is becoming more and more necessary in the interests of marriage. Educated men nowadays are not content to marry dolls. They want intellectual as well as physical companionship. If they can not get all they desire in one woman, they are apt to become discontented with the

monogamic restriction. We may remember the brilliant hetairae of Greece.

Thus, I am an earnest advocate of the higher education of woman, although not unaware of the recent proofs, mainly from the United States, that such may be disastrous; certainly, if the higher education of women were to destroy womanliness, it would destroy not only the possibility of human life, but almost all that makes life worth living.

I have said nothing about the necessity of woman "sticking to her proper sphere," since someone might institute odious comparisons between, say, "Adam Bede" and the feeble products of this pen—the ordinary man can not afford to define woman's sphere in this fashion. My point is simply that woman must be content to do less of the work which man can do if she is to do the work which man can not do; and without which there would soon cease to be any human doings of any kind.

C. W. Saleeby.

A Square Meal.

A round-shouldered man, with a round face and round head, wearing a round straw hat, entered a restaurant round the corner. He partook of soup in a round dish, with a round roll, a cut from a round of beef with round potatoes round it, some round dumplings, followed by a round of roly-poly, and some round Dutch cheese afterward. He finished up with some round apples, and then said he had had a "square meal."—The Digit.

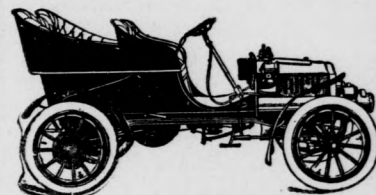
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HARDWARE

Why Jim Bracebridge Succeeded in the Hardware Business.

Jim Bracebridge started in Westville, a small town in Illinois, about a year ago. He had just severed connection with Hank Falkenstaff at Meadowcorners, about five miles off. Meadowcorners was not a good place for a hardware store, but Jim managed to pick up a bit of information from old Hank, from reading the trade papers and going to conventions. He also managed to get a biography of some of the old Dutchmen of New York, and learned how they piled up millions with a foundation of brains, thrift and industry. A little observation of real life told Jim that energy, perseverance, economy, enthusiasm and qualities of a similar nature, were not all the requisites—that a man must possess some of the craft of Ulysses. So Jim started his hardware store at Westville.

In loading up, Jim sent in as one of his first orders requirements for about five hundred good horn-handled pocket knives and about fifty pairs of scissors. These were amongst the first arrivals. When the stock had been set on the shelves, Jim took care to place these knives all around his show window together with the scissors, and a bunch of tinware and enamel ware. In the background he placed three big signs, announcing that on a certain day a postoffice line would be formed in front of his establishment and the first comers would receive their pick of the wares displayed in the window, absolutely free of charge.

Of course, the affair was a success—much more so than a band or an orchestra, a dance or a keg party, a raffle or the other numerous moss grown devices to popularize the inauguration of an establishment. The method was slightly novel and a great deal of interest was aroused to see who would arrive on the scene first. Jim took care that the local papers got wind of the free offerings and their amusement writer was garnered to write up the affair in a humorous and yet trade pulling manner.

After this auspicious opening Jim went to see some of his neighboring trades people. The barber next door was a sociable old boy, who had lived in the burgh all his life. He was popular with the men and invariably washed the hair of the ladies. Besides being a barber, he was a kind of horse doctor and knew one or two things about the turf. Jim thought he was a good subject and decided to use him as a disguised drummer, a sort of advance press agent, sailing in sheep's clothing. Jim fixed him up in a financial way. Without actual bribing, Jim jollied him along, took him out to dinner and showed him a couple of bottles of good bourbon, that he always kept under the counter, and otherwise treated him as a friend from childhood. The

old barber took it good-naturedly and felt indebted to Jim for the greater part of his happiness. Gradually Jim opened up his heart and disclosed the fact that he was selling a mighty fine steel range at a 15 per cent. loss over the cost price. He confessed that staples like edge tools and other grades of shelf hardware were being sold at his establishment at unheard of quotations. Finally he acknowledged that he would set up the two furnaces he had in stock for any inhabitant in the town at rates which would barely yield him enough to successfully scrape through the winter.

Jim said it was in line with his whole policy. It was an effort on his part to increase the trade in the community, to persuade people that they actually could buy more cheaply of him than they could of Jack Roundthecorner. The barber was persuaded that lots of sales, with small profits on each sale, were decidedly better for both the purchaser and seller in the ultimate balance of accounts than a few sales at the exorbitant profit that Jack Roundthecorner exacted. Jim said he expected to make very little during the first year, perhaps merely enough to pay expenses. The future, however, would give him his just reward.

The barber was impressed and almost cried as Jim told his story. He told lots of others. All the women of the neighborhood heard the tale and verified it. Jim took care to send out other advance agents who occupied a similar position to the barber.

The effect was, in a measure, the effect that some of the big department stores strive to obtain by giving out trading stamps. The buying public was convinced that Jim's prices were the lowest possible and that it was not only their bounden duty to take advantage of them, but that it was to their interest. It makes little difference whether the prices are low or not, just so people think they are low. Jim gave forth to the world that he was selling at skinflint rates, taking care at the same time that he was not giving skinflint quality and that he was making a good living profit on the lines not advertised as leaders.

Jim was successful in his efforts. His competitors soon moved across the railroad tracks to the undesirable portion of the town. Jim established confidence in his store, confidence in his prices, confidence in his quality. He read through human nature and while utilizing for his own interests the foibles of man, he did so in a legitimate way, not immorally or dishonestly. The social drummer is an innovation that is likely to prove as popular as he is widely known.—American Artisan.

Ruinous Economy.

Jaggles—His wife saved up over five hundred pennies. Didn't he praise her for her economy?

Waggles—He did at first, but not after she confessed that each penny represented the change out of a dollar she got at the bargain counters,

Business Education as an Investment.

A young man recently wrote to a friend of mine who is the principal of a large business training school, telling him that he had decided not to attempt to get a business education, because he felt that it would cost him too much. He recognized the value of the training he would receive, and had money enough to secure it, but was unwilling to part with the money for the sake of what he would get in return. My friend replied at once that as it was impossible for the young man to carry his money around in his hand he must deposit it in some place; and that the school of which he was principal offered an opportunity for investment not exceeded by that offered by any investment company in the world.

The consideration of the subject of Business Education as an Investment leads us to the question as to what an investment is. If a man pays a thousand dollars for a piece of land and sells it for two thousand, it is an investment, of course—a direct investment. If he puts a thousand dollars' worth of time into a piece of work and realizes two thousand, that is also an investment. In short, if he expends time, money or thought on anything that will produce future returns, he may be said to have made an investment.

A gentleman who lives not many doors from the writer was in such poor physical condition three years ago that the doctor ordered him abroad for his health. He had been

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an invalid for years, and was not a rich man, and he said to the doctor, "I can not afford it." The doctor insisted, however, and he went, spending over a thousand dollars—nearly all his savings. When he returned he was in such vigorous health that he was able to earn, in the two years that followed, more money than he had earned in the ten that preceded it. He had made an investment.

An investment must not be confused with a gambling venture. When a man buys a load of corn he has made an investment. If he puts up a margin on ten thousand bushels of corn in the stock market, he is gambling. The question here, as to what constitutes an investment, is "Has actual property been bought?" If so, the trade can be considered an investment.

But there are instances in which one may invest in things that are not actual merchandise. A merchant sells out his business, charging the inventory value for his goods, and adding on a specified sum for the "good-will" of the business. He has paid for that good-will by years of work in the community. It is actual property, capable of being appraised or transferred to another person.

Suppose two young men, of the same age, apply for positions in the same firm. They are equal of height and weight, have the same color of hair, and are apparently of equal natural ability; but one of them has had ten years' education and experience to fit him for the position for which he applies, whereas the other has spent his time playing golf and learning how to dance. Do you say that the education and experience of the first young man has not been an investment?

Before Moses led the Children of Israel out of Egypt he spent forty years in preparation. Before Savonarola gave utterance to his first terrible denunciations of the corruption of church and state in Italy he passed through ten years of the most severe sort of discipline. Fourteen years of exile and hardship transformed Giuseppe Garibaldi from an ordinary sailor to "the hero of Montevideo;" and Richard Wagner labored forty years before he compelled Paris and Berlin to listen to his wonderful music. Can anyone say that the years of hard work that glorified these men were not years of investment?

But it does not always take as long for the investment to yield return as in these cases. Alexander the Great subdued the world at 30; Napoleon had Italy at his feet before he was 26; William Pitt became Prime Minister of England at 24; Alexander Hamilton became Secretary of the Treasury of the United States at 32; Marconi at 30 had startled the world with his inventions; and Charles M. Schwab, starting in poverty, became President of the great Carnegie Steel Works at 35. Could these men have achieved such phenomenal success if they had been unwilling to make investment of time and money along the lines of their business?

Suppose a young man, who is earning ten or twelve dollars a week as

a clerk, with no greater prospects of success than those to which his lack of education confines him, invests three hundred dollars in getting the sort of practical business training that will take him from the counter to the office, and give him a chance at the big things of business. Is the man who invests the same amount at 6 per cent. to be compared with him?

Of course, one must invest more than money in any sort of education. He must invest energy and enthusiasm. He must invest time. Thomas A. Edison's employer once said of him that he was sure to succeed, because he had nothing that he was unwilling to invest; and if there ever lived any one who was not afraid to put everything in the hopper and await results, Edison is that man. Energy and enthusiasm, education and experience were all, to him, investments.

Speaking especially of business education, Lyman J. Gage, Ex-Secretary of the Treasury, once said: "It gave me the power to analyze financial propositions; it taught me how to keep accounts myself; and when I passed away from the period of apprenticeship or clerkship to higher duties, I was enabled to determine the quality of those discharging similar functions over whom I had charge." President James A. Garfield, speaking on the same subject, said, "Business colleges furnish their graduates a better education for practical purposes than either Princeton, Harvard or Yale." Henry Ward Beecher declared, "Whatever vocation you may choose as your life work, there can be no question that the first step is to obtain a practical business education."

When we think of Charles Dickens, John Hay, George B. Cortelyou and the hundreds of other great men who once depended upon a knowledge of shorthand for their support; of John D. Rockefeller, the richest man on earth; of W. H. Parlin, President of the largest plow factory on earth; of Timothy Woodruff, President of the great Smith-Premier Typewriter Company, and the rest of that vast company of our leading financiers, who once saw fit to invest in a business education, and are receiving the dividends now, we can not deny the value of the investment.

A good business education opens up any young person's mind to the possibilities that lie in the proper handling of money; it teaches the fundamental principles upon which all trade is based; it trains the mind to accuracy and the hand to technical proficiency; it frees the merchant from doubt and worry as to the exact standing of his business, by giving him a precise knowledge as to how to ascertain its condition; it prevents the clerk from sinking into mediocrity, by furnishing him with a stepping-stone to success that leads through the office of the proprietor himself; it gives confidence to the inexperienced applicant by furnishing him with a knowledge of affairs that is possessed only by the fortunate few; and, throughout life, it gives a poise and balance to its possessor, a calm confidence in ultimate results,

that is impossible to him who knows nothing of the fixed laws by which his business is controlled.

Surely a thorough education in business is an investment well worth the consideration of every man and woman in this age of progress. Great business men have indeed arisen in the past whose training was received from experience alone—and they will continue to arise in the future. But their number is getting smaller and smaller every year in comparison with the number of successful men who have had the experience and the educational training as well.—Education in Business.

The Horse's Failing.

Hans, the ruralist, was in search of a horse.

"I've got the very thing you want," said Bill Lennox, the stableman, "a thorough-going road horse. Five years old; sound as a quail; \$175 cash down, and he goes ten miles without stopping."

Hans threw his hands skyward. "Not for me," he said, "not for me. I wouldn't gif you five cents for him. I live eight miles out in the country, and I'd haf to walk back two miles."

Poor Thing.

"I don't suppose Miss Passay ever had any beaux when she was a young girl."

"No; she was too dignified and old-fashioned."

"And the men don't like her now, either."

"No, she's too kittenish now."

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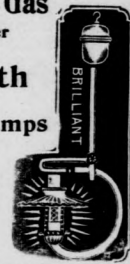
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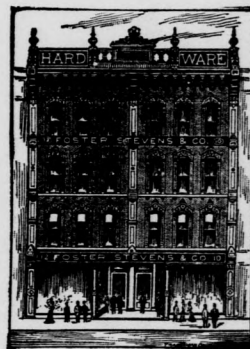
Brilliant Gas Lamp Co.
42 State St., Chicago



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

SHERWOOD HALL CO., LTD.

GRAND RAPIDS, MICH.



FOSTER STEVENS & CO.

Grand Rapids, Michigan

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

THE BANK CLERK.

Peculiar Duties Which He Sometimes Performs.

"Oh, y. s. Barton, I have a job for you," said the President of the Nineteenth National Bank as he glanced up from some papers to find that a good-looking, trim young man stood beside his desk. "Just read that telegram."

Burton took the piece of yellow paper and read:

Dingleville, Kan., Dec. 28—James C. Baldwin, President Nineteenth National Bank, Chicago: My daughter arrives Chicago 12:30 to-day, Rock Island, on way to New York. Please meet her at depot. See that she gets through all right.

Alvin K. Spencer, President Dingleville National Bank.

"Well," asked the President when Barton handed back the telegram, "what do you think of it?"

"I don't quite understand," the younger man replied, "what I have to do with the matter."

"You're to go down to the station at 12:30 and meet the young lady."

"Oh!"

"Perhaps I ought to explain, seeing that you've just come into the bank and may not know about these things, that we find it necessary to do a great many little odd jobs for our country customers in order to retain their good will, and, incidentally, to keep their business. We never lose anything by extending courtesies. We frequently buy railroad tickets and engage steamship passage for country bankers and members of their families, and I've even known of country bankers who asked the officers of city banks to reserve theatre tickets for them. This has grown, in recent years, to be a part of the banking business. Now I'm going to trust this young lady to your care during her stay here. You are to meet her when the train arrives and entertain her as long as she has to remain in Chicago. The bank will stand the expense and you must see that she has a good time."

When the 12:30 train arrived Barton stood inside the gates watching for a girl who might look as if she were the daughter of a Dingleville banker. Presently a young woman with a trim figure, a jaunty hat and a set of becoming furs emerged, following a porter who staggered under a load of suit cases and boxes.

"That," Barton thought, "must be some prima donna on her way to 'dear old New York.'"

When the porter had put down the suit cases and boxes the young woman took a stand beside them and looked around as if she expected somebody. Then Barton happened to see the word "Dingleville" on one of the suit cases, and a moment later he and Miss Spencer were on their way to the parcel-room. She explained that she expected to remain over until 8:30 p. m. and had no plans whatever concerning the manner in which her time should be occupied.

As she smiled at him when he suggested that it would be well to begin by eating, Barton was glad that he had been selected for the job in hand,

and wondered why he had hoped before she came that the girl from Dingleville would make her stay short.

They were partaking of blue points when Miss Spencer suddenly remarked:

"Do you know, I—I expected you were going to be a grayhaired old man with a tall hat and one of those long, double-breasted coats."

"Why?" Barton asked. "Have you a preference for old men who wear tall hats and long, double-breasted coats?"

"No, but then it has always seemed to me that all bank presidents must be old and stoutish, and the pictures of them show that they generally have white mustaches."

"But I'm not a bank president."

"Father told me you were."

"Did your father mention me personally? I didn't know he had ever heard of me."

"What do you mean? Hasn't he been doing business with you for years?"

"Oh, I see. You thought the President of the Nineteenth National would look after you personally. He happened to be very busy to-day—and sent me to take his place. I hope you don't mind."

Miss Spencer's manner became frosty and Barton half regretted that he had not permitted her to go on believing him to be a bank president. But she was apparently not a girl who was inclined to let foolish formalities keep her from having a good time, and before they had finished their soup she seemed to have recovered from the shock Barton had given her by confessing that he was not a bank president.

"Do you often take the President's place?" she asked.

"No, I wish I might—on pay day, for instance. It would be a great help. This, to tell you the truth, is my first experience as the President's proxy."

"You act as if you were used to it. Pshaw! I don't see why father sent that foolish telegram, anyway. I could have taken care of myself without any help. But he had an idea, I suppose, that the President of your bank would take me out to his house and that I'd become acquainted with his family and be introduced to all their friends. I wish I had made arrangements to go East on the next train."

"You're very complimentary," said Barton, intending to be as sarcastic as possible. "Of course, I can't blame you for feeling resentful because the President of the Nineteenth National didn't drop everything else and give up the day to entertaining you. Perhaps he'd have done it if he had—"

"Had what?" she demanded, when he checked himself.

"Had known what you look like, if you insist."

Miss Spencer eyed him steadily for a moment, and then said:

"This, as I understand it, is merely a part of your work. You are getting paid for looking after me, aren't you?"

"If you want to put it that way,

I suppose I am. At all events, they're not docking me for being absent."

"It's just as if you had been sent out to buy bonds somewhere, or—or to look over a piece of property on which your bank was to make a loan, isn't it?"

"Just the same. You see you are supposed to have influence with your father, and I'm here for the purpose of making you think well of the Nineteenth National, so that the present friendly relations between our bank and the Dingleville National may continue. Now, we thoroughly understand the matter, don't we? Isn't there something else I can order? Wait a moment, Miss Spencer; I'm going to have the waiter bring you a nice, big bunch of roses like those on the table over there by the window. The bank's paying for all this, you know."

"Thank you. But I suppose there is a limit beyond which you are not expected to go?"

"Oh, yes. I haven't any doubt that there would be objections if I were to take you around to some jewelry store and buy you a diamond necklace; but I'll tell you what I can do. Let's see—this is Wednesday, isn't it? How would you like to go to a matinee? After that we can have a dinner together, and then it'll be time to put you on the train for New York."

"As you please. You are looking after me. It is your business to see that I have a good time. If I don't, I shall, of course, have father open



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

negotiations with some other bank here."

"I'm afraid I've done an unwise thing in explaining matters to you. You have us at a disadvantage now, and can demand almost anything you want."

"How splendid. Well, to begin with, I'm going to ask you to take me to one of your best stores here. I want a better umbrella than the one I have, and as long as the Nineteenth National is willing to pay I may as well get the best I can find."

Barton regarded this as a joke, until she ordered him, as they were passing through State street, to stop the hansom in which they had started from the hotel to the theater. She led the way into one of the big department stores, and, having picked out a \$12 umbrella, thought she would like to look at hats.

There was one for \$18 that was very becoming to her. But, as far as that was concerned, she looked well in any of them.

"What do you suppose they'll say at the bank when the bill for this comes in?" she asked, looking sweetly into Barton's bulging eyes.

"I don't know," he answered. "I'll probably not be there to hear it. I have an idea that my connection with the Nineteenth National is not going to be a long and an honorable one."

Having ordered the hat sent to the address of her friend in New York, the girl from Dingleville said she was ready to go on to the matinee.

Barton sat through the performance as if he were doing so under protest. In his mind's eye he could see himself walking the streets in search of a job and being turned from doors where in former happier days he had been cordially welcomed. At the same time, however, he was conscious of the fact that it would have made him very happy if in some way he could have arranged it to have the entertaining of Miss Kittie Spencer as a life job. He knew her name was Kittie because she had said that her mother's last words as the train left Dingleville were: "Now, Kittie, be sure to telegraph the minute you reach Chicago."

"And to think," said Kittie, "that I forgot all about it. I think if it hadn't been for you I'd remembered it. I was so surprised not to be met by a dignified, gray-haired old gentleman that every other thought popped out of my head."

It was while they were having dinner, very leisurely, in the evening, that Barton, after furtively studying the beauty of her features, said:

"I suppose I'll lose my job in the bank on your account."

"Why? You have done your work very well. I'll write a note to the President, if you like, and tell him that I am thoroughly satisfied with the entertainment you provided."

"But the hat and umbrella you got will cause trouble, when the bills for them come in—"

He checked himself suddenly and a look of relief passed over his face.

"What is it?" she asked.

"Nothing. It'll be all right, after all. I'm glad you got them."

He had accompanied her into the car and they were waiting for the starting time to come, when she asked:

"What was it that suddenly caused you to change your mind about the hat and umbrella?"

"Oh, it's all right. There won't be any trouble about them."

"But I insist on knowing what it was that made you quit worrying so suddenly."

"It had occurred to me that I could go around to-morrow and pay for them myself, so the bill will not need to go to the bank."

"I shan't allow you to pay for such things for me. As long as it was a matter of business between my father and your bank I considered it perfectly fair. To have you pay for them would be an entirely different matter."

The conductor had called out "All aboard," and the train was moving.

"Kittie," said Barton, as she was urging him to hurry out of the car, "let me pay for them, and—and pay for everything that you are to have after this. Won't you?"

He had jumped off, and she stood in the vestibule waving a hand at him.

"Won't you?" he asked again, running along with the train.

"I'll think about it on the way to New York," she replied, "and write to you."

Then she kissed the tips of her fingers to him and Barton went home to look up Dingleville on the map.

S. E. Kiser.

Grocery Clerks and Red Neckties.

In Bayonne, N. J., the grocery clerk is regarded as an ornamental member of society and one not to be forgotten in the distribution of Christmas gifts. He has been receiving this kind of largess since the business of which he is a subordinate but still important minister first took root in that now ancient and venerable commune. From the first Fortune, so to speak, capsized on him her more or less redundant horn, but he always dug out from under the pile in time to come up smiling for the social and professional duties of the new year.

As time has gone on a change seems to have come over the character of these gifts; they have become less various and tend to run into monotony, showing poverty of inspiration in the givers or an abated desert in the recipients. It has come about in recent years that pretty nearly all the gifts offered to the grocery clerk consist of red silk neckties, as if something like a uniform livery were being prescribed for him. At this in his individual and collective capacity he kicks with the ardor of a Tasmanian kangaroo, and the guild this year formulated a resolution that none of its members should receive one of that color. The oppressive character which the custom has taken on is set forth by one who has felt the full heaviness of it, in the declaration that of thirty-nine neckties received last year from

customers thirty-seven were of the flaming hue named, enough to fling forth on his track the fire which went before Cassandra until another Christmastide comes around at least. Bayonne has not many towering traditions, perhaps not any, but she may claim the distinction of having introduced a unique fashion in the matter of Christmas gifts, so far as the grocery clerk is concerned, at any rate.—N. Y. Times.

Didn't Work!

Swindler—Madam, I have called for the suit of clothes which needs brushing and pressing.

Lady of the House—What suit?
"Your husband's Sunday suit, ma'am. He called at the shop as he went down this morning."

"And he said I was to let you have them?"

"Yes'm."
"Did he appear in good health and spirits?"

"Why, certainly."
"Look and act naturally?"

"Of course. Why?"
"Because he has been dead eighteen years, and I have some curiosity on the subject."

"I—I have made a mistake, perhaps."

"Perhaps you have. The man you saw go out of here an hour ago is my brother. Good morning."

Something.

The Millionaire—After all, my money hasn't brought us happiness.

