

To the Grocery Trade

We have purchased the entire stock of our old-time neighbor, the **Clark-Jewell-Wells Co.**, who retire from the business.

Messrs. **Keyes, Newhall, Berner and Gunn**, who have so ably represented them in the past, will continue to visit the trade in our interests.

We have the largest stock, largest force of travelers and most complete plant (owned by ourselves) in Michigan. These conditions do not come by chance but are the result of many years of **fair dealing, strict attention to business, prompt service**—in fact, **"KNOWING HOW,"** and we wish at this time to extend to you our sincere thanks for your loyal support in the past.

We respectfully solicit a continuation of your business