His Wife—But it has made us objects of envy.

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 SALES DUPLICATING BOOKS



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

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

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

SEND FOR SAMPLES AND ASK FOR OUR CATALOGUE. A

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

Delicious

Buckwheat Cakes

Are Raised With

Yeast Foam

Tell Your Customers

ENGLISH METHODS.

How Goods Are Sold by Travelers in Great Britain.

Fifteen years ago the aristocratic "drummer" was practically unknown in these moss-encrusted isles, although one occasionally came across a wine merchant's "bagman" who had at one time held a commission in a crack regiment, and who—owing to an unfortunate acquaintance with "slow horses and quick ladies"—had been forced to "send in his papers." Nowadays the ill-advised spread of education among the lower orders and the shrinkage in the rent rolls of so many of the old country families have had a disastrous effect upon men whose fathers were provided for by handsome allowances. "These exotics" (as Mrs. Dudley-Dunn playfully describes them) have to work for their living, and their thoughts turn in the direction of business—although many of them hardly understand the meaning of the word. At first they vaguely speak of "doing something in the city"—being under the impression that a Tom Tiddler's ground on which substantial incomes are to be picked up awaits them. Eventually the well turned out lounge deserts the stock exchange for commerce or insurance, and becomes a wine merchant's traveler, an insurance agent or an advertisement canvasser.

Occasionally the aristocratic "drummer" is a success, but, as a general rule, he has not the perseverance, application and enterprise which are so necessary to successful traveling. The average "commercial" who springs from the ranks of what in America is known as "the smart set" finds it difficult—in fact, almost impossible—to sever himself from the manners and habits to which he is accustomed. Unable to be hail fellow well met with the unshaved, work-stained mill manager or engineer, the baronet's son who represents a lubricating oil manufactory fails to gain the good will of the desired customer, and thus misses the opportunity of planting him with "special cylinder" or "extra special shafting" oil. The man who has lately been an officer in an exclusive regiment feels a little shy when interviewing the sergeant major—who has it in his power to bestow a large order for the sergeant's mess or the canteen. And if asked by his patron "where do I come in?" he either misunderstands the question, or, asserting his dignity, declines to bribe the warrior. However, he is not always so honest—he occasionally proves as skillful in booking an order as the wariest traveler "on the road." But this comes only with practice. At first he is bound to feel awkward in his new role, and it may be a long time before his squeamishness wears off. It may be added a mess secretary sometimes meets the wine merchant's representative halfway by hinting that he expects 5 per cent. commission on the transaction. Some men gladly take the hint and do what is necessary to secure the order. Others report the painful occurrence to their employer—to

quickly find themselves without a billet!

Although one very seldom finds a naval man masquerading as a commercial traveler, several army officers have of late years accepted offers from wine merchants and brewers to represent them. They are to be found all over Great Britain, at Gibraltar, Malta and Cairo, and in "stations" in India where troops are quartered. On the strength of having been in the service, they delude themselves into thinking that mess secretaries will receive them with open arms and patronize their particular tittle. And should they run across their old regiment, they expect to be welcomed and sent away with an order of at least a hundred pounds (\$500). They are lucky if they are given a cigarette and a whisky and soda. For it is seldom that the aristocratic "drummer's" friends do him a good turn; indeed, they almost go out of their way to discourage him in what is, in many cases, a plucky undertaking. Sometimes the mess secretary (a baby-brained lout, who less than half a dozen years ago was subject to the birch rod for robbing the farmer's orchard) is impudent to the verge of exasperation, and sorely tries the temper of his visitor. The following conversation will show with what the wine merchant's hired menial has to put up:

"Good morning."

"Morning"—(reading card) Tin-foil & Co., wine merchants—"I'm not a wine merchant."

"No, but wine and whisky are used in your mess. At least they were in my time."

"What d'ye mean by 'your' time?"

"I was three years in B Company."

"Oh! beg pardon—have a drink. Here, waiter!"

"No, thanks; I'll have a cigarette if I may."

"Fill your case!"

"I'd rather fill my order book!"

"Well, we don't want any wine or whisky. We gets ours from—I forget the fellow's name. But I know that every officer is satisfied with what he sends us."

"Well, will you let me send samples of a port which my firm supplies to the Eleventh Hussars? The Colonel told me he liked—"

"Excuse me, I must be off to parade. Besides, I don't know anything about this business. Why don't you go out to Africa and dig for gold or something? Pay you much better than—morning. Eh! No, I've told you I don't want any samples."

When trying to secure the custom of the Sergeant's mess the unfortunate ex-officer is sometimes cross-examined by a bottle-nosed, red-faced sergeant who makes caustic comments on the "officer's" ignorance of his business. Upon such occasions a conversation of the following disconcerting nature is carried on:

"I've called to ask if you will allow us to supply the Sergeant's mess."

"What with, Mister?"

"Whisky and beer—didn't I send in my card?"

"Not you!"

"Eh—s'pose I forgot to. Very stupid of me."

"So it was, my son."

"Our firm is an old established one, and—"

"Never mind how old it is, my lad. Point is how old is the whisky?"

"Ten years in vat—I mean bottle. 'And, unlike other whiskys' (quoting from a pamphlet), 'it is free from fusel-oil!'"

"And so you mean to tell me, young man, that any blooming whisky as don't come from your shop ain't as good as what the members of this mess drinks! Of all the—"

"No, no, I assure you I didn't mean that! I—I—I—"

"Well, you're forgiven this time, sonny. I see you're new to the game. Now'll make you an offer. You take this sample of our whisky away and see if you can match it at a lower price and then we might do business."

"I shall be very happy to. And if you are my way I hope you'll look in and—er—have a drink."

"All right, gov'nor, I'll look in. But I'll want something more than a drink if we do business—"

"Oh, of course—a sandwich and a cigar—whatever you like."

"Well, of all the blooming mugs! Excuse me, my son, but you don't seem to have cut your eye-teeth yet."

"I'm sure I'm very sorry—I'm afraid I don't understand."

"No, you don't! What I want to know is how much? Where do I come in?"

"Eh? Where do—oh! I see! Why,



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

Original Holland Rusk

Write for samples today.

Holland Rusk Co.

Holland, Mich.

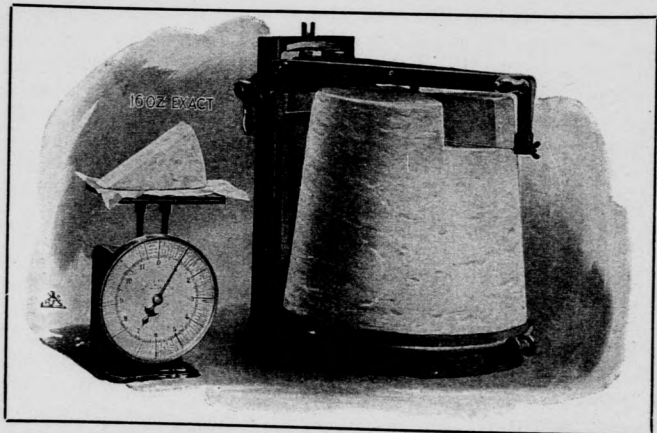
See price list on page 44.

AUTOMOBILE BARGAINS

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

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

IT'S UP TO YOU



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

Our Kuttowait Butter Cutter

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

Let Us Show You.

Cut out. Mail at once.

Name.....

Street.....

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

Kuttowait Butter Cutter Co.

Unity Bldg., Chicago

of course, I'll be very glad to send you a box of cigars at Christmas."

"All right, my lad. But if there ain't no five pound note at the bottom of the box, I don't think as the members of the mess is likely to want your whisky!"

The "well-conducted" man who becomes an insurance tout is, on the whole, happier in his work than is the wine merchant's traveler, for although he has quite as much competition to contend against, he is not subjected to quite so many annoyances. He does not lose caste to the same extent; his duties are less arduous; the disappointments are fewer; and the class of people upon whom he tries his eloquence are less offensive than those who are visited by the "commercial" in the wine trade. But if the agent—like so many of his kind—neglects to familiarize himself with the advantages offered by the company he represents, he is unlikely to retain his situation long. Sometimes he is told by an astute but ignorant manager to push business among his "west end" friends. This he endeavors to do by hanging about clubs, playing billiards and loafing in the park—occasionally mentioning the name of the concern which employs him. But this particular modus operandi requires more tact than is always possessed by the "drummer"—who may get himself into trouble with the Club Committee by introducing business matters. Nor does he find it an easy thing to explain to the manager that members resent any attempt to turn the club rooms into a business office. The insurance man who is tied up to the business is seldom eligible for admittance to a good club and can not always be made to understand the uses to which these places may be put.

The aristocratic "drummer" is not always shown on the books of the establishment he represents. For tailors, dressmakers, grocers and other tradesmen are often favored with orders from persons recommended by people who clamor for a commission—but who would not for the world have their names entered in a storekeeper's ledger as agents of the establishment. They craftily din the merits of certain products into their friends' ears—until an order is given, taking care to draw the commission in advance, or, at all events, before the goods are paid for. Sometimes the tailor or bootmaker has a contra account with his benefactor, crediting him with his commission and debiting him with whatever he may order. But as the needy nobleman seldom intends to settle his bills, he prefers to be paid in cash rather than in clothes. In these circumstances he renews his own wardrobe elsewhere. It should be noted that singers also avail themselves of the services of these non-professional agents. A well known American lady in London who has entertained royalty and at whose house all the best singers are to be heard is understood to make a substantial addition to her income by securing engagements for artists, subsequently despoiling them of about half the fee they receive. Needless to say, half the music agents in Lon-

don are anxious to have her blood—or, at least, her scalp!

The professional traveler shows no little jealousy towards "commercials" who are of a more exalted position than he. Unable to appreciate the aristocratic "drummer's" abhorrence of imitation jewelry, evil smelling pipes, loud checks, and other accessories peculiar to the accepted type of "bagman," he looks upon his competitor as an interloper and resents his appearance on the scene. It annoys him to find that his harmless rival declines to carry a sample-bag and that when traveling in the country he considers a silk hat and frock coat out of place. The natural reserve of a man who has exchanged a sword for the pencil and order book exasperates the old hand, and if the ex-captain obtains of a club secretary the audience which has been denied the other representatives, the annoyance of the latter knows no bounds. Geo. Cecil.

Much Building at Adrian.

Adrian, Jan. 2—Although only about half as large as during 1904, the improvements in the building line in this place during 1905 are of quite an extensive nature and will amount to about \$300,000.

The biggest improvement is that of the new chapel at St. Joseph's academy, which will not be completed for a month, at a cost of \$30,000.

The next most valuable improvement is the Y. M. C. A. building, costing \$40,000. Ground was also broken for the new \$30,000 post office.

The Adrian Gas Co. has erected a new retort house, costing \$15,000, and next season will complete the erection of an entirely new plant, costing about \$15,000, while the Lion Fence Co. has built an \$8,000 warehouse. The Adrian Cold Storage Co. made improvements that amount to about \$20,000 and the remainder of the dwellings.

Trade Worth Getting.

In most of the smaller towns there is some trade worth having that goes to the city simply because it is not sought by the local dealer. If there is any sort of a manufacturing enterprise in your town, Mr. Druggist, the chances are that it uses some of your kind of goods in large quantity. It may be something that they can buy as cheaply as you can, but probably they are paying for it a little more than the regular trade price and you might as well be putting that extra in your pocket right along. Go to the factories and see what they use that you sell. Find out what they pay for the stuff. If you can get the order, you need only have the goods shipped right to your customer and pocket the profit without having to carry the stock or even handle it.

Rural Prosperity.

"Yes," remarked the farmer, after exchanging five hundred dollars for a gold brick, "if yew don't find that money entirely satisfactory yer kin bring it back any time and git your brick back ag'in!"

The Worden Grocer Co.

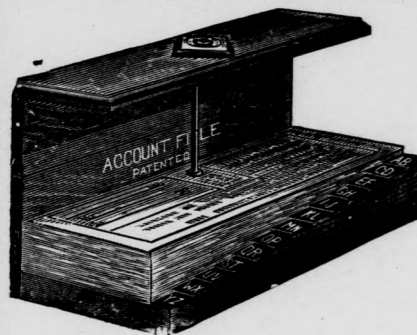
offers to the retail grocery trade—such trade as may fully appreciate the advantages of carrying goods of superior intrinsic value—

The Quaker Brand COFFEES AND SPICES

These goods are perfect in quality and condition.

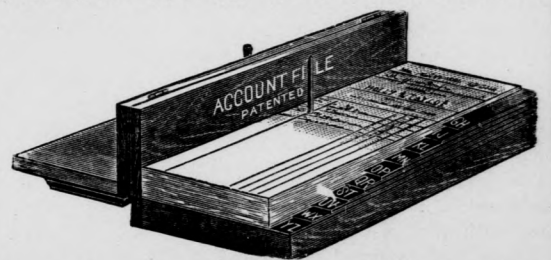
Grand Rapids, Mich.

Simple Account File



A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save one-half the time and cost of keeping a set of books.

Charge goods, when purchased, directly on file, then your customer's bill is always ready for him, and can be found quickly, on account of the special index. This saves you looking over several leaves of a day book if not posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer. Write for quotations.



TRADESMAN COMPANY, Grand Rapids

RUSTELLE & COBB.

What They Did With the Schumann Stock.

When Sam Rustelle and Bill Cobb, clerks in G. Ingham's big dry goods store in the thriving town of Pebble (used to be Pebble Center), and really is, yet, but after it got so big the inhabitants hated that "Center" worse than patent medicine people hate the "Ladies' Home Journal," and so no one ever says Pebble Center now, except the people from Himsterburg, the next town below, the rival town, and they never fail to say it, never—I say when the young men mentioned bought out the old established shoe business of old Schumann, "Israel" Schumann, to be more respectful, there was a great shaking of dry bones along the one business street.

There were plenty to predict failure, and among those who were the most pronounced in saying it were I. Hopper, shoe man; Messrs. Campbell & Stratton, shoe men and their clerks and salesmen.

In fact, as is customary under such circumstances, Messrs. Rustelle & Cobb were given various lengths of time in which to get down and out. Isaac Hopper gave them six months, while Mr. Campbell and Mr. Stratton, who were somewhat younger, gave the new dealers from nine months to a year "to have their hides on the fence," which was the way they expressed it.

"Why," remarked Jimmie Stringer, the bundle boy in Campbell & Stratton's, "neither of them guys knows a t'ing about the business, not half so much as I do, an' I ain't been in it but six weeks."

Perhaps it did look a trifle venturesome, but when an hour after their employer, G. Ingham, had arranged the purchase for them at 60 cents on the dollar, they were in the store, beginning the inventory; it seemed very much like really being in business.

The store was closed for inventory, with the curtains down, and papers up at all the crevices, and a pen and ink notice on the door, which stated:

This entire stock has been purchased by the firm of Rustelle & Cobb.

Closed for inventory.

The store will be re-opened on Tuesday at 9 o'clock, to begin closing out the entire stock of \$20,000 worth of the best quality footwear, at less than cost.

I suppose that the big advertisements in the weekly papers and the little daily paper did a lot of good, but that little pen and ink screed in the winter started the mouth-to-mouth work, which is really the great and prime object of all advertising.

The young men found old Mr. Schumann a nice old man, store tired, with plenty of money for all his needs, and as eager as a boy that the young fellows should have a nice start. The stock inventoried \$14,900. A little more than this had been anticipated. At 60 per cent., this came to \$8,940. The young man paid over their savings of \$2,000, and gave

notes for \$6,940, due \$2,000 the first year, and \$1,000 per year until paid, or, to be accepted at any time. Mr. Ingham endorsed the notes for the lads, at the same time that he did it, pausing, with his pen on the paper, to say:

"Now, boys, I'm endorsing this paper for you. I feel that I'm perfectly safe in doing it. You'll pay it all right, I'm sure, and if you don't, and it comes back on me, I can pay it without finding it very inconvenient. But before I sign them I want you to promise me one thing: will you do it?"

"Anything you are likely to ask, sir."

"Well, it's this: I suppose you feel more or less friendly to me now, for engineering this thing for you; if it happens that I've given you good advice, you'll probably continue to feel that way."

"That's certainly true, sir. We sure do feel that way, and thank you a thousand times—"

"That's all right. Now, what I want you to promise is this: If I ever come to you, hard pinched in my business over there, and ask you to endorse paper for me, I want you to refuse to do it."

"But, sir," ejaculated Williams, "that will look—"

"Never mind how it would look. If I lose, as I say, on this, it would not worry me at all, bad as I'd hate to see the money go. If you should endorse for me anywhere near such a sum and I should go to the wall it would just about ruin you. I don't suppose I'll ever need an endorser. I hope not, and I'm giving you this advice to hit not only me but to put you on your guard against the rock on which many a promising young business man goes to pieces. It sounds like hard-hearted advice to give, but you won't be in business many months before you will be approached from some source on this very matter, and here's a good rule to make: Never endorse for a friend until you know just where he stands financially, and how he is conducting his business, and never endorse for any one for more than you can afford to lose without serious inconvenience. Excuse me for preaching," and he endorsed the notes.

"At least," said Sam, "we'll never endorse for anybody, under any circumstances, until the last cent is paid on the notes which you have endorsed."

"And," threw in Bill, "that won't be a bad excuse to give if we are ever approached on the matter."

Although the fixtures were some of them rather old and out of date, they were thrown in, and for useful ones, bought new, would have cost not less than \$500. As Mr. Ingham had said, there were great advantages about stepping into a store already established and in running order.

The Monday following the purchase Mr. Schumann, coaxed by his daughter, took the train for Boston, to start for Europe. He made all sorts of apologies for leaving the boys without introducing them to his trade, but although they were excessively polite, in their hearts they

were secretly rather pleased to have a free hand in reducing the stock, without any sense of restraint. Both of Mr. Schumann's clerks they retained for a time, at least. One of them was an elderly man, who had worked for Mr. Schumann as a youth, had branched out in business for himself in a neighboring town, and had failed, he told the boys afterward, because of that same endorsing which Mr. Ingham had mentioned, and for several years had been clerking for his first employer. He was a valuable man in the stock, knowing every sole in it. The other clerk was a lad of a few months' experience. They also engaged two other clerks as extra help, and Mr. Ingham loaned them his assistant cashier, a young lady able to handle the cash of their sale in faultless style.

Night and day they worked, getting the goods in shape and arranged with special selling prices for the sale. It was a great assortment. The new proprietors, being new and fresh at the business, did not appreciate what a conglomeration it really was, but they were familiar enough with old stock of any sort not to hesitate when it was necessary to apply the knife.

There were cur kids of the vintage of 1883. There were fine French kids of an even earlier date. There were plain kid, very low cut opera slippers, white kid and white canvas lined, which had helped out a window trim in the summer of 1886, and there were needle-toed calf button shoes for

men that looked like curiosities. When Sam Rustelle ordered the boy to black the opera slippers inside and out, mate them up, and throw them in a box marked, "Choice for 25c per pair," the clerk looked at the 80-cent cost mark, and knew for a certainty that Sam Rustelle was in the right place.

All of the old stuff was marked to be slaughtered. There were hundreds of dollars' worth of stuff which could be cleaned out only by slashing it at from 25 to 50 per cent. of its cost price.

With the standard stock, new goods and the lines which Mr. Schumann had made specialties it was different. The old man had come down from the days of big profits, and for a shoe which cost \$2.75, his price was not usually \$4. To sell this shoe for \$3.10 or \$2.98 seemed to the customers who had known the Schumann quality and the Schumann prices a good deal like picking up gold pebbles. Sam and Bill realized this fully, in advance.

Tuesday morning, when the elderly clerk rolled up the curtains at five minutes of nine, the sidewalk in front of the store was packed with people away out over the curb, and both ways up and down the street. There were people from the country, who had driven in ten miles to be among the first in, and there were people from neighboring villages who had come in on the cars.

"It'll be a case of let in a store full and put them out the back way," re-

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
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Distributors

Grand Rapids, Mich.



marked the little clerk, and that was the plan adopted.

When one of the extra men had been stationed at the door, and it was opened, the rush was terrific. After about fifty had been admitted, two men succeeded, after much effort, and nearly squeezing the foot off from a Polander from the quarry, who acted as though he were being shut out of Paradise, in closing the door, and the fun began. Customers traded easily. It had been years and years since there had been such a sale in shoes in Pebble, and people acted almost beside themselves. They grabbed up shoes from the bargain bins regardless of size, and pressing their money into the hands of the clerks, bore the goods away, unwrapped.

By and by another fifty were admitted, and so it went all day. At 11:30 o'clock that night the two proprietors, the four clerks and the loyal little cash girl sat exhausted amid a shoe stock which looked as though it had just been brought back after a fire.

The sales footed up \$720 in cash.

"Not bad for a starter," remarked Sam, hoarsely.

"I should say not," responded Bill, spacing his words as the case demanded.

"Say," asked the little clerk, "did you see old Isaac Hopper go by here about 3 o'clock this afternoon, twisting his neck like an owl to see the crowd in here? He had an expression like a democratic candidate for con-

stable in Vermont on the day after election."

"And now," said Bill, "it's hot coffee and oysters all around, at the Home Kitchen, around the corner, and then everybody put in an hour clearing stock, and all get around here to-morrow at 7 o'clock so as to be ready to open up again at 9."

The next day it was two more extra clerks on and sales \$840.

Pebble Center never saw anything like it.

Thursday was \$647.

Friday was \$436.

Saturday, with two more extra clerks and two boys, the store took in \$1,002.50, and they had money enough in the bank almost to own the stock. The best of it was that the old shop keepers and the broken lines were the ones which had furnished the bulk of the trade. Of course hundreds of dollars' worth had been sold from the standard lines, but, although, at cut prices, these had been sold at a slight profit over first cost, and such a large percentage over what the stock had been bought for, that the big sacrifices on the out-of-date stuff were more than made up, and there was a neat profit on the gross sales.

Next Monday the sale continued briskly. Not so good, quite, as the first five days, but still a big trade, and it did not stop the next week, nor the next, nor for many weeks thereafter.

Pebble had never been used to closing out shoe sales, and the people rose to the inducements like a hun-

gry bass to any sort of a fly after June 15th in Canada.

It was necessary to buy in a small way after the first week, mainly rubber goods and standard stock, children's goods. These were bought of jobbers and marked at odd figure prices, but still at a figure which yielded normal profits. As opportunity offered Sam and Bill went through the standard lines, with the aid of the old clerk, and decided which ones they would retain and these were kept carefully sized up, from the first. Wherever it was decided that a line should be replaced the broken ends of the line were thrown onto the tables at cost or less.

Little by little the stock mutated from old stock to new stock. Every week the sales were many times more than the purchases. The tables in the center of the store, sacred to the oldest stuff which had been unearthed, were filled again and again, with goods which had been tucked back in corners, so long that the shoes seemed to fairly blink when brought forward once more into the broad light of the open store. And the prices put on the stuff certainly ought to have made it move. When putting the knife in once didn't quite do the trick, another slice was taken off, without waiting too long.

Three months after the purchase the firm, running almost normal, took another inventory. The stock, pretty clean, as the old clerk was glad to admit, inventoried \$6,748.50, even one of the notes had been paid, the new firm had a bank account which

showed \$800 on the right side of the book, which is the left side, and the firm of "Rustelle & Cobb" was as well established in Pebble and with as nice a credit as though it had been in business for twenty years.—Ike N. Fitem in Boot and Shoe Recorder.

He Wanted the Poultrice.

The late Joseph Jefferson was suddenly taken ill while visiting at the home of a friend. The wife of the gentleman whose hospitality he had enjoyed became alarmed over his condition and, being of a religious turn of mind, wished to instill in the mind of the actor her belief in the necessity for spiritual contemplation. A call to his room for the purpose of applying a poultrice gave her the much desired opportunity.

"Mr. Jefferson," she said, nervously shifting the poultrice from one hand to the other, "for your sake, for the sake of your friends, your family, I—I would like to pray for you."

The actor listened attentively, and his answer came slowly. "Yes, madam," he said, "you may—for my sake, for your sake, for everybody's sake, but for heaven's sake put on the poultrice."

Keep Up Appearances.

Indignant Family Physician—Why, in heaven's name, did you not send for me yesterday morning, right after your boy had swallowed the coin, instead of waiting?

Offended Mother—Now, doctor, would it not have looked as if it was the only \$5 piece we had in this world?



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

Tear off here and mail to us today

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

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

Name

Address

No. of men

WON THE DAY.

Williams' Experience With Union Rioters and Murderers.

Williams was 35 years old and was earning \$14 a week. This in itself is nothing so extraordinary as to warrant notice. Plenty of men live to be twice 35 years old and never make more than \$14 a week. But that is because they fail to be born with the proper qualities, advantages, or whatever else it is that helps men to win success. But there was no room for excuse in the case of Williams, nor had anyone any inclination toward saying that they felt sorry for him.

Williams' lack of success up to his thirty-sixth year was no one's fault but his own. He had been born with the advantages that are generally considered necessary to the making of the successful man in embryo. He had been born with the qualities that make for success in business life. His advantages were many in number, his qualifications few, but good. He had a college education, he had good influence to back him in his climb upward. He was smart and capable. And yet at the end of his thirty-fifth year he was to be found in the railroad department of Going & Co.'s office at a salary which most clerks earn when they are one or two years old in the business.

Of course he had no business being there in that capacity. With his ability and advantages he should have been at least assistant to the head of the department. Or he should have been in some other department where the opportunities were more plentiful and of more importance, and where there was less likelihood that a man fall into the hopeless rut of dependent office routine. But there he stuck, a horrible example of what may happen even to the man of capabilities and advantages.

"What's that fellow, the boss?" new men would say upon entering the department. And when they were enlightened as to Williams' position, or lack of position, they would look at him in surprise. "Well, what's the matter with him—why don't he get started and do something for himself? Wish I had his brains and his chances." Or they would venture guesses that Williams drank too much, or in some way was incapacitated for the hard, grueling climb

that must be his who would win success in the modern business world.

But he was none of these. He was an exemplary young man in his habits. He was like a good ship with something lacking—engines or sail—to drive it out into the open water. Williams had never got started. The head of the railroad department was sorry for Williams, but his sorrow was liberally intermingled with deep disgust. Time after time he spoke to Williams about "steaming up and getting something worth while," and time after time Williams apparently made up his mind to "steam up" and then promptly reverted to the old, dead standstill. The head grew angry with him.

"Williams," said he, "you're no good—you aren't worth a d—n to yourself the way you're going now. You're a dead one, earning boys' wages when you might just as well as not be up among the best salaried men in the house. What's the matter with you? You've got it in you; gracious, you've got it in you as well as anybody in the place. And you've got the chances, got chances equal to any of them. No one is to be blamed for your lack of progress except yourself, and you're to be blamed a whole lot. Wake up and do something! You make me tired, that's what you do."

Williams went back to his desk in dejection. The head watched him as he went.

"Huh! Guess it's a case of lacking nerve with Williams," he mused. "Hasn't got the nerve nor the confidence. That's what he lacks more than anything else, confidence. And that's something that a man's got to learn to have for himself."

It was only a few months after this that the big teamsters' strike came. In common with three or four thousand more drivers in the same lines, the drivers at Going & Co.'s, along with the other houses in the stockyards, drove into the stables one evening, turned their horses over to the barn men, and served notice that they were on strike. Their leaders, actuated by their own private motives, had led the packers to believe that a strike, if one should occur, was a matter of the remote future, and thus by calling the strike in a hurry they managed to make trouble of many and serious kinds. The retail dealers, hotels and restaurants had

no official warning of the strike and were left with only their normal supply of meat on hand. In some cases this was enough for four or five days. But in most cases it was enough for only half of this. In short, a complete tie-up of the packers' teaming facilities for four or five days meant a meat famine in the city.

The condition spelled "Fight" in big, hard letters. The packers settled the fate of the stockyards teamsters within an hour after the strike was begun. This fate was this: The teamsters should lose. It mattered not how long or how hard they would fight, they were to lose. Once the packers had decided upon this the vicinity of the stockyards and many of Chicago's streets were doomed to see violence, bloodshed and death within a few days. The yards became an armed camp and the men who worked there became levies for the employers to draw upon when they needed them.

Up in the general office the morning after the strike was declared a long piece of paper was circulated among clerks, heads and all men of the office force. At the head of the paper were a few lines of typewriting to the effect that the undersigned agreed to be ready to go to work in any capacity during the labor troubles at the first demand of the company. There were a few men among the hundreds in the offices who did not sign that paper. Most of the men signed and among those who did was Williams.

For the first days of the strike there was no need for a call upon the office force for teamsters. Imported drivers took the places of the strikers and made the first deliveries. But it takes something more than \$5 a day and expenses to make men face men of their own craft in their own city in open combat and the imported drivers soon melted away and went, one by one, over to the ranks of the union strikers. Next came such men among the plants as did not belong to any labor organization, and these were for the most part cheap riff-raff and were more easily persuaded to drop the lines and run for the shelter of union headquarters than sit on a high, exposed seat and dodge bricks and bottles.

"This is going to be no child's play," said the Superintendent of

Going & Co. on the fifth day. "They are ugly, and they're going to kill somebody if they can to scare the rest of our drivers. To-morrow they'll be ripe for any kind of hell under the sun and to-morrow we've got to make our downtown deliveries or own up that we're beaten for the present. We'll have to have men on the wagons whom we can depend on to-morrow—not these half baked kids. Get out some men from the offices."

His lieutenants promptly went to the offices and called for men. Only single men were wanted and no boys. Only those who wished to volunteer need do so. No one was forced to come.

The required sixty men were made up and Williams was among them. The head of the department, who likewise had volunteered, was also among the sixty.

"What are you doing here, Williams?" he demanded abruptly when he saw him. "You don't have to come, you know."

"I know," said Williams, "but I want to come, that's all."

For a minute the head debated the question of sending him back to his desk. Finally he decided to let him go. "But if he doesn't get knocked out he certainly will get cold feet," he vowed.

A police inspector with a captain as his companion in a light buggy led the way out of the yards on the start for downtown next morning. After him came two patrol wagons filled with officers. Next came five wagons



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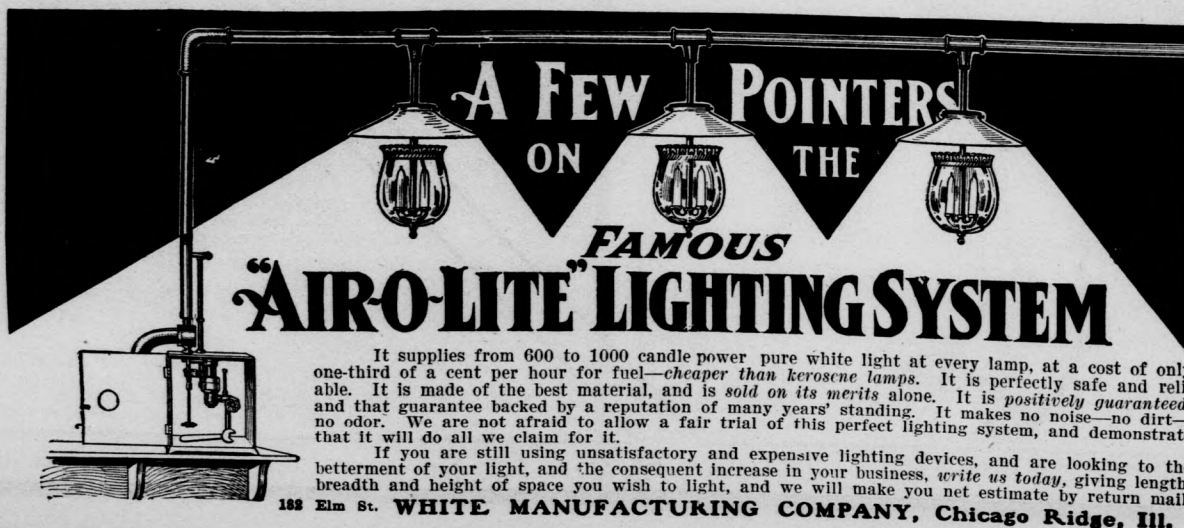
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It supplies from 600 to 1000 candle power pure white light at every lamp, at a cost of only one-third of a cent per hour for fuel—cheaper than kerosene lamps. It is perfectly safe and reliable. It is made of the best material, and is sold on its merits 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.

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loaded with meat, each driven by an office man acting as teamster, and each with a policeman on the seat beside the driver. Then came another patrol wagon, five more meat wagons, and at the end another patrol wagon with its full complement of bluecoats. This was the first caravan to start from the yards. Inside the yards four more similar caravans were waiting, ready to move out if the first caravan reported its progress unmolested. But that first caravan never had any such report to send.

On the third wagon in the second section of fives sat Williams, the unprogressive. He was distinctly unhappy and he was terribly white. He had slept but little the night before, and for breakfast he had taken just one bite of food and quit. He had no stomach for eating on this morning. His keen imagination had been working ever since he screwed up his courage to the point of volunteering, and by the time the caravan was ready to move he had pictured all of the city outside the yards a jungle filled with ravenous mobs waiting to rend him limb from limb the moment that he appeared.

He was relieved to see that there was no mob waiting at the exit of the yards, and none in the street down which the route of the caravan lay. As far as his eye could reach Williams saw that the street was clear, that pedestrians were few, and wagons scarce, save those of the packers. Peace was upon the streets. This taking out of the wagons was not to be dangerous after all. Wil-

liams felt much relieved. He began to stop watching for angry union men and began to pay more attention to the handling of the big, patient team under his lines.

Then suddenly he became aware of the fact that something was going to happen. He felt the atmosphere of the combat before he saw that the fight was on. The inspector ahead was jumping out of his buggy. The horses of the first patrol wagon were rearing and plunging, and bluecoats were pouring out and coming back toward the first five wagons.

The caravan stopped with a jerk. Then from side streets, alleys, doorways and windows came the low, ugly growl of angry men attacking a common enemy, and the air was full of missiles fitted to break a man's bones or kill him. Williams saw that the man on the first wagon had fallen back off his seat, dragging the lines with him and stopping the team. The police officer on the seat had lost his helmet and was bleeding. He drew his revolver and fired blindly at a window in a house. The inspector rushed upon him and twisted the revolver from his hand, and then Williams quit watching others, for the fight had shifted to the second five wagons and he was busy.

The police ahead cleared a road for the first five and they went on, leaving the second section to face the storm alone. The mob was growing larger and bolder now. Men, boys and women were throwing things and trying to get at the wagons. Suddenly they rushed in, threw

back the police, and seized the first wagon. The driver jumped and ran. In another second 500 hands had cut the harness to ribbons, turned the horses loose and tipped the wagon on one side. The second driver and his guard were fear stricken. They jumped and their wagon went the way of the first.

Williams never knew just how he did it. He saw the mob leave the second wagon and come toward him. He had thirty feet in which to get the team into a run and he did it. It was a big team, heavy and well fed, and young and frightened into a panic. It swung into a gallop and went through the crowd like two balls going through so many blades of grass. Williams was dimly conscious that his guard was hanging backwards over the seat and bleeding. Also he felt something hot brush his cheek, and afterward he remembered that someone had shot at him. But for the present he had only one aim in view, to get through the crowd with the wagon. A man, quicker than the rest, leaped up and gripped him by the leg. Williams clubbed his whip and swung it blindly. The man let go and dropped under the wheels. Williams went on.

The crowd broke and scattered before the team, and before they could regain their solid formation, the police were again in possession of the street and with drawn clubs they beat the shattered assaulters back into their houses, side streets and alleys. The rest of the caravan followed quickly, and in a few minutes it was

all well on its way, with the exception of the two demolished wagons.

Williams came back to the barn that evening a gory, hardened sight. He was white and dirty and tired. But his lips were set in a thin, hard line and the look in his eyes was the look of a man.

"You'd better quit now for a couple of days," said the head of the department. "That is, unless you want to go out again," he added hastily as he caught Williams' eye.

"You bet I want to go out again," said Williams.

The head smiled. "We'll give you a good job for this day's work," he said. "Why, if it hadn't been for your quick work there we'd never have got downtown. We'll give you a good job when the strike's over."

Williams looked him calmly in the eyes. They were standing in the barn, in the light of a lantern. The head actually wilted under his gaze. There was something new in it.

"You bet you'll give me a good job," said Williams shortly. "If you don't somebody else will."

Allen Wilson.

A Woman's No.

"Learn to say 'No,' my daughter," advised the wise mama.

"But why?" inquired the coy debutante.

"Because it is more fun to keep the men guessing for awhile."

Thus we see that a woman's "No" means "Guess" instead of "Yes," as the proverb would have us believe.

It Has Been a Good Year all Along the Line

You merchants know it without waiting for the yearly summing up next month. Prospects never were better. Crops are good, all the factories are working overtime. Every man who wants to can work at the highest wages he ever received. Speculators have given up all ideas of creating a panic, because the people are too busy to get panicky.

We, in common with you, rejoice in such a satisfactory state of affairs. We, too, have prospered.

The "square deal" wave that has swept over the country has naturally worked to the good of the makers of

A Case With a Conscience

Every department of our plant has been enlarged to meet demands for **honest, guaranteed store equipment.**

We Are Looking Toward 1906

You'll have the money to do things you know ought to be done toward improving your retailing plant. We have the goods—the only fixtures you can know **all** about before you buy, and can buy with a **guarantee** of getting just what you pay for. We'll get all the business of our former customers and want just as many new accounts as the merit of our goods will bring us.

Store Equipment that Satisfies—that is our proposition.

GRAND RAPIDS FIXTURES CO., 136 S. Ionia St., **Grand Rapids, Mich.**

NEW YORK OFFICE, 724 Broadway

BOSTON OFFICE, 125 Summer St.

St. LOUIS OFFICE, 1019 Locust St.



How About Colors in Shoes for 1906?

"Colors are going to make trouble for shoe retailers next summer, I'm afraid," said the manager of the women's department, "and I'm anticipating it. I'm going to stock up on white canvas, a line that I can move quickly, put in a few sample colors in canvas and leather, and arrange for a custom order trade. The trade and fashion papers say, 'Shoes to match gowns will be very correct in 1906.' Now I've had experience in matching colors for women, and I believe it a task too difficult for the average shoe man. A woman won't accept a color that blends, if she is at all particular about her dress. She insists upon a color that matches. The retailer who wants to worry for a while can take account of the numerous shades and tones of the gowns worn by the next one hundred women who come into his store, and estimate his chances of carrying a stock to match them.

"This is what I am going to do. I am arranging with a shoe manufacturer to make up such colored shoes as I may want, either of cloth or leather. But I will limit my colors. I have secured a syndicate color card, such as is used in the dress goods, ribbon and other trades. This card contains twenty-eight shades and tones that will be fashionable next summer. It is used to regulate the production of colors, so that the ribbon maker won't be turning out greens while the dress goods maker is making yellows, or, in other words, so that the merchant can stock up with dress goods, ribbons and other supplies that match. It strikes me that this syndicate color scheme must be extended to the shoe trade, if shoes to match gowns are to be worn next summer, and thereafter, so that manufacturers may regulate their production of colored footwear.

"Certain of these syndicate colors will be leaders in 1906. The bulk of the dress goods and furnishings shown by the merchants of the country will be of these shades. So my customers will have dresses of these shades, unless they are way ahead or way behind the fashions. To the woman who wants a pair of shoes to match her gown, I'll show my syndicate color card, and from it she can easily pick the shade that exactly matches her gown. Then I'll get her size and style by fitting her with a pair of shoes from my stock. I'm not going to bother with a size stick and diagram. Next I'll have shoes made up of leather of the selected color, and on the lasts of the shoes which I fitted, and finally I'll get a good price for my work. A woman who can afford to be very particular about matching can also afford to pay a good price.

"My scheme will take care of my fashionable trade at a very small expense, I believe. It may also save me from retiring to the nut factory

for repairs on my mental machine. The fashion papers are strong advocates of shoes to match gowns, but stocking up the average retail stores with colored shoes is a proposition that will bring down more than one retailer from prosperity to despair. I'm not trying to discourage art in dress, but I can't help thinking that a shoe store stocked up with colored shoes would look like a ribbon store with rainbow windows.

"Supposing we did get a good trade on colors for the summer of 1906, and red was the leader. Next season green might come in, and reds would have to go onto the back shelf. Then blues might next appear, and our greens would have to go to the rear. What would a bargain sale of red, blue and green shoes look like, especially if the shoes were thrown together in a box, or in a heap, as some of us now stack up our bargain lots?

"I can see chances for a paying color trade for next summer. White canvas shoes are going to be immensely popular, and when a line gets immensely popular it is time to look for something new in the fashionable trade. Colors are suggested. Women want shoes to match their gowns. White is the ideal color for summer, it being cool, neat and economical, and white canvas shoes match white dresses perfectly. Some women can wear red leather shoes with white dresses, carry red parasols, and have a red ribbon belt and look stunning. But others can not. I am puzzled to match colored canvas footwear to dresses. I can see where certain colors in shoes will match certain colors in dresses, but can not see that women are going to wear anything but white dresses ordinarily. Perhaps a few girls may go in for khaki, or some other fad colors, but if those girls want shoes to match their gowns they have got to supply me with cloth from their dresses, or select a shade from my color card. I'm not going to stock up with a lot of No. 3 or No. 4 khaki shoes and have a bunch of girls with No. 5 and No. 6 feet come in after them.

"Women will certainly want colored shoes for piazza or party wear at summer resorts. At a summer resort most women like to dress up and look pretty, and put on several different costumes during the day. The man retailer, whose idea of a vacation is going back to the woods and wandering around comfortably all day in his shirt sleeves, doesn't appreciate the demands of the daintier sex for dainty clothes and footwear. This summer resort business is growing all the time, and women are wanting more clothes, and also more colored footwear. There are certainly chances for an excellent trade in colors ahead, but the production of colored shoes will have to be regulated before the average retailer can afford to handle them, except on a custom order trade."

A custom order trade that is growing is that obtained by shoe salesmen who travel from house to house, soliciting orders. Some canvassers have managed to build up profitable routes. They carry a size stick, a



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.

book of samples, showing styles in shoes and leather, and they get orders from the business man at his office or the woman in her home. These orders are forwarded to certain manufacturers, who make a specialty of this business, and who make up the goods, and deliver them through the mail.

Leading retail firms about the country are taking advantage of this idea of custom order trade, and are sending out their clerks to canvass for new customers, or look up old customers. Often the clerk finds that he can fit his customers with stock from the store, and that it will not be necessary to send to the factory to have goods made up.

It is reported that a Western man is to try the experiment of running a custom boot shop. He proposes to fit up a miniature factory with a Goodyear welt system, and to make up shoes for them in his shop. No definite news of this venture has reached the East, as far as the writer can learn.

There is undoubtedly much money in a well developed custom order trade. A Back Bay (Boston) custom shoemaker is reported to get never less than \$30 per pair for making shoes of any kind. Many stories have been told of fancy prices paid for footwear in New York and Chicago, but this custom trade has to be well established for a man to make a comfortable living at it. A veteran retail shoe man, who has made custom shoes for the past forty years, says that he has been keeping up his custom department for the past twenty years solely because of sentiment. It costs him money to run this department. He has a number of good customers, men of the old-fashioned school, who want hand-made shoes, built to their particular measurements. They are willing to pay good prices for these goods, but somehow or other, the total volume of receipts never quite pays the expenses of the custom department, so the veteran shoe man says.

A number of retailers are combining custom order trade with their staple trade. The average man and woman have got into the habit of coming in for a pair of shoes, putting them on, and wearing them out of the store. But women who like to dress, and have the means to be particular about details, are getting into the habit of ordering shoes for dress wear, just as they order gowns from their dressmaker. For a long time this custom order trade has been confined to a wealthy class of people, but it is now more and more common, for on one hand average people have more money to spend than they used to, and shoe men are paying more attention to the custom order trade. The fashion papers are strongly advocating shoes to match gowns, and white canvas shoes with white dresses have taught women that a matched costume is pretty. It looks as if the color problem were coming up to the average retailer of the country.—Fred A. Gannon in Boot and Shoe Recorder.

A clear conscience is a good pillow.

Economy Was Too Much for Him.

Fort Wayne, Ind., Jan. 8—A sample copy of your paper was sent to me and in looking it over I read the article by Geo. Hufford on page 17. There are all kinds of freaks in this world, but this is the first time that I have heard one that would acknowledge his meaningless life, and I believe there is almost a tone of bragadocio in his article.

He says he lived on spoiled beans and corn meal and second hand meat, mixed to make a hoe cake, and bought second hand clothing and lived in a small room which he got for \$2 per month. Now, if misfortune would make it necessary for him to do so, he ought to be ashamed to tell of it. Does he not know that the United States is producing food stuffs and clothing in abundance?

And if everybody did as he did we would have to throw our clothing and food stuffs into the sea or else stop all production. And if every working man in the United States would save \$14 per month for only four months business would be paralyzed and all banks would be broke because all the money would be out of circulation. In the middle of his article he says that he robbed people of money by lending small sums to the poor people at 12 per cent. compound interest monthly. Why didn't he take a sandbag and hold people up on the Twelfth street viaduct? He was too much of a coward and was afraid he would get his just deserts by being sent to jail.

Farther down in his article he states how he lived cheap by getting along without meals, without shaving and without shoes. I often have people come into my place of business and tell me they want the cheapest thing there is, and I tell them the cheapest thing there is that I know of is to take a piece of second hand wire or old rope and a large stone and tie it to their body and jump into a deep lake, and I would advise this man to do the same. This is cheaper than corn meal and beans, and it saves clothing and also undertakers' bills.

I believe in economy myself, but advancing civilization demands that we must consume the good things that America's people produce or else we must stop all production except corn meal and beans, and then live worse than an Indian.

I do not want Mr. Hufford to think that I am writing in an unkindly spirit and I assure him that he has my sympathy.

Emmett Martin.

Why Not Tax All Poisons?

A United States Senator is credited with the proposition of taxing wood alcohol to prevent its use in the arts and industries on account of the alleged blinding of a painter who used wood alcohol in his paints. It would be just as reasonable to place a tax upon arsenic, phenol and various other poisons used commercially. The sensible plan is to instruct workmen so that they will know just how to use poisons as well as sharp tools with the least possible degree of danger.



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Any merchant who handles

Skreemer Shoes

has found out the truth of the things we've been saying about them.

The style attracts trade; they fit; the price is right.

We have a proposition to make one dealer in each town.

Get busy.

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Our "Custom Made" Line

Of

Men's, Boys' and Youths' Shoes

Is Attracting the Very Best Dealers in Michigan.

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Wholesale Shoes and Rubbers

State Agents for Lycoming Rubber Co.

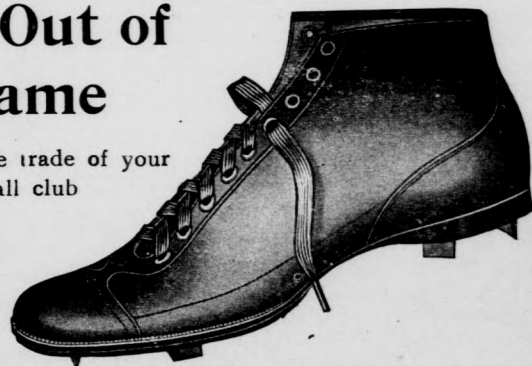
SAGINAW, MICH.

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

THOUGHTLESSNESS

Sometimes Causes One To Cut a Funny Figure.

Written for the Tradesman.

"The situations that happen when one is in a hurry often place the person in a very ludicrous—not to say ridiculous and embarrassing—position," remarked one of the army of employed girls in offices. "At the place where I work, part of the time my duties call for assisting at some pasting, that not only soils the fingers but renders the wearing of a big apron imperative if I would keep my dress in a presentable condition. I bring a clean apron down from home every once in a while, but sometimes I forget until the old one gets so stiff you could stand it up with the printer's towel and it would be a toss-up which could maintain the perpendicular the longer, with the odds in favor of the apron! Oh, no, 'tison't really quite so bad as that—I'm only gasing; but it sometimes gets the need of a tubbing long before it has it.

"When I go out of a noon to do a little shopping or for a bit of fresh air I frequently have barely enough time to snatch off my apron and pop into my outer garments and bring my errand about and be at my desk by 1 o'clock. I've often seen other girls so forgetful that they started out of the office with an apron on; and not only started but walked the whole length of the principal business street and back to the cloak room and never once noticed anything the matter with them until they began to search for their apron, only to glance down at themselves and discover that they had been making a spectacle for 'gods and men.'

"But I never imagined that I—I—could be so heedless of matters personal as all that comes to. But I declare if I didn't do that identical thing myself, this very day. If any one had told me I would commit such an error I would have said, 'Go to! Nay, nay!'

"I ate my luncheon in a fraction of a jiffy this noon and got into my cloak in less time than it takes to tell it. I never once looked towards my feet—had I done so I would not now be telling this tale.

"As I walked down the street I thought, 'How wonderfully pleased everybody seems to see me.' A smile met me everywhere. Even people with whom I have but a slight acquaintance greeted me effusively.

"I said that everybody seemed delighted to see me. I'll take that back. It was true with one exception. One haughty, proud old peacock of a woman—I never did like her anyway—gave me one of those awful sweeping glances with which one woman can freeze another of her sex. It was she who brought me to a realizing sense that something—I knew not what—was awry with my toilet. I had noticed that people seemed to find something amusing about me, and it made me suspicious of myself and nervous to a degree.

"I thought at first it must be my hair. I glanced at my head in a window. A few wisps of unruliness

stuck out at different angles; but that was nothing unusual on such a damp day—every one's hair was making spears of itself. Then I imagined it must be my rubbers that my friends and others were displaying such a deep interest in, and I thought that I must have got into misfits that made me do a little pigeon-walk, and I stole a look at my toes, taking in nothing but those.

"As I said, it was that supercilious old dame that brought me to life. It was just as I reached the Ten Cent Store. This is how she did;" and the girl gave me a correct imitation of one woman killing another with an icy stare, and the way the girl rolled her eyes around, taking in every detail of my apparel from feet to head and back again, showed her to be an adept at mimicry.

"With that I became positive that my surmises were founded on fact, and I was about to make a downward search when a big gust of wind, sailing up from the river, caught a part of my attire and whisked it across my face!

"'Horrors!' thought I. 'What is that flying around my head? It looks like calico.'

"With that I began to get a glimmer across the cobwebs that had enveloped what ought to be my 'gray matter' but was really nothing but fossil, and I became painfully aware that the wind was making free with my dirty ragged old calico apron that I had been prancing down Monroe street in, to the surprise and divertimento of every one I had met!

"'What should I do?' I humiliatedly asked myself, half ready to cry with vexation—I who always try to keep my clothes in nice order whenever I step outside the door—or inside either, for the matter of that!

"I gave the offending thing a quick clutch and tucked it in a three-cornered 'wapse' under my long cloak. But that comes only to my knees, and left a miserable old tail of print hanging at my side.

"I flashed into the Ten Cent Store, which I rarely enter, not caring especially for little statuary and the like, and, explaining to a girl near the door my predicament, asked for a piece of paper to wrap my apron up in.

"I scarcely knew which was better to do—laugh or cry. I was near enough to both for either to require no will power to accomplish it. I caught a glimpse of myself in a mirror back of the counter and my face was as red as fire, way up to my hat.

"The clerk was one of the stolid sort and failed to see anything funny in my plight. She only stared at me, making no comment either way.

"I yanked off that old dress-screen quickly enough, wrapped it up in a tight little wad and sallied forth, a sadder but wiser girl.

"At the door were three or four young fellows who had had a broad grin on their faces as I dived into the store, and when I emerged minus any visible work-regalia, but with a conscious little package in my hand, they laughed tantalizingly enough and dropped such remarks as:

Discount on

"Glove" Brand Rubbers

1906

25-3-5 per cent. from new list price. Write for same.



"Glove" Goods wear like rubber and fit like gloves.

Our "Red Cross" Combination and Leather Tops are unequalled.

Hirth, Krause & Co.

Grand Rapids, Mich.



Bostons Are Always Durable

They look right, fit right and are always comfortable. We have sold the Boston Rubber Shoe Co.'s goods for over a quarter of a century and we know.

Up to May 1st, 1906, the discounts are 25-3-5 per cent. on Bostons and 25-10-3-5 per cent. on Bay States. These prices are guaranteed against any advance or decline on all detailed orders received prior to April 15th.

We go everywhere for business.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

"Has the young lady the calico apron on?"

"No, the young lady has not the calico apron on."

"Where is the apron which the young lady had on?"

"The apron which the young lady had on she hath pull-ed off, and now she hath it in a bundle!"

"You can picture my feelings at those facetious jibes; also whether or not I love that scorching old woman!"

"But the next time this 'young lady' wears her apron out on the street she doesn't!" Jo Thurber.

Why the Steady Worker Wins Over the Genius.

Under modern conditions in the business world there is an idea widely prevalent among young men that the pace toward success is set by genius. Much of this comes from the world's disposition to consider magnitude as the measure of all success; to make a colossus of every man who wears the mark of success.

In this way it has been easy for the successful man to pose as the genius of the colossal. Even where he may have refused to pose, the refusal itself has been taken as the confession of his greatness in the scale of success. Altogether the inductive reasoning of the young man, especially, has led him toward a pessimistic view of his opportunities.

Looking on at the present conditions of society, however, I shall not be disputed by the man of affairs who is in touch with the work of men and things when I say with emphasis that the young man who will do if he can has immeasurably the advantage of that genius type who merely could do if he would.

Genius, which always has been admired, in one at least of its aspects, is an abnormality. To become overpoweringly the master of a few things is a mental condition which the psychiatrist describes as arrested development in others of the brain's capacities. The application of the idea is that while there may be room for a few geniuses in the world's work, the crying need is for the many who can command a sane, level headed comprehension of opportunity and duty, and who have with this the physique and driving force bringing them to bear.

Mediocrity, in its overworn sense, is not a pleasant word. Yet in simple truth it is descriptive of the overwhelming masses of the world's workers. These masses of the mediocre are the forces of the world. Without them it would be impossible for the civilized world to hang together. The thin ranks of genius are marshaled and directed by the mediocre. Without strict generalship along the enduring lines of sanity and truth, genius would die of rapidness and inanition. Yet everywhere in the history of to-day one runs across the words, written large, that Genius only is rewarded.

Ask any employer of many men in many capacities what he finds to be the chief cause of dissatisfaction with these men. His answer will not be that it is because the great

body of his employes can not keep the pace of the genius pacemaker. It will be that the great majority of his men are not giving him even a full half measure of their own capabilities. This has been one of the profoundest discouragements of the employer at large. It has been one of the greatest deterring agencies which have worked against the opportunities of men. Why is it that there is scarcely an institution of any kind employing a score of persons which has not added as a costly necessity either the automatic time clock or the personal timekeeper? Simply because men will not come and go in full measure of time, to say nothing of their not giving the best of work that is in them.

At one time in my life I stood as an uncompromising opponent of the time clock. It was a fixed principle with me that never would I take a place where one of the requisites of employment included the turning of a key in a time register. Neither have I had to do so; but in my experience of the business world I have had to acknowledge the absolute necessity of the timekeeping principle, not only in the large establishments but in some of the smallest of them.

This does not imply that in the majority of cases there is a deliberate dishonest disposition on the part of the employe to escape the hours of service for which he is paid. In the mere possibilities of the man's "letting down" in his work there are a hundred incidental things which would make him forgetful of the obligations of time. At the same time, if every person who is held to his measure of work by the time clock and the timekeeper were to be discharged to-morrow, the vacancies in the field of the world's work would be filled slowly.

Just as one loses in incidental ways his sense of service by the clock, so he may lose his sense of obligation in giving a full measure of his work. He may lose this sense of obligation even to himself, where he is his own employer and the recipient directly of his own gains. There are thousands of men in the position of employes to-day who are writhing and denouncing the fate that keeps them in the position of employes, and who yet, with all advantages and equipment given them out of hand for the promotion of their own pet schemes, would prove failures for the lack of application.

It is in this way that the time clock systems are making the initial road hard and harder for the young man who has not yet had opportunity to show a possible mettle that shall prove him. The time clock tends to harbor the inefficient and the slothful and the incompetent. It is a handicap, even, when, with his chance in his hands, the employer sees in this faithful one no superiority in the time of his arrival and the time of his departure registered on the time sheet. But, fortunately, the clock is not the real measure of service, and the right man has his opportunity sooner or later.

Some one has said that no man,

day after day and year after year, lives up to the full measure of his capacities, no matter where he works. Manifestly this is true, and it is necessarily so. Work is not the chief end of life, and where some mistaken individual has tried to make it so he has marred his existence. Insanity, chronic invalidism and early dissolution have marked the careers of many of the type. Still others, living a ghastly mercenary existence, are stalking specters of a diseased idea of existence.

But between these extremes of overwork and the other limit of indolent, uninterested filling of a place at work simply because the worker can not afford to be wholly idle lies the opportunity of the young man who will hold his hands to the plow and walk steadily in the straight furrow behind it. John A. Howland.

I can forgive my enemy everything except the good turn he did me once.

The self-sufficient are never efficient.



"Western Lady" Shoes

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

Western Lady

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

Any reliable shoe dealer will supply you. If not, write to us. Look for the Mayer trade-mark on the sole.
We also make the "Martha Washington" Comfort shoes.

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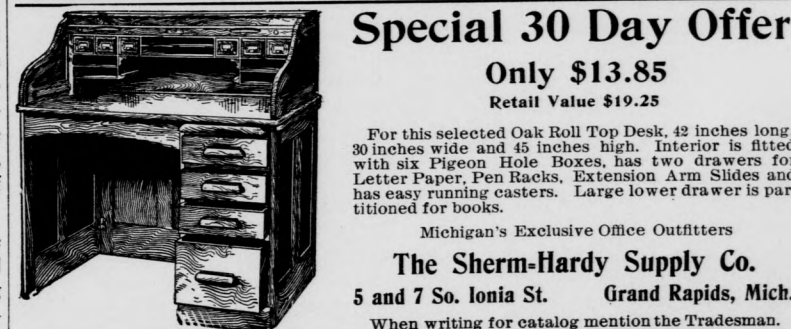


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Grand Rapids, Michigan

Bank, Office, Store and Special Fixtures.

We make any style show case desired. Write us for prices. Prompt deliveries.



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Only \$13.85
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For this selected Oak Roll Top Desk, 42 inches long, 30 inches wide and 45 inches high. Interior is fitted with six Pigeon Hole Boxes, has two drawers for Letter Paper, Pen Racks, Extension Arm Slides and has easy running casters. Large lower drawer is partitioned for books.

Michigan's Exclusive Office Outfitters

The Sherm-Hardy Supply Co.
5 and 7 So. Ionia St. Grand Rapids, Mich.
When writing for catalog mention the Tradesman.

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 paced block of its new

STOCK ON SALE

This stock has for years earned and received cash dividends of 2 per cent. quarterly (and the taxes are paid by the company.)
For further information call on or address the company at its office in Grand Rapids
F. B. FISHER, SECRETARY

DOPE SPRINGS.

How They Restored Health to an Ill Lady.

An elderly citizen sat in the rear of his one price grocery, wrapped in profound thought. One foot reposed in a box of boneless codfish. The Major was thinking of fish, and he desired to be en rapport, i. e., next to the subject.

While most every man, black and white, in Dope Springs deemed himself an angler, there were only a few tall sycamores of the deep, and the Major was one of them. I might have called him the Colonel, but that wouldn't do, as 70 per cent. of the male population might claim to be the hero of this treatise. Above all things I desire to divert suspicion.

When not infesting a porous skiff with his bunions immersed in brine the Major thought and talked fish. He knew a lot about other things, but bass and speckled trout were his theme and glory. Every snag and stump in the bayou was on his chart, and he could tell about the time of day the big mouth bass lurking there would enlarge and furl their features around the bait. The Major was a piscatorial wonder. His hair had grown white and his form stout in the gentle art of angling for sport only, and he said he could die happy waiting for his cork to go under. Noble man—a true artist.

Spread on the desk in front of the Major was a large sheet of wrapping paper of the kind used for embalming nails, washboards and cabbage in our best grocery stores. A swarm of flies besieged a case of honey standing on a keg of pigs' feet close by. The Major had a lead pencil, with which he made mystic symbols on the brown paper. One tallyho coach, lard, ladies and gentlemen, corn meal, charcoal and pickles were among the more important items jotted down.

"Have you ever been to a fish fry?" asked the Major, breaking away from an absorbing mental effort.

Only once had I tried to fry a fish, which stuck to the pan, and the Board of Health came and fumigated the premises. I alluded to that episode.

"This is in the woods—sort of barbecue," the Major went on. "We catch our fish, fry 'em, and eat 'em on the spot—hot."

The menu sounded good to me, and I said it should prove an event long to be remembered in my midst.

"Then I'll put you down as one of the party," said the Major. "I'm getting it up. The town is full of fish eaters, but what we want is men who will help catch and clean."

My name was duly inscribed between one bottle of pickles and six pounds of lard. The Major thought well of me as one who could catch and clean. There's nothing like being a thorough sport and building up a reputation.

"Mr. Slibbings is a crack fisherman from Michigan, but I won't invite him. The doctor isn't going this trip."

"Are your fried fish necessarily fatal?" I asked.

"To some people," the Major con-

fessed. "You see, there is a pro rata usually of about 40 cents per head for the groceries and charcoal. Mr. Slibbings is of a morbid and skeptical disposition. He thinks he won't get his money's worth. So before and after the fry he loads up on pickles, cold lard and condensed milk for fear he will lose out on the deal. The last time we had a barbecue Slibbings nearly died, so we hitched up and came home before a fish was cooked. Whole day spoiled, too."

"Why not take an ambulance and trained nurse to diagnose the skeptical angler?" I suggested.

"There isn't such an outfit in town, and, besides, the squirrel fishers give me ample anguish."

"Do you cook squirrels and fish at the same time?"

"No," sighed the Major. "I'm alluding to the gentle sex. Ever see a woman fishing?"

That novel and entertaining spectacle had eluded me to date, and I said so.

"This is the way of woman," the expert continued. "Next to snakes, she fears freckles, and the fisherman is more or less addicted to spots like the trout. To avoid sun freckles the lady angler sits on the bank under a tree. If there are no trees she won't go a-fishing. When she gets a bite she jerks with all her might. Seven times out of ten she misses the fish; the hook and sinker fly straight up and hang in the tree the full length of the line and pole, say about thirty-five feet from the ground at the lowest estimate."

"Then your acrobatic activities begin," I said. "You do the squirrel act and release the hook."

"Not while anybody is looking," the Major replied, with a glance at his abdominal dome. "I haven't climbed a tree in twenty-five years—couldn't get close enough, for one reason, and in the second place I'm not fishing for squirrels. Two boys I've hired to wait on the ladies will shin up the trees at stated intervals. It will keep them busy, too, if the fish bite. Some women are good anglers, but they are mighty scarce."

The personally conducted fish fry at Dope Springs is not so simple after all, although it did sound easy at the outset. I had no idea such a wealth of detail attended the function. The patches of silver on the Major's temples were not entirely due to thoughts concentrated on lard, charcoal and pickles. He certainly had much to worry him in the pursuit of pleasure for himself and others.

Together we roamed about the store, amassing needful items. The cooking outfit consisted of two charcoal furnaces, clay lined sheet iron buckets, and two long stemmed frying pans. Also one coffee pot of large capacity. By a secret process the Major mixed corn meal, black pepper and salt for breading and seasoning the fish at one fell swoop. For utensils he put up a stack of wooden dishes, used in retailing butter, and a string of tin cups. A bag of ground coffee, the tinned milk, can of lard, some chow chow and a dozen

loaves of bread rounded out the commissary end of the enterprise.

"There," said the Major, "are all the ingredients for a stag fish fry. Bread, coffee, hot fried trout, when we get them, and fingers to eat with. What more does a man want? Nothing; but wait until you see what the women bring and carry home again. The regulation picnic ration stands no show at a fish fry, yet they will bring the sweet stuff. Every woman imagines she must take pie and cake or the other women will think she hasn't anything good to eat at her house. Funny about that, too. Be on hand with your pole at 7 o'clock in the morning. That's the time we start."

An hour behind the Major's schedule the fish eating cavalcade pulled out for a spot on the bayou four miles from town. A dozen women and their tree climbing attendants rode in a transfer bus. To the stanchions on either side of the bus we lashed bundles of bamboo poles, wound about with lines. Other odds and ends of vehicles, containing ladies and gentlemen and baskets, followed the battleship. At the head of the fleet rode the Major and myself in a one horse wagon, bearing the main ingredients and a box of iced shrimp for bait. The month was green December in the Sunny Southland, and the air was full of bright promise, mocking birds and conversation.

The ride through the spicy forest awoke the appetites and stirred the angling blood of the entire expedition. On the last mile of the journey the Major steered a route along the bayou, where an occasional fish could be seen sticking his face out of the water in hospitable eagerness to be caught, cleaned and cooked. At the spot selected for the barbecue, a green slope on a piney ridge, the party paused in its might and the Major bade us spill out and angle. An hour was lost right at the start amputating the ladies from the 'bus. The fishing rigs tied to the stanchions had hooks attached. Now the advanced angler carries his hook on a leader in the pocket until time to use it, but the other way is more absorbing and exciting.

On the trip to the bayou the lines unrolled, the steel barbs swung loose from the poles and impaled the garments of the fair sex, mostly in the back. Such a mess of tied up, snarled and hooked fast femininity man seldom beheld. Being sociable to the last degree, the ladies had spent some profitable time changing seats. They crossed over and swapped back again, dragging hooks, lines and sinkers in a most intricate and lavish fashion. An ell and a hank of yarn couldn't have done it any better.

But such doings are part of all well regulated fish fries, and the Major was fixed for any old thing. His triple plated wisdom, that provided ways and means for the squirrel fishers, was extended on behalf of the snarl in the 'bus. He put the ladies through a sort of reverse quadrille movement, forward and back and down the middle, until each one was tethered to a single line. Then, with

a keen penknife, brought for that purpose, the Major told me later, he cut the hooks adrift and gave each lady her own sample of dress goods. During this clinic the fish in that immediate vicinity went to the bottom in deep water and filled their ears with mud. There wasn't a hint of profanity, but the racket was great enough to buffalo a school of whales.

Meanwhile the men had scattered up and down the stream for a mile in either direction, with instructions to come in and clean fish at 11 o'clock. The gentler anglers and the tree climbers remained to fish for squirrels. Both varieties bit well. Before the hour set the men returned, and soon the scales, gills and heads garnished all the loose logs in that section. The mess included about sixty speckled trout, red fish, drums, croakers and sheepshead. Back in the woods the Major and his helpers had the coffee pot, filled with spring water, boiling on a fire of chips. The two charcoal furnaces held beds of red coal, and baths of hot fat in the frying pans awaited the fish. At the handle of each pan sat a woman expert in the art of open air frying, each armed with a long handled fork. The barbecue was about to begin.

The fish, carved into suitable slabs, were rolled in the corn meal, pepper and salt combination and browned in the pans. While the two women fried for their lives, the others laid a cloth on the grass and spread it with pies, cakes, jelly, doughnuts, olives, dainty little sandwiches and hard boiled eggs, done up in tissue paper napkins. It all looked nice and wholesome; but, say, that picnic food might have been poison for all the show it got when the only victuals came on.

Huge pans of crisp brown morsels that employed fins and tails an hour before, and chunks of plain bread led off at the feast, and that same fried fish finished it, too. Whole mountains of fish melted away before that hungry double line of eaters with one at each end of the table. You load your little wooden dish from the stack and eat with the fingers, replenishing the dish as often as possible while the supply holds out. It doesn't last long. The proper thing is to toss the bones over the left shoulder until the pile is large enough for a pillow; then the weary eater falls back and takes a needful siesta.

Understudy cooks relieved the heroines at the frying pans, so that all might share in the sweet and juicy banquet. It was appalling the way fried fish faded from mortal view and the bones piled up. Not another viand was touched, as the Major predicted. The rest of the things were also rans, barring a bite or two of chow chow, and the feast concluded with black coffee, strong enough to bite the barbs off a wire fence.

Our champion devourer at this particular fry was a fragile little woman who had been ill a long time. The last minute before leaving town her husband handed the medicine bottle into the 'bus. It was a tonic for the appetite, to be taken every hour. Not being able to eat much, the lady was gradually frittering away. She grew melancholy and abstracted on the way

to the bayou and forgot to take the medicine when she got there. The excitement of squirrel fishing and other doings also sidetracked the tonic. One of the last set of words the husband said was about how much he regretted he couldn't be among those present to see that the invalid took the medicine. It was a deplorable case.

But when the fish began to sizzle and pop in the pans the ill lady sat up and noticed her appetite. In fact, we all noticed it right away. She forgot all about being sick and waded into the trout with both hands. Rather inelegant to say so, but that is what she did, and I've got witnesses. Her pile of fish bones and fins outclassed the rest of us, who were much minor league, having been addicted to eating in the past. No better tonic than the Major's fish fry could have been devised by mere man. Health returned to the ill lady while we waited. Her pale cheeks filled out on the spot and assumed a ruddy glow when somebody pointed to the pile of bones she had amassed. Wonderful indeed is the fried fish.

From that day to this the lady has never been ill a moment, and she looks just like the after taking picture in all the papers.

Charles Dryden.

Saving Up the Gold Dust.

Washing machines seem all right enough in a laundry, but they would scarcely be looked for in the establishment of a manufacturing jeweler. Yet they play an important part in such a plant.

In a washing machine are washed daily all the aprons and all the blouses worn by the workers employed in the manufacture of articles of gold. Then the water in which these things have been washed is piped to a room where the gold contained in it is extracted and saved.

Particles of gold adhere to the hands and faces of the workers in the precious metal, and even get into their hair. Twice a day all the operatives wash their hands and faces and the water, like that from the washing machine, is piped to the extracting-room.

Here there is installed a big filter, with its filtering section made of canvas and resembling outwardly the pleated section of a giant square concertina, as it would look partly drawn out. All the water from the washing machine and from the wash bowls in the factory is forced through this filter, and at regular intervals the filtering section is taken out and the gold removed from it.

All the floors in the factory are covered with tar paper, which catches and holds all the gold particles that fall upon it. From time to time a new paper covering is laid on the floors, the old being burned for the gold contained in it.

By these means there are saved in a factory annually thousands of dollars' worth of gold which, without such precautions, would inevitably be lost. —New York Sun.

Life is not altogether amiability and angel cake.

Hardware Price Current

AMMUNITION					
Caps					
G D., full count, per m.	40				
Hicks' Waterproof, per m.	50				
Musket, per m.	75				
Ely's Waterproof, per m.	60				
Cartridges					
No. 22 short, per m.	2 50				
No. 22 long, per m.	3 00				
No. 32 short, per m.	5 00				
No. 32 long, per m.	5 75				
Primers					
No. 2 U. M. C., boxes 250, per m.	1 60				
No. 2 Winchester, boxes 250, per m.	1 60				
Gun Wads					
Black Edge, Nos. 11 & 12 U. M. C.	60				
Black Edge, Nos. 9 & 10, per m.	70				
Black Edge, No. 7, per m.	80				
Loaded Shells					
New Rival—For Shotguns					
No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge	Per 100
120	4	1 1/2	10	10	\$2 90
129	4	1 1/2	9	10	2 90
128	4	1 1/2	8	10	2 90
126	4	1 1/2	6	10	2 90
135	4 1/4	1 1/2	5	10	2 95
154	4 1/4	1 1/2	4	10	3 00
200	3	1	10	12	2 50
208	3	1	8	12	2 50
236	3 1/4	1 1/2	6	12	2 65
265	3 1/4	1 1/2	5	12	2 70
264	3 1/4	1 1/2	4	12	2 70
Discount, one-third and five per cent.					
Paper Shells—Not Loaded					
No. 10, pasteboard boxes 100, per 100.	72				
No. 12, pasteboard boxes 100, per 100.	64				
Gunpowder					
Kegs, 25 lbs., per keg.	4 90				
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 90				
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 60				
Shot					
In sacks containing 25 lbs					
Drop, all sizes smaller than B.	1 85				
Augurs and Bits					
Snell's	60				
Jennings' genuine	25				
Jennings' imitation	50				
Axes					
First Quality, S. B. Bronze	6 50				
First Quality, D. B. Bronze	9 00				
First Quality, S. B. S. Steel	7 00				
First Quality, D. B. Steel	10 50				
Barrows					
Railroad	15 00				
Garden	33 00				
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, 7/8 in. to 1 1/2 in.	4 1/2 c.	6 c.	6 c.	4 1/2 c.	
BB.	8 1/2 c.	7 1/2 c.	6 1/2 c.	6 c.	
BBB.	8 1/2 c.	7 1/2 c.	6 1/2 c.	6 1/2 c.	
Crowbars					
Cast Steel, per lb.	5				
Chisels					
Socket Firmer	65				
Socket Framing	65				
Socket Corner	65				
Socket Slicks	65				
Elbows					
Com. 4 piece, 5/16 in., per doz.	net. 75				
Corrugated, per doz.	1 25				
Adjustable	dis. 40 & 10				
Expansive Bits					
Clark's small, \$18; large, \$26.	40				
Ives' 1, \$18; 2, \$24; 3, \$30	25				
Files—New List					
New American	70 & 10				
Nicholson's	70				
Heller's Horse Rasps	70				
Galvanized Iron					
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28					
List	12 13 14 15 16 17				
Discount, 70.					
Gauges					
Stanley Rule and Level Co.'s	60 & 10				
Glass					
Single Strength, by box	dis. 90				
Double Strength, by box	dis. 90				
By the light	dis. 90				
Hammers					
Maydole & Co.'s new list	dis. 33 1/2				
Yerkes & Plumb's	dis. 40 & 10				
Mason's Solid Cast Steel	30c list 70				
Hinges					
Gate, Clark's 1, 2, 3, 4	dis 60 & 10				
Hollow Ware					
Pots	50 & 10				
Kettles	50 & 10				
Spiders	50 & 10				
Horse Nails					
Au Sable	dis. 40 & 10				
House Furnishing Goods					
Stamped Tinware, new list	70				
Stamped Tinware	50 & 10				

Iron	
Bar Iron	2 25 rate
Light Band	3 00 rate
Knobs—New List	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
Levels	
Stanley Rule and Level Co.'s	dis.
Metals—Zinc	
600 pound casks	8
Per pound	8 1/4
Miscellaneous	
Bird Cages	40
Pumps, Cistern	75 & 10
Screws, New List	85
Casters, Bed and Plate	50 & 10 & 10
Dampers, American	50
Melasses Gates	
Stebbins' Pattern	60 & 10
Enterprise, self-measuring	30
Pans	
Fry, Acme	60 & 10 & 10
Common, polished	70 & 10
Patent Planished Iron	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages	1/2 c. extra.
Planes	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
Nails	
Advance over base, on both Steel & Wire	
Steel nails, base	2 35
Wire nails, base	2 15
20 to 60 advance	Base
10 to 16 advance	5
8 advance	5
6 advance	20
4 advance	30
3 advance	45
2 advance	50
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
Rivets	
Iron and tinned	50
Copper Rivets and Burns	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Alloway Grade	7 50
14x20 IX, Charcoal, Alloway Grade	9 00
20x28 IC, Charcoal, Alloway Grade	15 00
20x28 IX, Charcoal, Alloway Grade	18 00
Ropes	
Sisal, 1/2 inch and larger	9 1/2
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	28 00
Sheet Iron	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz	5 50
Second Grade, Doz.	5 00
Solder	
1/4 @ 1/2	21
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—Alloway Grade	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50	
Boiler Size Tin Plate	
14x56 IX, for Nos. 8 & 9 boilers, per lb	13
Traps	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45
Wire Goods	
Bright	30-10
Screw Eyes	30-10
Hooks	30-10
Gate Hooks and Eyes	30-10
Wrenches	
Baxter's Adjustable, Nickelplated	80
Coe's Genuine	40
Jos's Patent Agricultural, Wrought, 70x10	40

Crockery and Glassware	
STONEWARE	
Butters	
1/2 gal. per doz.	48
1 to 5 gal. per doz.	52
8 gal. each	56
10 gal. each	70
12 gal. each	84
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70
Churns	
2 to 6 gal. per gal.	6 1/2
Churn Dashers, per doz	8 1/2
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, ball, per doz	85
1 gal. fireproof ball, 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.	3
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	8 00
Caps	2 25
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
Anchor Carton Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top	1 70
No. 1, Crimp top	1 75
No. 2, Crimp top	3 75
Fine Flint Glass in Cartons	
No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2, Crimp top	4 17
Lead Flint Glass in Cartons	
No. 0, Crimp top	3 25
No. 1, Crimp top	4 04
No. 2, Crimp top	5 00
Pearl Top in Cartons	
No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 20
Rechester in Cartons	
No. 2, Fine Flint, 10 in. (85c doz.)	4 61
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 64
No. 2, Lead Flint, 10 in. (95c doz.)	5 50
No. 2, Lead Flint, 12 in. (\$1.65 doz.)	8 77
Electric in Cartons	
No. 2, Lime, (75c doz.)	4 20
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 30
OIL CANS	
1 gal. tin cans with spout, per doz.	1 21
1 gal. galv. iron with spout, per doz.	1 37
2 gal. galv. iron with spout, per doz.	2 11
3 gal. galv. iron with spout, per doz.	3 11
5 gal. galv. iron with spout, per doz.	4 11
3 gal. galv. iron with faucet, per doz.	3 75
5 gal. galv. iron with faucet, per doz.	4 75
5 gal. tilting cans	7 00
5 gal. galv. iron Nacetas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 85
No. 2 B Tubular	6 40
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 00
No. 3 Street lamp, each	8 50
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx. 100.	56
No. 0 Tub., cases 2 doz. each, bx. 150.	50
No. 0 Tub., bbls. 5 doz. each, per bbl.	5 00
No. 0 Tub., Bull's eye, cases 1 ds. each	25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0 3/4 in. wide, per gross or roll	35
No. 1, 1 in. wide, per gross or roll	30
No. 2, 1 in. wide, per gross or roll	45
No. 3, 1 1/2 in. wide, per gross or roll	65
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior,	

FOOD PRESERVATIVES.

Their Use and Advantages To the Public.

A great deal has been said and written the past few years regarding food preservatives. In justice to the consumer and also the manufacturer of food products, the general public should be made familiar with the use and origin of the so-called "adulterants," as the alarmist has chosen to call them. The average consumer knows very little about the scientific preserving of foods, and is therefore easily scared by an overzealous protection of the public health. When it is declared in a court of law that salicylic acid, benzoic acid or sulphurous acid has been found in a certain brand of canned goods, oysters, hamburg steak, beer or ale, the dealer is fined or imprisoned by the judge because the law demands it. The law, however, is made by a legislature composed of men who, as a rule, do not know anything about food preservatives and are frightened into believing any kind of a story that may be told to them by the parties most interested in having such laws passed, and class the preservatives as adulterants, regardless of the fact that they cost from ten to fifty times as much as the foods to which they are added in order to keep them in perfect condition.

The preservatives are called poisonous and harmful if taken in sufficiently large quantities.

The word poison is willfully perverted in this case for the reason that any of the most common articles of food are a poison and harmful if taken in sufficiently large quantities. For instance, how many hundreds of children are made sick, or, as the alarmist would say, are poisoned by over-eating sweetmeats containing principally sugar, and adults, for that matter, frequently make themselves sick by some favorite article of food, cooked by themselves and known to be absolutely pure.

The same thing applies to salicylic acid, benzoic acid, etc., the quantities which would be required to make them injurious are so large that they would be tasted in the food and the consumer could not eat it. Besides, their cost is so high as to prohibit the manufacturer from using any more than is absolutely necessary to keep the foods or liquor in good condition; one grain to the pound or pint is as large a quantity as is ever used, and when it is considered that salicylic acid is often prescribed by physicians as a remedy for rheumatism in doses of twenty grains every two hours, it can be seen that one would have to consume 140 pounds or 140 pints of preserved food or liquor a day in order to consume the same quantity of salicylic acid a doctor would prescribe for a simple case of rheumatism. But the alarmist would say that whatever prevents fermentation must retard digestion, and for that reason alone preservatives should be condemned. How about salt, vinegar, etc.? Any housewife knows that if she gets a little too much salt in the bread it will not rise (ferment), so why not apply the same argument

to bread and forbid the use of salt in it unless properly labeled as such? Again, every physician knows that the stomach contains muriatic acid, which is absolutely necessary to the process of digestion, and yet muriatic acid is one of the most powerful antiseptics to prevent fermentation. This is a fact the alarmists have not been able to reconcile as yet, and leaves the argument condemning food preservatives on the general principle of their retarding digestion rather weak, to say the least.

From time to time different scientists have tried the effect of salicylic and benzoic acids on themselves; this has been done more in England than elsewhere, and it is the unanimous opinion of the most eminent chemists and physicians of England that a limited quantity of salicylic acid in food or liquor is more beneficial than harmful. Acting on their opinion the British Parliament passed a law a few years ago allowing manufacturers of food and liquors to use salicylic acid in their products to the amount of one grain per pound of solid or one pint liquid and not considering it an adulterant in any sense of the word, but an improvement; one grain to the pound being an amount far in excess of what is generally used.

Those scientific men who tried the effects of preservatives on themselves found no ill effects, and why should they, for salicylic acid is a natural product found in strawberries, raspberries, blackberries, currants, plums, cherries, apricots, peaches, grapes, crabapples, apples, oranges and very abundantly in wintergreen, so much so that in eating five cents' worth of wintergreen lozenges, made from pure sugar and flavored with pure oil of wintergreen, one consumes more salicylic acid naturally in the oil than would be eaten in eight pounds of food or one gallon of liquid which had been preserved with salicylic acid.

Benzoic acid is found very abundantly in cranberries, huckleberries, and the different balsams, which accounts for the different keeping qualities of the fruits, those keeping the longest containing the largest percentage of salicylic or benzoic acid. Then why should not the skillful chemist of to-day, being able to analyze the products of nature and extract the component parts of the different fruits, make use of the lesson which nature teaches him and utilize the preserving elements he finds in some fruits and add them to food products where nature has neglected to do so?

The general public is led to believe that a preservative is used to hide the poor quality of foods or decayed fruits that could not be used without it. But that impression is erroneous, for after the decaying process has commenced a preservative is of no use, as it does not make bad goods fresh, but only keeps them in the same condition when added. Hence oysters and hamburg steak will commence to decay as soon as exposed unless a preservative is added to prevent it, and the consequence is that one reads in the daily papers of whole families poisoned by ptomaines, for ptomaines grow and are dangerously

poisonous long before they are noticeable by smell or taste. Had the dealer been permitted by law to put a small quantity of preservative in the oysters when first opened, or the steak first chopped, it would have prevented the ptomaines from developing.

The alarmist will say that housekeepers preserve food stuff and do not use any preservatives; so they do not, nor do they ship their products to all parts of the country, into all climates, to be shaken and turned upside down a hundred or more times, but instead they convey them to the cellar very carefully and keep them at a constant temperature until used. It is very often the case that a little mould is found on top, they scrape it off and think nothing of it, but they

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Saves Oil, Time, Labor, Money
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Facts in a Nutshell

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

The Fleischmann Co.,

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



would not buy a jar of preserves from the grocer in the same condition. That mould is all right as long as it remains on the top of the goods, but were the housekeeper to shake the bottle up and mix that mould through the food, it would be a different species of mould after a few weeks. While on top, the mould has been living on the oxygen contained in the air space between the goods and stopper of package, but when once mixed through the food it lives on the carbohydrates of the foods and is liable to get injurious.

The law does not affect alcohol as a preservative, yet no sane person will deny that alcohol in a concentrated state is a poison, and the same refers to acetic acid, which in concentrated state is a deadly poison, while in the form of vinegar, which is nothing but diluted acetic acid, it is a common article of consumption and is positively harmless. It is the quantity, not the quality, of these substances which makes them dangerous, and this applies also to the ordinary food preservatives. No authentic case can be produced where salicylic acid or benzoic acid used as a food or drink preservative has caused injury to any.

The law does not forbid the use of wood smoke and sulphur fumes, which is exactly the same thing as adding preservatives, inasmuch as when the sulphur fumes are led into water you have a solution known as sulphurous acid. If lime is added to the solution, the products are called sulphite and bi-sulphite of lime. The sulphur fumes, which the law allows, when put up in a solid condensed form convenient for handling, keeping and shipping, are condemned, and their use becomes an offense. This was proven a short time ago when a prominent brewer was fined. A business built up by years of constant attention and study, the results of thousands of dollars' worth of advertising, was ruined in a single day by the alarmists who called bi-sulphate of lime a poison, notwithstanding the fact that the elements of this substance have been used in all ages in the shape of smoke or fumes and in all probability were used by prehistoric man, as no one can tell where or when the idea of preserving food with smoke or fumes originated. But the fact remains that the same principle is involved to-day in preserving food, the difference being that the chemist has studied the early principles, taken the active elements with the preserving qualities and put them up in a condensed and portable form to suit the needs and requirements of to-day.—E. J. Holloway in Bakers' Helper.

People Have Strange Places for Hiding Money.

Written for the Tradesman.

Truly, people do many ludicrous and queer things with money, not to include investing it injudiciously or spending it for things that to others may seem the height of folly or wastefulness.

There are those peculiar folk who are always and forever hiding it in places more or less secure; who tuck it into curious little chinks, away

from the festive burglar, who, they imagine, would never dream of searching for it in such unheard-of, out-of-the-way crannies.

An eccentric lady in Muskegon whom I have known for some time is greatly given to this idiosyncrasy. She will hunt and hunt for some odd little crevice which she thinks would pass unnoticed by the average prowler with intent malicious. If she sends you to a bureau drawer for a garment, and you have to rummage for it a bit, out will drop from folded clothes all sorts of small change, as well as silver dollars, gold pieces and bills. Of course, this lady is one of those people who are of the "saving kind;" spendthrifts or those who have utilitarian uses for money-gifts or their earnings can not accumulate enough for a thief to "make a big haul" when he goes through wardrobes, drawers and what-not—although, of course, the marauder can not be aware of this fact.

The lady I mention never knows exactly how much money she has because of this magpie propensity of hers; and if she were to die the relatives who would have charge of her belongings would not dare sell any of her furniture until they had made a thorough overhauling of same. Why, she has been known even to rip up the upholstery and stuff a ten dollar bill into the curled hair, then tack on the covering and replace the braid, and—then forget all about the transaction!

The lady never accuses others of purloining her cash because she is aware of her failing of forgetfulness. She knows she is just as likely to hide her money in the ashes as anywhere else, and then she has to get the whole house out of order to find it. The time she put the roll of bills in this outlandish place they proba-

bly would never have turned up were the lady not of such a frugal bias of mind that she always sifts her ashes to save the pieces of coal that otherwise would go to the everlasting bow-wows.

Every time that house-cleaning season arrives bills fairly float in the air, for never a picture comes down from the wall for a dusting of its back without paper of the realm comes fluttering down to the carpet.

It goes without saying that her dresser scarf is actually padded—simply padded with "filthy lucre." The lady, I neglected to say, has money coming in all the time, had rather save than spend it, and so small wonder this bird lives in a "gilded cage!"

Her work-basket, machine drawers, the waste-basket, the clock, books (especially the Bible), boxes, dishes, under the tablecloth, rugs and bric-a-brac, umbrellas, umbrella holders and beds—all these localities come in for a share of her money's attention. But her shoes and stockings are about this lady's favorites of all her hiding nooks. She seldom ever starts to put on her shoes without first turning the foot-coverings upside down and shaking them. If something does not drop it is the exception, and that "proves the rule." She is certainly "the limit."

I referred to her putting a roll of bills in the ashes—why, once she even put some currency in the stove back of the kindlings she had all ready to light in the morning, and it went up in smoke when she touched a match to the pile. That taught her caution for a little while, but she was soon back to her old tricks, and is practicing them yet. C. D. W.

There's no way for a little man to grow big.

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.
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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.

ESTABLISHED 1872.



You have had calls for

HAND SAPOLIO

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

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain. Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.



Michigan Knights of the Grip.
President, H. C. Klockseim, Lansing;
Secretary, Frank L. Day, Jackson; Treasurer, John B. Kelley, Detroit.

United Commercial Travelers of Michigan
Grand Counselor, W. D. Watkins, Kalamazoo; Grand Secretary, W. F. Tracy, Flint.

Grand Rapids Council No. 131, U. C. T.
Senior Counselor, Thomas E. Dryden,
Secretary and Treasurer, O. F. Jackson.

The Hand That Was Played Right.

To the whist fiend the fascination of the game lies in the fact that no two hands are ever just the same. Every game requires a new plan.

The selling game fastens so strong a hold on the salesman because every order is a new experience—there are as many ways of selling as there are sales made.

It is the salesman who thinks out the right way for each sale who lands the order. Luck, some lazy people call it; a little, perhaps—for, of course, sometimes we draw better hands than at others; but generally it is using the cards you have to the best advantage—playing your hand for all it is worth—taking tricks with the cards that other fellows would not even know they had—that is what wins the game.

All this leads up to Jackson's record sale of varnish.

Jackson had spent ten years in newspaper work before he entered the business world as a salesman. The ten years were well spent—"I learned more," he used to say, "in that varied, hurrying, swirling decade than any school in the land could have given me in a lifetime. I learned to know men, how to get at them, how to get out of them what I wanted, how to tell a story straight and quickly."

On the day that Jackson called on the purchasing agent of the Buckeye Carriage Company it was all this mixed learning that allowed him to play a deuce hand like a royal flush.

It certainly looked to him like a passing hand as he sat in the outer office waiting to be admitted to Billings' office.

Suddenly the voice of Buckeye's President forced itself on him—talking loudly, evidently over the long-distance wire, in his office just off the reception room.

"Yes—yes—I'll meet Mr. Gibson at 10:30 Saturday morning—yes—in New York—at my hotel—no, will let no one know."

Grant A. Gibson was the right hand of L—, the great York's financier; that morning the papers had had a few meager details about L—'s proposed formation of a Paint Trust.

"So," Jackson reasoned, "there's more to it than rumor, and the Buckeye people are going to take a hand in it. I wonder—"

The office boy announced that Mr. Billings, the purchasing agent, would see him.

"Good morning, Mr. Jackson," began the P. A. cordially. "Glad to

see you. Sorry, however, that I can't give you an order to-day. But sit down anyway."

Jackson sat down and fished a cigar out of his pocket which he handed to Billings. It was a perfecto. He himself was smoking a fine cutter. After both cigars were drawing well, ignoring entirely what Billings had said, Jackson began.

"Mr. Billings, I suppose you don't know it, but before I entered commercial life, I used to be a newspaper man. In that business one gets a training which never leaves him. He always retains his 'news sense,' if he ever had it."

Billings looked at Jackson as if he wondered what the game was and where he came in. That young man did not leave him long in suspense.

"Now, Mr. Billings," resumed he. "I may as well be frank with you. I came down here this morning less to sell you a carload of varnish than to get from you the facts regarding this Paint Combination Gibson is forming down in New York. Will you tell—"

Billings' face was a study. He broke out: "But great guns, man, how do you know there is a projected Paint Combine, and why should we, who make carriages, be interested in its formation, if there was such a movement?"

Jackson knew he had his man going.

"You use about as much paint and varnish as any one carriage maker in the country," he said quietly; "I happen to know about the varnish, you know."

Billings leaned back in his chair. He was angry—and he showed it. His perfecto had gone out, and that only happened at very long intervals. He struck a match on the underside of his handsome desk with a fierce stroke. While he was applying the flame to his cigar with his right hand, his left sought the row of push buttons under the leaf.

"Johnnie," he said to the boy, "ask Mr. Foster if he will step here a moment."

Foster was the Buckeye's President. He had mutton chop whiskers and wore a Prince Albert coat to business. Billings rose and closed the office door as he came in. Jackson felt as if he were interviewing Bath House Mike in his river stronghold.

Mr. Foster separated the tails of his coat and sat down opposite Billings. Introductions followed.

"Mr. Jackson," began Billings. "would you mind repeating to Mr. Foster what you have just told me?"

"Not in the least," coolly answered Jackson; and he repeated his hunger for information regarding the Paint Trust and the part the Buckeye Company was to play in it. As he progressed he watched the President's face. It was a study in expression; surprise, irritation succeeded by the flush of anger, were the most marked expressions.

When Jackson had finished, regardless of the whiskers and frock coat, Foster demanded, in no uncertain tones, to be informed where in the name of the infernal regions Jackson

had picked up the information he seemed to possess.

"Well," calmly responded that individual, "I'm not altogether a fool, you know, and, as I told Mr. Billings, I have a natural nose for news. But look here," he continued, not giving his men time to recover, "listen to me for a minute and I'll show you that instead of both of you throwing a French fit at my harmless request, you ought to receive me with open arms. Now here is the situation; you can acknowledge it or not, as you please.

"This Paint Trust is going to be formed; that's a cinch. Men like Gibson don't get mixed up with ventures that fall through. I happen to know that he has already secured options on 98 per cent. of all the producing plants in the country. So he is sure of that end. Whether my plant goes in or not, is the one thing I don't know, and, to be frank, I don't care. What I want to show you is that Gibson wants to interest the big consumers of paint and varnish throughout the country in his organization. To do this, I believe he will give out to a selected few some handsome 'inducements,' in the way of preferred stock." (Jackson was drawing on his knowledge of Gibson's methods in previous deals.)

"Now, do you see," he continued, "that the more important the dealer—the larger his consumption of paint or varnish is—the greater will be his share of this 'bonus.' I have no doubt that will be quite satisfactorily arranged at your meeting in New York, Mr. Foster, on the coming Saturday."

Foster was still further paralyzed. Jackson hurried on, not giving his listeners time to think: "you give me the details of this Trust organization which I haven't got, I'll telegraph the story to the paper I formerly worked on; you give me an order for three cars of varnish to grade from X to XXX; Gibson will hear of your placing this big order through his trade reports; and when you, Mr. Foster, get to New York on Saturday you will find him waiting for you with open arms and a block of stock suited to the needs of a factory which places a three-carload order at once."

Jackson paused for want of breath. Foster was gazing at him as if he had been hypnotized. On Billings' face was an expression of unqualified admiration.

When the pair had recovered sufficiently to think coherently, Foster turned to Billings and said, "Billings, you get that order ready for Mr. Jackson, while I am having a little talk with him in my office."

What was said behind the closed door of the President's office during the next half hour was never reported stenographically, but it is significant that the story of the Paint Trust which the Amalgamated Press sent out under a XXXXX date line that night was correct in every particular.

It is also worth noting that when the directorate of the same corporation was announced a few months

later, the name of Griggs C. Foster occupied a prominent place.

To round out these significances it is only necessary to add that the car-records of the C., B. & A. Ry. Company showed a shipment of three cars of varnish consigned to the Buckeye Carriage Company about the same time.

Jackson's royal flush had made good.—J. W. Binder in System.

Pipes No One Can Smoke.

It would scarcely appear that a factory could build up a profitable trade in pipes which could not be smoked under any circumstances through the fact that the stems were made solid instead of hollow, but there is a factory in England which makes thousands of gross yearly. They are sold to the shooting galleries, where a pipe has always been found one of the cheapest and at the same time most satisfactory targets. One shrewd potter found that he could make the goods more cheaply by not piercing the stems and practically occupies that field all by himself.

The pasteboard safe and the sheet iron vaults is an industry not peculiar to America, though it finds most use here, and it is in Boston that "musical" instruments are manufactured, outwardly exact reproductions of cornets and other brasses, but which are sold much more cheaply, since their use is merely to pad out big bands with men who can not play. They are therefore not supplied with valves or reeds. One band is said to boast one-third dummy players.

Imitation soap, looking exactly like the real article, but made of clay, grease, scent and a little pink dye, is of Chinese origin, and the native clerks in China and India carry their pencils behind their ears in imitation of their Caucasian bosses, yet the pencils contain no lead, since they are carried only for ornament, the brush being used for all actual work.

Traveling Men Say!

After Stopping at

Hermitage 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

Queer Superstitions That Traveling Men Believe In.

Having been a traveling salesman for nearly thirty-five years, I ought to be qualified, to some extent at least, to tell young fellows just starting out on the road to sell goods how to do it.

But, after thirty-five years' service, I must confess that I can not tell any one how to do it. I can do it myself, but each man must sell for himself. He may grab valuable hints from the other fellow, but his methods must be his own.

However, I have studied for years the methods of men, the men themselves, their habits and peculiarities. Traveling men, as a class, are fuller of peculiarities and superstitions than any class, perhaps, in the world. I seldom have met a salesman on the road who didn't have some freakish idea, some pet superstition, regarding selling goods, and most of them are worshippers at the shrine of "luck."

One of my best friends on the road is a shoe salesman—he is known to the fraternity everywhere—who would not think of attempting to sell a bill of goods if he did not wear a red tie. He is a firm believer in red ties, and he wears one every time he starts to sell, and he believes that any man who wears a red tie can sell goods. Why, he does not explain.

There is another man on the road—I have known him for fifteen years—who sells men's furnishings, who would not think of smoking a cigar until he had plastered it all over with cigarette papers. I asked him once why he did it, for, before smoking a cigar, he spends, perhaps, five minutes carefully wetting rice paper and binding it around the cigar. He explained that when he was first on the road he one day took a cigar from his pocket and started to light it, discovering that it was broken. He patched it up with cigarette papers and started out to sell a bill of goods. He had phenomenal sales that afternoon, and ever afterwards believed that he could sell goods any time he wrapped his cigars in cigarette paper.

There is a lot in that sort of belief. I am not superstitious myself, although I always carry a wishbone in my pocket, but the man who starts out confident that luck is with him will sell goods, unless he loses confidence in himself.

I have another friend who collects letter heads in hotels in which he stops. He never will write a letter on the stationery of the hotel where he happens to be, but will take a bunch of that paper to his rooms and write on the letter heads of some hotel perhaps a thousand miles away. Why he does it no one except himself knows, and it constantly tangles up his firm, but he persists in it.

Another "crank" friend of mine always carries his own pillow with him and sleeps on it every night after throwing the hotel pillows off his bed. Over fifteen years ago he went to bed one night and a pin in the pillow scratched his face. The pin scratch was the direct cause of his losing a big order the next morning, and ever since then he has refused to use any hotel pillow and carries his own with him in his sample trunk.

One of the oddest fads of a traveling man that I know of is that of a silk salesman who collects souvenir electric light globes, carrying off the bulbs from every hotel in which he stops and using them in his own home in a small Eastern city. He has in his home almost every kind of globe known and on each of them he has pasted the name of the hotel whence it came. He has some that will not fit the fixtures in his house, and these he has piled in ornamental fashion on a table.

Another man whom I meet frequently on the road is a salesman for a big electric fixture works in the Central West, and he has a queer idea. He carries with him his own telephone and in some way he has achieved the idea that it brings him luck. It is one of the English style of receivers that fits the head, and every time he gets into a hotel that has telephones in the rooms he disconnects the house telephone and puts in his own apparatus. Just how it helps him I can not imagine, but he thinks it does and that is the main point.

One of the most energetic and hustling clothing salesmen in the West has an idea something like that, and one that would cause the casual discoverer of his fad to think he is one of the laziest men on earth. He carries around with him at all times an appliance for turning out electric lights and gas lights after he gets into bed. He reads in bed and when he gets through and is ready for sleep, he picks up his extension apparatus from the side of his bed and turns out the light without getting up.

But those fellows are mild samples of the traveling man crank. I know one fellow—he sells wrappers and corsets in the Western country—who always carries in his right hand hip pocket a small copy of the Bible in Russian. He does not read a word of Russian, never was in Russia, and is only a casual believer in the Bible, yet he never is without this volume, and on trains he often produces it and looks through it from beginning to end. He gets mad if any one enquires too closely about the Bible.

There is a close friend of mine in the hat line in the Central States who will not sell a bill of goods to any man who will invite him to drink or who will drink with him. He invites them to drink, and, if they accept, he closes his samples and will not have anything more to do with them on that trip. I do not know what his idea or his system is in doing that sort of thing, but, as a matter of fact, I know of two instances where he has gained steady customers who clamored for him to sell them after he had packed his line.

A fellow named Crane, who is in the shoe line, has a queer fad. At dinner every day on the road he orders a boiled potato, sticks his fork into it, leaves the fork standing there sticking in the potato, and asks the waiter to bring him another fork. He never eats the potato and he will not eat anything until another fork is produced.

Every one of these fellows is a great salesman and every one attrib-

utes at least part of his success to his fad. I once knew a man named Wilson who sold chemicals who had an odd notion. He always wrote his name on three lines of the register in the hotel, and drew a double line through each name. He vowed that unless he did that he could not sell any goods in that town. He declared he had tried over and over again to write his name in the ordinary way and that every time he attempted it he lost out on some big order.

But perhaps the queerest of all is a lace drummer from New York who covers all the big towns for his firm. He steals towels from every hotel in which he stops and carries them on to the next town. He will pick up two towels in Pittsburg, carry them to Cincinnati, and use them, leaving them there and carrying two Cincinnati towels on to St. Louis, and so on, never using a towel in the city where it belongs.

Possibly these hints may help some young salesman just starting out on the road. Possibly not—but, anyhow, you can not convince their inventors they are not efficacious aids to salesmanship. J. W. Lynch.

The Boys Behind the Counter.

Harbor Springs—Claude Wright is now handling groceries for W. C. Cramer. For the past ten years he has been a faithful clerk for the firm of W. J. Clarke & Son and lately for Goetz & Welles.

Kalamazoo—A. W. Rogers, formerly with J. R. Jones Sons & Co., has accepted a position with Geo. T. Bruen in the silk and dress goods department.

Manton—Chas. C. Averill, formerly clerk at E. J. Carroll & Co.'s store, is now salesman at the store of Breen & Haliday at Dighton.

Coldwater—Fred Olmsted has resigned his position in the Crocker furniture store and will devote his entire time to his interest in the Olmsted & Holmes grocery store.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, Jan. 3—Creamery, 22@27; dairy, fresh, 18c; poor, 16@17c; roll 16@19c.

Eggs—Fresh, candled, 26@28c; storage, 20c.

Live Poultry—Fowls, 13@14c; chickens, 13@14c; ducks, 14@15c; geese, 13@14c. Old cox, 8@9c.

Dressed Poultry—Chickens, 13@15c; fowls, 12½@13½c; turkeys, 20@22c; ducks, 16c; geese, 12@14c.

Beans—Hand picked marrows, new, \$2.75@3; mediums, \$2.15; pea, \$1.75@1.80; red kidney, \$2.40@2.65; white kidney, \$3@3.20.

Potatoes—55@70c per bushel. Rea & Witzig.

Camille Flammarian, the famous French astronomer, advances the opinion that the inhabitants of Mars are much more highly developed than the people of the earth. The Martians, he says, are a much older race than the inhabitants of the earth, representing what the latter will be several millions years hence. When we solve the problem of aerial navigation we may send our youths to Mars to be educated.

Gripsack Brigade.

The Buhl Sons' Co. has engaged as traveling salesman Cloyse Lewis, who has been working for Pearce & Gerow, of Owosso.

An Owosso correspondent writes as follows: Arthur L. Curry has accepted a position to travel in Michigan for the McIntosh Hardware Corporation, of Cleveland.

Owosso Press: Otto J. Schlaack has accepted a position as traveling salesman in Michigan for the U. S. Novelty Co., leaving his position at Murray & Terbush's store on account of his health.

Wm. J. Martin, formerly on the road for the Clark-Jewell-Wells Co., but for the past four years traveling representative for Phelps, Brace & Co., has engaged to cover Central Michigan for the Worden Grocer Co.

Lansing Republican: W. C. French, who has been connected with the National Biscuit Co. for fourteen years in this city, has accepted a position with the Aikman Bakery Co., of Port Huron. Mr. French's territory will consist of Lansing and vicinity.

The Michigan railroads have worked a con game on the traveling men in connection with the new mileage book which went into effect Jan. 1. When the book was announced it was definitely stated that it would be good on all Michigan roads running into Toledo and also into Chicago, but, when the book was finally placed on sale, it was noted that the promises of the railroads had not been made good and that the book was confined to railroads in the Lower Peninsula of Michigan, making it good only as far as Monroe into Toledo and as far as New Buffalo into Chicago. This action is entirely in keeping with the policy of the railroads toward the traveling fraternity. The Northern book was issued as the result of a compromise with the traveling men. The traveling men made good and did as they agreed, but the railroads treacherously withdrew the book on a few days' notice and now, after asserting that they would restore the Northern book in all its essential features, they issue a book that differs from the old Northern book in two particulars. Traveling men are slow to anger, but, unless the Tradesman is very much mistaken, the railroads will learn before many years that it does not pay to treat them with the treachery which the railroads have shown in two instances in connection with interchangeable mileage in Michigan.

Newton P. Brooks, traveling salesman for the Imperial Furniture Co., was married recently to Miss Gertrude M. Herbert at the home of the bride's parents in Detroit. After a brief wedding trip Mr. and Mrs. Brooks will make their home in this city.

The Indians are not vanishing as rapidly as some suppose. There are 270,000 of them in this country not counting those in Alaska. More than 70,000 wear citizens' dress and 50,000 can read, while 60,000 can speak English.

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 Nov-
 ember.

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,
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 Secretary—E. E. Calkins, Ann Arbor.
 Treasurer—H. G. Spring, Unionville.
 Executive Committee—John D. Muir,
 Grand Rapids; F. N. Maus, Kalamazoo;
 D. A. Hagans, Monroe; L. A. Seltzer, De-
 troit; S. A. Erwin, Battle Creek.
 Trades Interest Committee—H. G. Col-
 man, Kalamazoo; Charles F. Mann, De-
 troit; W. A. Hall, Detroit.

Comparison of the Fresh and Dry Root and Rhizome.

By way of introduction it may be stated that the medicinal plant representing Gelsemium has been known by several common names as follows: Yellow Jessamine, Carolina Jessamine, Wild Woodbine, White Poison Vine and White Jessamine. The first of these, Yellow Jessamine, so firmly established, is apt to lead to confusion. Some few years ago I sent for some roots of the growing plant in the South. The plants sent to me, under cultivation, developed into a jessamine, not the true Gelsemium sempervirens. The term Gelsemium, as the name for the plant, has been under discussion among the Eclectics, but the term Gelsemium finds general acceptance and is, as is well known, the title given it by the U. S. P.

The medical as well as the botanical history of the plant has been fully treated in a monograph of recent date written by John Uri Lloyd and issued by Lloyd Brothers.

In this circular is mentioned the fact that "Gelsemium for a long time remained an almost exclusive remedy of the Eclectic school, but in 1860 it attained a position in the U. S. Pharmacopoeia, although not until 1880 did that work give any place to any preparation of Gelsemium." In this treatise it is also mentioned that its origin as a medicinal drug came through the mistake of a servant of a Southern planter who was afflicted with fever. This servant by error gave his master a decoction of Gelsemium root, instead of the garden plant intended. "Immediate loss of muscular power and great depression followed, all control of the limbs was lost, the eyelids drooped and could not be voluntarily opened. Death seemed imminent. But the effects finally wore away and the man recovered free from fever, which did not recur." This circumstance led to a febrifuge preparation from the drug and the name of the drug was finally given to the profession.

The pharmacopoeial description of the root and rhizome (the official parts) brings within the limits of a small space a satisfactory identifica-

tion of the drug but does not bring out the fact that its virtues reside mainly in the bark—the wood being practically inert and tasteless. When green the bruised rhizome exhibits a peculiar honey-like odor. This almost entirely disappears on drying. It is stated by many physicians that the green drug possesses qualities altogether absent in the dry drug. In our physiological experiments we have been led to believe that the preparations of the fresh drug are more satisfactory as a motor depressant, but we have not noticed any qualities in the preparations of the green root foreign to that of the dry. From experiments performed in the laboratory of the University we are inclined to think that the tincture of the green root has a more decided action upon the heart. An equivalent quantity of tincture of the green and dried root and rhizome, each representing the same percentage strength of the oven-dry drug, was employed. A student, who had an idiopathic heart hypertrophy, manifesting itself in excessive palpitation, was somewhat dependent upon Gelsemium preparations which were used by advice of physicians. This student desired to study the problem above referred to. His experiments were conducted under the care of physicians and the student was allowed to test the efficacy of the two preparations above noted. The facilities of the physiological laboratory were at his disposal. The result of this student's experiments can not be given in detail, but these results confirmed the opinion that the green drug was more potent than the dried as a depressant. It is needless to say that, for confirmation and for quantitative results, further experiments systematically conducted upon lower animals are necessary.

An alkaloidal assay of the dried root was made in 1897. The percentage of gelsemine and gelsemic acid was the subject of a paper contributed by the author and published in the American Journal of Pharmacy, 1897, page 234. During the years '04, '05, we have endeavored to ascertain the alkaloidal percentage of the green root and make comparison with that of the dried. This has been done with the help of two specially trained students, Mr. F. R. Ireland and Mr. J. C. West.

It should be stated here that the analysis above referred to, of the dried root and rhizome, showed that 0.2 per cent. of alkaloid was found in the rhizome and 0.37 per cent. of gelsemic acid. The root contained less alkaloid (0.17 per cent.). The difference in alkaloidal proportion, however, may be accounted for in bark relationship, all of the alkaloid being found in the bark. The bark relation to the wood in the rhizome and root would probably account for this difference in proportion. It was found also that the stem of the vine contained neither alkaloid nor acid.

We should say in passing that it is probable that the alkaloid gelsemine is composed of two alkaloids. Our experiments recently led us to this conclusion. It has been so stated by Thompson (1887). He called one

of them gelsemine, the other gelseminnie and this was confirmed by Cushny. We have made no attempts to separate and purify these, both being soluble in chloroform, and extracted by the process we have employed in analyses. Sonnenschein and Robbins (1876) gave the ultimate composition of the alkaloid as $C_{11}H_{19}NO_2$. Gerrard (1893) gave it as $C_{12}H_{14}NO_2$. The mixture of alkaloids is bitter, colorless and odorless; soluble in chloroform, ether, acetic ether, acetone and amylic alcohol. Almost insoluble in water, insoluble in petroleum ether. One of the alkaloids in the mixture we have found to be more soluble in dilute acids than the other, and we are inclined to the opinion that they may be separated by taking advantage of this property.

For the work of the past two years we are indebted for the supply of material to Professor J. U. Lloyd. Through him we received an adequate supply of the fresh drug preserved in alcohol. The material was disintegrated, and after covering with alcohol was packed, and hermetically sealed, in a glass jar. This material was macerated in a larger quantity of alcohol for nearly two months. Then the liquid was decanted and the drug itself carefully packed in a percolator. The decanted tincture was first percolated through the drug, followed with alcohol, until the fibrous material was exhausted. The tinctures were mixed and transferred to tight receptacles. An aliquot portion of this tincture was evaporated spontaneously to dryness and the residue thoroughly extracted with water acidulated with sulphuric acid. The acid liquid was then treated with chloroform, in a separator, in order to remove the gelsemic acid. To thoroughly remove this is rather tedious as it requires a number of washings. To make sure that all of the gelsemic acid is separated, a few drops of the last chloroformic washing was evaporated to dryness and dissolved in a weak alkaline solution. The gelsemic acid is readily recognized here, if present, by its peculiar fluorescent properties. The solution is bright yellow in transmitted light. In reflected light the fluorescence is so delicate, it is stated, that 1 part in 1,500,000 parts will exhibit this bluish fluorescence.

After taking out the gelsemic acid from acid solution with chloroform, the acid solution was made alkaline with solution of sodium hydroxide and again shaken out with chloroform, in several portions, until all the alkaloid was removed, or until the washings gave no longer alkaloidal reaction. Upon evaporating the chloroform it was found that coloring matter was present. To remove this, repeated solution in very dilute hydrochloric acid, neutralization with alkali and shaking with chloroform were necessary. The coloring matter was finally removed and the chloroform evaporated. The residue heated to a constant weight was taken as the weight of the alkaloid. This residue answered to the usual alkaloidal reagents and gave with acids crystalline salts. It was found soluble

in the various solvents above stated. From the green root and rhizome we obtained from six analyses an average of 0.265 per cent. The percentage was calculated on the basis of the oven-dry drug. We have repeatedly examined the dried root and rhizome and our percentage of alkaloidal strength seldom gave beyond the 0.2 per cent. As a fair average we would say that 0.2 per cent. was rather high. We are of the opinion therefore that the drug in drying loses in physiological strength. To prove this, however, it would be necessary to have the drug specially collected, one sample being dried, and another, exactly from the same lot, preserved in alcohol and both run through the assay as above described. This we hope to do in the future. L. E. Sayre.

Formaldehyd is now being prescribed for internal use. Many now believe that it is not suitable for internal administration. It is likely, however, that pharmacists will be called upon to prepare tablets, solutions and mixtures for internal use. This is an opportunity for the retail druggists to experiment and see what can be produced from the pharmaceutical point of view.

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WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Acidum	Copaiba	1 15@ 25	Scilla Co	@ 50
Aceticum	Cubebae	1 20@ 30	Tolutan	@ 50
Benzolicum, Ger. .	Evechthitos	1 00@ 10	Prunus virg	@ 50
Boracic	Erigeron	1 00@ 10		
Carbolicum	Gaultheria	2 25@ 35	Tinctures	
Citricum	Geranium	oz 75	Anconitum Nap's R	60
Hydrochlor	Gossypii Sem gal	50@ 60	Anconitum Nap's F	50
Nitrosum	Hedeoma	1 60@ 70	Aloes	50
Oxalicum	Junipera	40@ 1 20	Arnica	50
Phosphorium, dil.	Lavendula	90@ 2 75	Aloes & Myrrh ..	50
Salicylicum	Limonis	90@ 1 10	Asafoetida	50
Sulphuricum	Mentha Piper	3 00@ 3 25	Atrape Belladonna	50
Tannicum	Mentha Verid	5 00@ 5 50	Aurant Cortex	50
Tartaricum	Morrhuae gal	1 25@ 1 50	Benzoin	50
	Myrricia	3 00@ 3 50	Benzoin Co	50
Ammonia	Olive	75@ 3 00	Barosma	50
Aqua, 18 deg.	Picis Liquida	10@ 12	Cantharides	75
Aqua, 20 deg.	Picis Liquida gal	@ 35	Capsicum	50
Carbonas	Ricina	98@ 1 00	Cardamon	75
Chloridum	Rosmarini	@ 1 00	Cardamon Co	1 00
	Rosae oz	5 00@ 6 00	Castor	50
Aniline	Succini	40@ 45	Catechu	50
Black	Sabina	90 1 00	Cinchona	50
Brown	Santal	2 25@ 4 50	Cinchona Co	50
Red	Sassafras	75@ 80	Columbia	50
Yellow	Sinapis, ess. oz. .	@ 65	Cubebae	50
	Tigilii	1 10@ 1 20	Cassia Acutifol	50
Baccae	Thyme	40@ 50	Cassia Acutifol Co	50
Cubebae	Thyme, opt	@ 1 60	Digitalis	50
Juniperus	Theobromas	15@ 20	Ergot	50
Xanthoxylum ..			Ferri Chloridum.	35
	Potassium		Gentian	50
Balsamum	Bi-Carb	15@ 18	Gentian Co	60
Copaiba	Bichromate	13@ 15	Gulaca	50
Peru	Bromide	25@ 30	Gulaca ammon ..	60
Terabin, Canada	Carb	12@ 15	Hyoscyamus	50
Tolutan	Chlorate	12@ 14	Iodine	75
	Cyanide	34@ 38	Iodine, colorless	75
Cortex	Iodide	3 60@ 3 85	Kino	50
Ables, Canadian.	Potassa, Bitart pr	30@ 32	Lobelia	50
Cassiae	Potass Nitras opt	7@ 10	Myrrh	50
Cinchona Flava ..	Potass Nitras	6@ 8	Nux Vomica	50
Buonymus atro. .	Prussiate	23@ 26	Opil	75
Myrica Cerifera.	Sulphate po	15@ 18	Opil, camphorated	50
Pinus Virgin. .			Opil, deodorized..	1 50
Quillaja, gr'd	Radix		Quassia	50
Sassafras	Aconitum	20@ 25	Rhatany	50
Ulmus	Aithae	30@ 35	Rhel	50
	Anchusa	10@ 12	Sanguinaria	50
Extractum	Arum po	@ 25	Serpentaria	50
Glycyrrhiza Gla.	Calamus	20@ 40	Stromonium	60
Glycyrrhiza, po. .	Gentiana po 15.	12@ 15	Tolutan	60
Haematox	Glycyrrhiza pv 15	16@ 18	Valerian	50
Haematox, 1s	Hydrastis, Canada	1 10	Veratrum Veride.	50
Haematox, 1/2s ..	Hydrastis, Can. po	12@ 15	Zingiber	20
Haematox, 1/4s ..	Hellebore, Alba.	18@ 22		
Haematox, 1/8s ..	Inula	18@ 22	Miscellaneous	
	Ipecac. po	2 25@ 2 55	Aether, Spts Nit 3f	30@ 35
Ferrop.	Iris plox	35@ 40	Aether, Spts Nit 4f	34@ 38
Carbonate Ferrop.	Jalapa, pr	25@ 30	Alumen, grd po 7	3@ 4
Citrate and Quina	Maranta, 1/4s	@ 35	Annatto	40@ 50
Citrate Soluble ..	Podophyllum po.	15@ 18	Antimoni, po	4@ 5
Ferrocyanidum S	Rhel	75@ 1 00	Antimoni et po T	40@ 50
Solut. Chloride ..	Rhel, cut	1 00@ 1 25	Antipyrin	@ 25
Sulphate, com'l. by	Rhel, pv	75@ 1 00	Antifebrin	@ 20
Sulphate, pure ..	Spigella	30@ 35	Argenti Nitras oz	10@ 12
	Sanuginari, po 18	@ 15	Arsenicum	10@ 12
	Serpentaria	50@ 55	Balm Gilead buds	60@ 65
	Senega	85@ 90	Bismuth S N	85@ 1 90
	Smilax, off's H.	@ 40	Calcium Chlor, 1s	@ 10
	Smilax, M	@ 25	Calcium Chlor, 1/2s	@ 12
	Scillae po 35	10@ 12	Calcium Chlor, 1/4s	@ 12
	Symplocarpus	@ 25	Cantharides, Rus	@ 1 75
	Valeriana Eng	@ 25	Capsici Fruc's af	@ 20
	Valeriana, Ger. .	15@ 20	Capsici Fruc's po	@ 22
	Zingiber a	12@ 14	Cap'i Fruc's B po	@ 15
	Zingiber j	16@ 20	Carophyllum	20@ 22
			Carmin, No. 40.	@ 4 25
			Cera Alba	50@ 55
			Cera Flava	40@ 42
			Crocus	1 75@ 1 80
			Cassia Fructus ..	@ 35
			Centraria	@ 10
			Cataceum	@ 35
			Chloroform	32@ 52
			Chloro'm Squibbs	@ 90
			Chloral Hyd Crsl	35@ 1 60
			Chondrus	20@ 25
			Ergota	60@ 65
			Cinchonidine P-W	38@ 48
			Cinchonid'e Germ	38@ 48
			Cocaine	3 80@ 4 00
			Corks list D P Ct.	75
			Creosotum	@ 45
			Creta	bbl 75 @ 2
			Creta, prep	@ 5
			Creta, precip	9@ 11
			Creta, Rubra	@ 8
			Crocus	1 40@ 1 50
			Cudbear	@ 24
			Cupri Sulph	6 1/2@ 8
			Dextrine	7 @ 10
			Emery, all Nos. .	@ 6
			Emery, po	60@ 65
			Ether Sulph	70@ 80
			Flake White	12@ 15
			Galla	@ 23
			Gambler	8@ 9
			Gelatin, Cooper. .	@ 60
			Gelatin, French .	35@ 60
			Glassware, fit box	75
			Less than box ..	70
			Glue, brown	11@ 13
			Glue white	15@ 25
			Glycerina	13 1/2@ 18
			Grana Paradisi. .	@ 25
			Humulus	35@ 60
			Hydrarg Ch	Mt @ 95
			Hydrarg Ch Cor ..	@ 90
			Hydrarg Ox Ku'm	@ 1 05
			Hydrarg Ammo'l	@ 1 15
			Hydrarg Ungue'm	50@ 60
			Hydrargyrum	@ 75
			Ichthyobolla, Am.	90@ 1 00
			Indigo	75@ 1 00
			Iodine, Resubi ..	3 85@ 3 90
			Iodoform	90@ 4 00
			Lupulin	@ 40
			Lycopodium	85@ 90
			Macle	85@ 75

Liquor Arsen et Hydrarg Iod ..	@ 25	Rubia Tinctorum	12@ 14	Vanilla	9 00@
Liq Potass Arsnit	10@ 12	Saccharum La.s.	22@ 25	Zinci Sulph	7@ 8
Magnesia, Sulph.	2@ 3	Salacin	4 50@ 4 75		
Magnesia, Sulph bbl	@ 1 50	Sanguis Drac's.	40@ 50		
Manna, S F	45@ 50	Sapo, W	12@ 14		
Menthol	3 30@ 3 40	Sapo, M	10@ 12		
Morphia, S P & W2	35@ 2 60	Sapo, G	12@ 15		
Morphia, S N Y Q2	35@ 2 60	Seidlitz Mixture	20@ 22		
Morphia, Mal. .	2 35@ 2 60	Sinapis	@ 18		
Moschus Canton.	@ 40	Sinapis, opt	@ 30		
Myristica, No. 1	25@ 30	Snuff, Maccaboy,			
Nux Vomica po 15	@ 10	DeVoes	@ 51		
Os Sepia	25@ 28	Snuff, S'h DeVo's	@ 51		
Pepsin Saac, H & P D Co	@ 1 00	Soda, Boras	9@ 11		
Picis Liq N N 1/2 gal doz	@ 2 00	Soda, Boras, po.	9@ 11		
Picis Liq qts	@ 1 00	Soda et Pot's Tart	25@ 28		
Picis Liq. pints.	@ 60	Soda, Carb	2@ 2		
Pil Hydrarg po 80	@ 50	Soda, Bi-Carb	3@ 5		
Piper Nigra po 22	@ 18	Soda, Ash	3 1/2@ 4		
Piper Alba po 35	@ 30	Soda, Sulphas ..	@ 2		
Pix Burgum	@ 8	Spts, Cologne ..	@ 2 60		
Plumbi Acet	12@ 15	Spts, Ether Co. .	50@ 55		
Pulvis Ip'c et Opil	1 30@ 1 50	Spts, Myrcia Dom	@ 2 00		
Pyrethrum, bxs H & P D Co. doz	@ 75	Spts, Vini Rect bbl	@		
Pyrethrum, pv ..	20@ 25	Spts, V'i Rect 1/2 b	@		
Quassia	8@ 10	Spts, V'i R't 10 gl	@		
Quina, S P & W. 21@	31	Spts, V'i R't 5 gal	@		
Quina, S Ger.	21@ 31	Strychnia, Cryst'l	1 05@ 1 25		
Quina, N. Y.	21@ 31	Sulphur Subl	2 1/2@ 4		
		Sulphur, Roll	2 1/2@ 3 1/2		
		Tamarinds	8@ 10		
		Terebenth Venice	28@ 30		
		Theobromae	45@ 50		

Drugs

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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

Table listing various market categories such as Axle Grease, Bath Brick, Brooms, Butter Color, Confections, Candles, Canned Goods, Carbon Oils, Catsup, Cheese, Chicory, Chocolate, Clothes Lines, Cocoa, Coconut, Cocoa Shells, Coffee, Crackers, Dried Fruits, Farinaceous Goods, Fish and Oysters, Fishing Tackle, Flavoring Extracts, Fly Paper, Fresh Meats, Fruits, Gelatine, Grain Bags, Grains and Flour, Herbs, Hides and Pelts, Indigo, Jelly, Licorice, Meat Extracts, Molasses, Mustard, Nuts, Nives, Pipes, Pickles, Playing Cards, Potash, Provisions, Rice, Salad Dressing, Saloratus, Sal Soda, Salt, Salt Fish, Seeds, Shoe Blacking, Snuff, Soap, Soda, Spices, Starch, Sugar, Syrups, Tea, Tobacco, Twine, Vinegar, Washing Powder, Wicking, Woodenware, Wrapping Paper, Yeast Cake.

1

Table 1: AXLE GREASE (Frazer's), BAKED BEANS (Columbia Brand), BATH BRICK (American, English), BROOMS (No. 1, 2, 3, 4), BUTTER COLOR (W. R. & Co.'s), CANDLES (Electric Light), CANNED GOODS (Apples, Blackberries, Beans, Blueberries, Brook Trout, Clams, Corn, French Peas, Gooseberries, Hominy, Lobster, Mackerel, Mustard, Peaches, Peas, Pineapples, Potatoes, Raspberries, Shrimps, Strawberries, Tomatoes), CARBON OILS (Perfection, Water White, D. S. Gasoline, Deodor'd Nap'a, Cylinder, Engine, Black, winter), CEREALS (Breakfast Foods, Bordeau Flakes, Cream of Wheat, Crescent Flakes, Egg-O-See, Excello Flakes, Force, Grape Nuts, Malta Ceres, Malta Vita, Mapl-Flake, Pillsbury's Vitos, Ralston, Sunlight Flakes, Sunlight Flakes, Vigor, Zest, Rolled Oats, Steel Cut, Monarch, Quaker, Cracked Wheat), CATSUP (Columbia, Snider's), CHEESE (Acme, Carson City, Peerless, Elsie, Emblem, Gem, Jersey, Ideal, Riverside, Warner's, Brick, Edam, Leiden, Limburger, Pineapple, Sap Sago, Swiss, Swiss, imported), CHEWING GUM (American Flag Spruce, Beeman's Pepsin).

2

Table 2: Plums, Pineapple, Pumpkin, Raspberries, Russian Caviar, Salmon, Sardines, Shrimps, Succotash, Strawberries, Tomatoes, Water White, D. S. Gasoline, Deodor'd Nap'a, Cylinder, Engine, Black, winter, CEREALS (Breakfast Foods, Bordeau Flakes, Cream of Wheat, Crescent Flakes, Egg-O-See, Excello Flakes, Force, Grape Nuts, Malta Ceres, Malta Vita, Mapl-Flake, Pillsbury's Vitos, Ralston, Sunlight Flakes, Sunlight Flakes, Vigor, Zest, Rolled Oats, Steel Cut, Monarch, Quaker, Cracked Wheat), CATSUP (Columbia, Snider's), CHEESE (Acme, Carson City, Peerless, Elsie, Emblem, Gem, Jersey, Ideal, Riverside, Warner's, Brick, Edam, Leiden, Limburger, Pineapple, Sap Sago, Swiss, Swiss, imported), CHEWING GUM (American Flag Spruce, Beeman's Pepsin).

3

Table 3: Best Pepsin, Jamaica Gingers, Kream Klips, Lady Fingers, Lem Yen, Lemonade, Lemon Gems, Lemon Biscuit Sq., Lemon Wafer, Lemon Cookie, Malaga, Mary Ann, Marshmallow Walnuts, Marshmallow Creams, Muskegon Branch, Iced 11, Moss Jelly Bar, Molasses Cakes, Mixed Picnic, Mich. Frosted Honey, Mich. Coconut Fstd., Honey, Newton, Nu Sugar, Nio Nacs, Oatmeal Crackers, Orange Slices, Orange Gems, Penny Cakes, Asst., Pineapple Honey, Pretzels, Hade Md., Pretzellettes, Hand Md., Pretzellettes, Mac Md., Raisen Cookies, Reverse, Assorted, Richwood, Richmond, Scotch Cookies, Snowdrop, Spiced Gingers, Spiced Gingers, Iced, Spiced Sugar Tops, Sultana Fruit, Sugar Cakes, Sugar Squares, large or small, Superba, Sponge Lady Fingers, Urchins, Vanilla Wafers, Vienna Crimp, Whitehall, Waverly, Water Crackers (Bent & Co.), Zanzibar, In-er Seal Goods, Almond Bon Bon, Albert Biscuit, Animals, Bremner's But. Wafers, Butter Thin Biscuit, Cheese Sandwich, Cocoanut Macaroons, Cracker Meal, Faust Oyster, Five O'clock Tea, Frosted Coffee Cake, Protana, Ginger Snaps, N. B. C., Graham Crackers, Lemon Snaps, Marshmallow Dainties, Oatmeal Crackers, Oysterettes, Pretzellettes, H. M., Royal Toast, Saltine, Saratoga Flakes, Seymour Butter, Social Tea, Soda, N. B. C., Spoda, Select, Sultana Fruit Biscuit, Unedea Biscuit, Unedea Jinjer Wayer, Unedea Milk Biscuit, Vanilla Wafers, Water Thin, Zu Zu Ginger Snaps, Zwieback, CREAM TARTER (Barrels or drums, Boxes, Square cans, Fancy caddies), DRIED FRUITS (Apples, Evaporated, California Prunes, 100-125 25lb boxes, 90-100 25lb boxes, 80-90 25lb boxes, 70-80 25lb boxes, 60-70 25lb boxes, 50-60 25lb boxes, 40-50 25lb boxes, 30-40 25lb boxes, Citron, Currants, Imported bulk, Peel, Raisins, London Layers, 3 cr, Cluster 5 crown, Loose Muscatels, 2 cr, Loose Muscatels, 3 cr, L. M. Seeded, 4 cr, L. M. Seeded, 1 lb, 9 1/2 @ 10, Sultanas, bulk, Sultanas, package 7 1/2 @ 8, FARINACEOUS GOODS (Beans, Dried Lima, Med. Hd Pk'd., Brown Holland, Farina, 24 lb. packages, Bulk, per 100 lbs.), Sweet Goods (Animals, Atlantic, Assorted, Blygel Gems, Belle Isle Picnic, Brittle, Cartwheels, S & M., Currant Fruit, Cracknels, Coffee Cake, N. B. C., Cocoanut Taffy, Cocoa Bar, Chocolate Drops, Cocoa Drops, Cocoanut Macaroons, Dixie Cookie, Fruit Honey Squares, Frosted Cream, Fluted Cocoanut, Fig Sticks, Ginger Gems, Graham Crackers, Ginger Snaps, N. B. C., Hazelnut, Honey Cake, N. B. C., Honey Fingers, As. Ice, Honey Jumbles, Household Cookies, As. Iced Honey Crumpets, Imperial).

4

Table 4: Jersey Lunch, Jamaica Gingers, Kream Klips, Lady Fingers, Lem Yen, Lemonade, Lemon Gems, Lemon Biscuit Sq., Lemon Wafer, Lemon Cookie, Malaga, Mary Ann, Marshmallow Walnuts, Marshmallow Creams, Muskegon Branch, Iced 11, Moss Jelly Bar, Molasses Cakes, Mixed Picnic, Mich. Frosted Honey, Mich. Coconut Fstd., Honey, Newton, Nu Sugar, Nio Nacs, Oatmeal Crackers, Orange Slices, Orange Gems, Penny Cakes, Asst., Pineapple Honey, Pretzels, Hade Md., Pretzellettes, Hand Md., Pretzellettes, Mac Md., Raisen Cookies, Reverse, Assorted, Richwood, Richmond, Scotch Cookies, Snowdrop, Spiced Gingers, Spiced Gingers, Iced, Spiced Sugar Tops, Sultana Fruit, Sugar Cakes, Sugar Squares, large or small, Superba, Sponge Lady Fingers, Urchins, Vanilla Wafers, Vienna Crimp, Whitehall, Waverly, Water Crackers (Bent & Co.), Zanzibar, In-er Seal Goods, Almond Bon Bon, Albert Biscuit, Animals, Bremner's But. Wafers, Butter Thin Biscuit, Cheese Sandwich, Cocoanut Macaroons, Cracker Meal, Faust Oyster, Five O'clock Tea, Frosted Coffee Cake, Protana, Ginger Snaps, N. B. C., Graham Crackers, Lemon Snaps, Marshmallow Dainties, Oatmeal Crackers, Oysterettes, Pretzellettes, H. M., Royal Toast, Saltine, Saratoga Flakes, Seymour Butter, Social Tea, Soda, N. B. C., Spoda, Select, Sultana Fruit Biscuit, Unedea Biscuit, Unedea Jinjer Wayer, Unedea Milk Biscuit, Vanilla Wafers, Water Thin, Zu Zu Ginger Snaps, Zwieback, CREAM TARTER (Barrels or drums, Boxes, Square cans, Fancy caddies), DRIED FRUITS (Apples, Evaporated, California Prunes, 100-125 25lb boxes, 90-100 25lb boxes, 80-90 25lb boxes, 70-80 25lb boxes, 60-70 25lb boxes, 50-60 25lb boxes, 40-50 25lb boxes, 30-40 25lb boxes, Citron, Currants, Imported bulk, Peel, Raisins, London Layers, 3 cr, Cluster 5 crown, Loose Muscatels, 2 cr, Loose Muscatels, 3 cr, L. M. Seeded, 4 cr, L. M. Seeded, 1 lb, 9 1/2 @ 10, Sultanas, bulk, Sultanas, package 7 1/2 @ 8, FARINACEOUS GOODS (Beans, Dried Lima, Med. Hd Pk'd., Brown Holland, Farina, 24 lb. packages, Bulk, per 100 lbs.), Sweet Goods (Animals, Atlantic, Assorted, Blygel Gems, Belle Isle Picnic, Brittle, Cartwheels, S & M., Currant Fruit, Cracknels, Coffee Cake, N. B. C., Cocoanut Taffy, Cocoa Bar, Chocolate Drops, Cocoa Drops, Cocoanut Macaroons, Dixie Cookie, Fruit Honey Squares, Frosted Cream, Fluted Cocoanut, Fig Sticks, Ginger Gems, Graham Crackers, Ginger Snaps, N. B. C., Hazelnut, Honey Cake, N. B. C., Honey Fingers, As. Ice, Honey Jumbles, Household Cookies, As. Iced Honey Crumpets, Imperial).

5

Table 5: Hominy (Flake, 50lb sack, Pearl, 200lb. sack, Pearl, 100lb sack, Maccaroni and Vermicelli, Domestic, 10lb box, Imported, 25lb. box, Pearl Barley), Common, Chester, Empire, Peas (Green, Wisconsin, bu., Green, Scotch, bu., Split, lb.), Sage (East India, German, sacks, German, broken pkg), Tapioca (Flake, 110 lb. sacks, Pearl, 130 lb. sacks, Pearl, 24 lb. pkgs.), FLAVORING EXTRACTS (Foote & Jenks, Coleman's Van. Lem., 2 oz. Panel, 1 20, 3 oz. Paper, 2 00, No. 4 Rich, Blake 2 00), Jennings (Terpeness Ext., Lemon Doz., No. 2 Panel D. C., No. 4 Panel D. C., No. 6 Panel D. C., Taper Panel D. C., 1 oz. Full Meas. D. C., 2 oz. Full Meas. D. C., 4 oz. Full Meas. D. C.), Mexican Extract Vanilla Doz., No. 2 Panel D. C., No. 4 Panel D. C., No. 6 Panel D. C., Taper Panel D. C., 1 oz. Full Meas. D. C., 2 oz. Full Meas. D. C., 4 oz. Full Meas. D. C., No. 2 Assorted Flavors), GRAIN BAGS (Amoskeag, 100 in bale 19, Amoskeag, less than bl 19 1/2), GRAINS AND FLOUR (Wheat, No. 1 White, No. 2 Red, Winter Wheat Flour, Local Brands, Patents, Second Patents, Straight, Second Straight, Clear, Graham, Buckwheat, Rye, Subject to usual cash discount, Flour in barrels, 25c per barrel additional, Worden Grocer Co.'s Brand, Quaker, cloth, Wykes-Schroeder Co., Eclipse, Spring Wheat Flour, Roy Baker's Brand, Golden Horn, family, Golden Horn, bakers, Calumet, Dearborn, Pure Rye, dark, Clark-Jewell-Wells Co.'s, Delivered, Gold Mine, 1/4s cloth, Gold Mine, 1/2s cloth, Gold Mine, 3/4s paper, Gold Mine, 1/2s paper, Judson Grocer Co.'s Brand, Ceresota, 1/4s, Ceresota, 1/2s, Ceresota, 3/4s, Lemon & Wheeler's Brand, Wingold, 1/4s, Wingold, 1/2s, Wingold, 3/4s, Pillsbury's Brand, Best, 1/4s cloth, Best, 1/2s cloth, Best, 3/4s cloth, Best, 1/4s paper, Best, 1/2s paper, Best wood, Worden Grocer Co.'s Brand, Laurel, 1/4s cloth, Laurel, 1/2s cloth, Laurel, 1/4s & 1/2s paper, Laurel, 1/2s & 3/4s paper, Wykes-Schroeder Co., Sleepy Eye, 1/4s cloth, Sleepy Eye, 1/2s cloth, Sleepy Eye, 3/4s cloth, Sleepy Eye, 1/4s paper, Sleepy Eye, 1/2s paper, Meal (Bolted, Golden Granulated, St Car Feed screened, No. 1 Corn and Oats, Corn, cracked, Corn Meal, course, Oil Meal, old proc., Winter Wheat Bran, Winter Wheat Mid'ng, Cow Feed), Oats (Carlots, 34 1/2), Corn (Corn, new), Hay (No. 1 timothy car lots 10 50, No. 1 timothy ton lots 12 50).

Special Price Current

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon .55 6 00

BAKING POWDER



1/4 lb. cans, 4 doz. case.. 45
1/2 lb. cans, 4 doz. case.. 85
1 lb. cans, 2 doz. case 1 60

Royal



10c size 90
1/4 lb cans 1 35
6oz. cans 1 90
1/2 lb cans 2 50
3/4 lb cans 2 75
1 lb cans 4 80
3 lb cans 13 00
5 lb cans 21 50

BLUING

Arctic, 4oz ovals, p gro 4 00
Arctic, 8oz ovals, p gro 6 00
Arctic, 16oz ro'd, p gro 9 00

BREAKFAST FOOD

Original Holland Rusk



Cases, 5 doz. 4 75
12 rusks in carton.

Walsh-DeRee Co.'s Brands



Sunlight Flakes
Per case 4 00
Wheat Grits
Cases, 24 2lb pack's.. 2 00

CIGARS



G. J. Johnson Cigar Co.'s bd
Less than 500. 32
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
Puritanos 35
Panatellas, Finas. 35
Panatellas, Bock 35
Jockey Club. 35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb pkg, per case 2 60
35 1/2 lb pkg, per case 2 60
28 3/4 lb pkg, per case 2 60
16 1/2 lb pkg, per case 2 60

FRESH MEATS

Beef
Carcass 5 @ 8
Forequarters 4 1/2 @ 5
Hindquarters 6 @ 9 1/2
Loins 7 @ 16
Ribs 7 @ 7
Rounds 5 @ 7
Chucks 4 @ 5
Bates 2 @ 2

Pork.

Loins @ 11
Dressed @ 7
Boston Butts @ 9
Shoulders @ 8
Leaf Lard @ 8 1/2

Mutton

Carcass @ 9
Lamb's @ 13

Veal

Carcass 7 @ 9

CLOTHES LINES

Sisal
60ft. 3 thread, extra.. 1 00
72ft. 3 thread, extra.. 1 40
90ft. 3 thread, extra.. 1 70
60ft. 6 thread, extra.. 1 29
72ft. 6 thread, extra..

Jute

60ft. 75
72ft. 90
90ft. 1 05
120ft. 1 50

Cotton Victor

50ft. 1 10
60ft. 1 25
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.



White House, 1lb
White House, 2lb
Excelsior, M & J, 1lb ...
Excelsior, M & J, 2lb ..
Tip Top, M & J, 1lb ...
Royal Java
Royal Java and Mocha..
Java and Mocha Blend..
Boston Combination ...
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sag-
naw; Meisel & Goeschel,
Bay City; Godsmark, Du-
rand & Co., Battle Creek;
Fielbach Co., Toledo.



CONDENSED MILK

4 doz. in case
Gail Borden Eagle 6 40
Crown 5 90
Champion 4 52
Daisy 4 70
Magnolia 4 00
Challenge 4 40
Dime 3 85
Peerless Evap'd Cream 4 00

FISHING TACKLE

1/2 to 1 in 6
1 1/4 to 2 in 7
1 1/2 to 3 in 9
1 3/4 to 3 in 11
3 in 15
4 in 20

Cotton Lines

No. 1, 10 feet 5
No. 2, 15 feet 7
No. 3, 15 feet 9
No. 4, 15 feet 10
No. 5, 15 feet 11
No. 6, 15 feet 12
No. 7, 15 feet 15
No. 8, 15 feet 18
No. 9, 15 feet 20

Linen Lines

Small 20
Medium 26
Large 34

Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size 1 10
Cox's 2 qt. size 1 61
Knox's Sparkling, doz 1 20
Knox's Sparkling, gro 14 00
Knox's Acidu'd. doz 1 20
Knox's Acidu'd. gro 14 00
Nelson's 1 50
Oxford. 75
Plymouth Rock. 1 25

SAFES



Full line of fire and burglar proof safes kept in stock by the Tradesman Company. Twenty different sizes on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size. 6 50
50 cakes, large size. 3 25
100 cakes, small size. 3 85
50 cakes, small size. 1 95
Tradesman Co.'s Brand.



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

Place
your
business
on
a
cash
basis
by
using
Tradesman
Coupons

5 and 10 Cent Bargains

Will Make Yours
a Busy January

Without "leaders" that will overcome the after-Christmas tendency to pinch, you cannot hope to escape mid-winter dullness.

To suggest dollar spending now—even if the dollars are deeply cut—is to waste in advertising.

Besides, the very pushing you did so well all through the fall makes what you have seen the unattractive "same old things."

Worthy fresh things, then, about which you can talk in nickels and dimes—5 and 10 cent goods of novelty and utility—in what other line could you find such a wealth of ideal January leaders?

Over 12,000 things to retail at 5 and 10 cents are included in our January catalogue. Tell us to send you a copy—catalogue No. J562.

Butler Brothers

Wholesalers of Everything
By Catalogue Only

NEW YORK

CHICAGO

ST. LOUIS

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale—Large and prosperous drug business at a discount from the inventory. The proprietor wishes to retire from the retail business on account of age. No cutting in prices. Great chance for money-making. When answering this, state how much money you have to invest. Address M. A. Lyon, Westfield, N. Y. 285

For Sale—Stock boots and shoes and frame store building. Good opening for a shoemaker. Enquire, J. W. Godfrey, Freeport, Mich. 286

For Sale—Store building, stock of general merchandise, including feed and hay. Also house and lot. A good chance for the right party. A good bargain if taken before April 1, 1906. Address Geo. M. Beemer, Yuma, Mich. 287

For Sale or Exchange—General store; stock, fixtures, house, barn, 1 1/2 acres land. Established 19 years. H. T. Whitmore, Minard, Mich. Address Rives Junction, R. F. D. No. 1. 289

To Exchange—Desirable farm property for good mercantile stock in locality showing good trade. Give particulars as to what stock will inventory, etc. Jas. J. Savage, Midland, Mich. 288

For Sale—\$18,000 stock of dry goods in one of Northern Indiana's best towns of 10,000 population. A splendid opportunity for a hustler looking for a location. Stock is in excellent condition. Will give good deal to cash buyer if taken by Feb. 1. This proposition will bear closest investigation. Address No. 291, care Michigan Tradesman. 291

For Sale—Stock of hardware and implements invoicing about \$2,000, 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 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

Pure Country Sorghum For Sale—Address F. Landenberger, Jr., Olney, Ill. 293

Drug Store—Located on best corner, and the most popular store in a city of 12,000; good business; sales averaging \$25 to \$30 per day; no cut rates; proprietor who is a physician wants to devote all his time to practice; lease on store room has two (2) years to run and can be renewed; rent \$50 per month; stock and fixtures invoice about \$4,500; will sell for cash or part cash, balance secured. Address Dr. M. Rosenthal, Cape Girardeau, Mo. 292

For Sale—\$6,000 clean merchandise business, \$65,000 annually. Must have 1/2 in cash. Address Lock Box 824, Peoria, Ill. 282

If you want to sell your entire stock of merchandise for cash, we buy them. The United Purchase Co., 76 Euclid Ave., Cleveland, O. 283

I have a good \$4,000 stock of drugs in a desirable location in a good Michigan town for trade, what have you to offer? Address No. 284, care Michigan Tradesman. 284

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, 18 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

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 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

Wanted—To buy stock of merchandise from \$4,000 to \$30,000 for cash. Address No. 253, care Michigan Tradesman. 253

Stores Bought and Sold—I sell stores and real estate for cash. I exchange stores for land. If you want to buy, sell or exchange, it will pay you to write me. Frank P. Cleveland, 1261 Adams Express Bldg., Chicago, Ill. 511

Geo. M. Smith Safe Co., agents for one of the strongest, heaviest and best fire-proof safes made. All kinds of second-hand safes in stock. Safes opened and repaired. 376 South Ionia street, Grand Rapids. Both phones. 926

For Sale—Bazaar business in town of 4,600. Address J., care Tradesman. 182

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. Wisley, 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—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

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—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

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

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—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

Wanted—Second-hand bags, any kind, any quantity anywhere. I pay freight. Write for prices. Geo. T. King, Richmond, Va. 223

POSITIONS WANTED

Young man desires position in general store. Had five years' experience. Gilt edge references. Address Roy Cain, Sherman City, Mich. 290

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 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

AUCTIONEERS AND TRADERS.

H. C. Ferry & Co., Auctioneers. The leading sales company of the U. S. We can sell your real estate, or any stock of goods, in any part of the country. Our method of advertising "the best." Our "terms" are right. Our men are gentlemen. Our sales are a success. Or we will buy your stock. Write us, 324 Dearborn St., Chicago, Ill. 490

Want Ads. continued on next page.

If
you want to
buy,
sell,
or exchange;
If
you are a
clerk or salesman
and want a position;
If
you are a
merchant and want
a clerk
or salesman,
place an
advertisement
on
this page
and you will
get
satisfactory
results.

We have testimonials from satisfied advertisers.



WE ARE EXPERT AUCTIONEERS

and have never had a failure because we come ourselves and are familiar with all methods of auctioneering. Write to-day.

R. H. B. MACRORIE
AUCTION CO.,
Davenport, Ia.

A. W. Thomas

MERCHANDISE AUCTIONEER

Just closed \$10,000 Furniture Sale for W. F. Sinemaker, 978-980 Madison street, Chicago. Write him about it.

Dated ahead until January 18th. If you want date, write quick. References—those for whom I have sold and the wholesale houses of Chicago. Am booking sales now for January, February, March, April.

A. W. THOMAS

Expert Merchandise Auctioneer
324 Dearborn St. Chicago, Ill.

Now selling for the Steinhilber Grant Land Co., Strawberry Point, Iowa. Write them about it.

We Pay the Freight

Ask your jobber about the new drop shipment plan on

- Quaker Oats
- Scotch Oats
- Pettijohn
- Apitezo
- Zest
- Saxon Wheat Food
- Farinose
- F. S. Farina
- F. S. Cracked Wheat
- F. S. Rolled Wheat
- Quaker Puffed Rice

THE AMERICAN CEREAL COMPANY
CHICAGO

TRADESMAN ITEMIZED LEDGERS

SIZE—8 1/2 x 14.
THREE COLUMNS.

- 2 Quires, 160 pages... \$2 00
- 3 Quires, 240 pages..... 2 50
- 4 Quires, 320 pages..... 3 00
- 5 Quires, 400 pages..... 3 50
- 6 Quires, 480 pages..... 4 00

INVOICE RECORD OR BILL BOOK

So double pages, registers 2,380 invoices. \$2 00

Tradesman Company
Grand Rapids, Mich.

LARGEST YET.

Annual Convention of Retail Merchants at Saginaw.

Saginaw, Jan. 9.—The Retail Grocers and General Merchants' Association of Michigan began its annual two-day session in this city this afternoon. Delegates are present from Detroit, Grand Rapids, Flint, Kalamazoo and other cities, and many of the towns and villages of the State are represented by one or two merchants each. The registration is the best of any convention yet held.

The convention was called to order by President Claude E. Cady, Lansing, at 2:30 in Germania hall. Roll call showed all officers present. Mayor Lee made a speech of welcome, which was responded to by President Cady, after which the latter read his annual address, which is published in full elsewhere in this week's paper.

Secretary Percival then presented his annual report, as follows:

In making this, my third annual report, I wish to congratulate the members on the interest taken in general by merchants all over the State in the organization. After the convention at Lansing last year requests began to come in, asking instructions and help to organize local associations and, at the instance and advice of the Executive Committee, I visited a number of towns and organized a good many associations, a list of which will appear later in this report.

At this convention I hope some plan will be adopted to have the work of organization made more of a system than we have at present, and I would suggest that the towns asking assistance be charged a certain fee for charter to help pay the expenses of the representative to organize them, as in the past the State Association has paid all expenses and depended on the new association to forward the per capita tax for its members, but in some cases the new association did not furnish its organization or disbanded, and the State Association received nothing for its trouble, or reimbursed for the expenses of the representative who helped it organize. The State Association has always been willing to assist those towns or cities to organize, but think those assisted should help pay some of the expenses, as it is in their interest that help is sent to them.

I think it would be a good plan to have the jobbers require all persons starting in business to join a local or the State Association and I hope to see the day that every merchant should join an association before he can have credit with any wholesaler.

I have had many enquiries in regard to the peddlers and hawkers' law, and have referred the same to the State Treasurer, and from what I can learn the Treasurer has been very active in enforcing the same. I invited the State Treasurer to send a representative of his office to this convention and I understand that the Deputy State Treasurer and one of his inspectors will be present and

make a report of the working of the new law as passed by the last Legislature, which I hope will enlighten us so that the good work accomplished may be continued.

One of the schemes invented against the grocer is the box car merchant, which has come before merchants in this State and which there seems to have been no remedy found to eliminate except for the merchant to organize and fight. In many towns they have done so, and the box car man has departed for greener pastures. I have sent several hundred circulars to merchants in various parts of the State of the methods used to combat with the new enemy and am glad to say that in many instances they were used to good advantage, particularly in Tecumseh, Clinton, Imlay City, Yale, Port Huron, Cass City and Saginaw, where the merchants banded together and helped one another in the good work.

At this convention the members should take up the matter of the parcel post bill, which is expected to be brought before Congress this winter and make determined effort to defeat the same in all legitimate ways, and thereby assist every merchant in the State in building up his home trade, which rightfully belongs to him and not to catalogue houses, soap clubs and others of that class.

Since the last convention I have visited the following towns and cities in the interest of the State Association and have an organization perfected in most of them: Grand Ledge, Portland, Sunfield, Belding, Ionia, Owosso, Durand, Capac, Davison, Tecumseh, Salim, Manchester, Brooklyn, Imlay City, Armada, Romeo, Midland, Clio, Carsonville, Sandusky, Bad Axe, Adrian and Monroe, besides visiting Flint, Detroit and Saginaw Associations.

At Lansing last year we had 24 local associations and 24 individual members making a total of 1019 members. In the past year a few associations have disbanded or are not in working condition on account of local reasons or inactivity.

Associations are in active work in the following towns:

Albion	14
Port Huron	28
Alpena	36
Ann Arbor	26
Yale	9
Three Rivers	27
Owosso	20
Imlay City	21
Coldwater	12
Armada	17
Midland	5
Grand Rapids	100
Davison	17
Detroit	232
Lansing	40
Jackson	50
Saginaw	80
Decatur	19
Capac	12
Hastings	10
Flint	40
Sunfield	22
Kalamazoo	40
Manchester	24
Clinton	18
Manistee	21

Saline	31
Sault Ste Marie	34
Reading	18
Grand Ledge	20
Hudson	15
Ionia	20
Lapeer	20
Marcellus	15
St. Johns	25
Ypsilanti	26
Bad Axe	20
Adrian	30
Bay City	30

Individual Members who have paid dues for 1905..... 31

Twenty-eight of these have paid their tax for 1905. Part of the remainder were organized the later part of the year, and their tax will not appear until next year. One association, the Sault Ste Marie, was organized by themselves and sent in their per capita tax for 1906.

I wish to say to the Associations represented here, Send in your per capita tax the first meeting of your association after the convention, or at the time of the convention, as we need it to extend the work of organization and pay the necessary expenses of the Association.

In conclusion, I desire to thank the various officers of the Association and the trade papers which have been of great assistance to me in furthering the objects of this organization since I have had the honor of holding the office of Secretary, and hope in the next year to see good work accomplished and our membership increased so that we will be represented in every town and city in the State.

Annual Meeting of the Egg, Butter and Poultry Shippers.

Port Huron, Jan. 9.—The members of the Executive Committee of the Michigan Association of Poultry, Butter and Egg Shippers recently met in this city. After a free expression from each member it was evident that the Association was considered a benefit to the shippers and many cases known where direct benefit has been derived by some shipper, not to say anything of the advantage of meeting together and knowing each other.

The Association of Michigan can pride itself upon being the most live and highly representative bunch of fellows in our line in any other single state. It is the idea of the Executive Committee to make the Association even stronger and more effective during the coming year.

The next annual meeting will be held in Lansing the first Wednesday in February and a full attendance is looked for. The Secretary and some representatives of the Hay Shippers' Association are expected at this meeting. They will present some matters for consideration, and other matters of interest and benefit will come up.

Members will be kept advised of anything of importance pertaining to the Association work. Those not members are urged to join the Association.

W. A. Ross, Sec'y.

The Drug Market.

Opium—Is declining a little every week.

Morphine—Is unchanged.

Quinine—Is unchanged. Dealers are awaiting the Amsterdam bark sale this week.

Acetanilid—Is firm at the advance.

Castor Oil—Has advanced ½c per pound, or 4c per gallon, and is very firm.

Haarlem Oil—Continues scarce and high.

Wahoo Bark of the Root—Is in very small supply and has again advanced.

Juniper Berries—Are very much higher than usual, and it is not likely that there will be any lower price until November, when the new crop comes in.

Oils Lemon, Orange and Bergamot—Have advanced and are tending higher.

Oil Cedar Leaf—Is scarce and is advancing.

Gum Camphor—Is very firm at last advance.

Sunflower Seed—Is very firm and still advancing. Higher prices will rule later on.

Blue Vitriol—Since Dec. 1st has advanced 1c per pound on account of the very high price for crude copper.

Paris Green—No price has been made and it is not likely there will be for some time, as manufacturers are awaiting new prices on blue vitriol and arsenic; both are advancing.

The Aikman Bakery Co., of Port Huron, has put out a new butter cracker under the name of Our Biscuit. The goods are superb in both quality and uniformity and the package presents a handsome appearance with its wrapper in two shades of brown. Unless the Tradesman is very much mistaken, Our Biscuit will have a large sale if the quality is maintained, as it undoubtedly will be so long as Manager Anderson remains at the helm.

Mushroom millionaires are generally toadies.

BUSINESS CHANCES.

For Sale—Harness business in city of 9,000 population. Established 44 years. Splendid country surroundings. Nice clean stock, invoicing from \$2,400 to \$2,800. Age and ill health, the only reason for selling. Address F. Kuhn, Galion, Ohio. 294

\$1,500 drug stock will be sold at auction to the highest bidder February 1. W. A. Dutt, Belding, Mich. 295

We have Kansas lands and merchandise for sale and trade. Let us know what you want and we will find it for you. W. O. Warner & Co., Meridan, Kansas. 296

For Sale—Set of new Dayton Computing scales at a bargain. Address Johnson & Hunter, Spencer, Mich. 299

For Sale—A small stock of groceries and fixtures in a good town of about 2,000 population. A good trade. Good reasons for selling. Address No. 298, care Michigan Tradesman. 298

Wanted At Once—First-class pharmacist. One who knows about wall paper. State experience. Salary wanted. F. W. Richter, Niles, Mich. 297

INVESTORS

A manufacturing company, incorporated for \$50,000, manufacturing a staple line of goods for the music trade, with more business than present working capital can handle, will sell a limited amount of treasury stock. For full particulars address **Manufacturer, 440 Elm street, New Haven, Conn.**

"You have tried the rest now use the best."

Merchants

Who do the Best Business
With the Best Customers
Are Those Who Sell

Golden Horn

the World's Best Flour

Always Uniform
Always Desired

Always Reliable
Always Profitable

**Buy Golden Horn Flour or we
both lose money**

Manufactured by

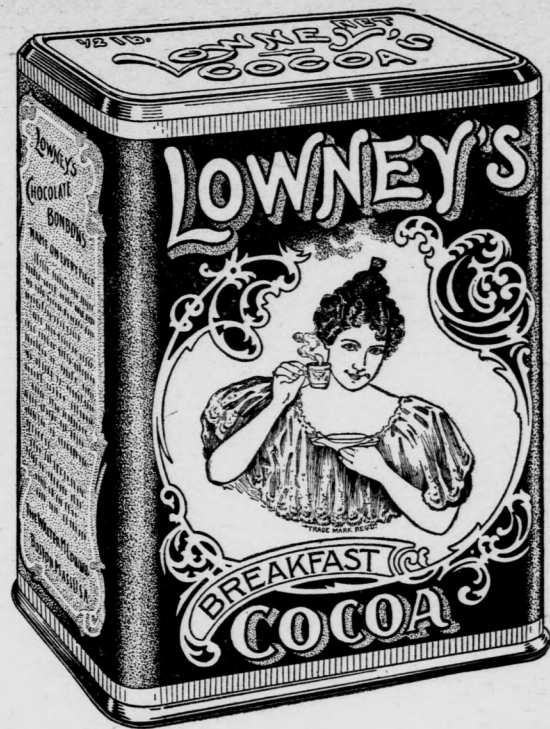
Star & Crescent Milling Co., Chicago, Ill.

The Finest Mill on Earth

Distributed by

Roy Baker, Grand Rapids, Mich.

Special Prices on Car Load Lots



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.

Charity Begins At Home

Give, if you will, but don't allow your goods to "leak out" of your store.

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

Better than others and sold at half the price.

Sensitive, accurate, and built to last a lifetime.

Standard Computing Scale Co., Ltd.

Detroit, Mich.

SCALE DEP'T FOR INFORMATION.

Coupon Books

are used to place your business on a cash basis and do away with the details of bookkeeping. We can refer you to thousands of merchants who use coupon books and would never do business without them again.

We manufacture four kinds of coupon books, selling them all at the same price. We will cheerfully send you samples and full information.



Tradesman Company

Grand Rapids, Mich.

Our January Bargains, the "Left Overs," the "Ends" of a Heavy Season's Trade, are Like Gold Dollars at 75 Cents to Our Customers

Don't Buy
Stoneware

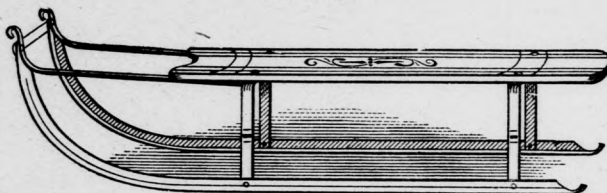
till you get our prices for the

**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..... \$4 00
"C" Angle Steel Coaster. Length 32 inches, width 12 inches, height 5 inches, weight 4½ lbs. Per dozen..... \$4 00

After a "Cleaning up" Rest of
Ten Days in Our

Broom Factory

We started up Monday, Jan. 8th, full force, fully prepared to increase our unprecedented business of 1905. We shall make only the best brooms, for the price, in the market.

**The Best 25c Brooms
The Best 35c Brooms
The Best 50c Brooms**

No prison made goods here. Every broom bears the "Union" label, meaning that we have the best workmen in Michigan.

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 14½ 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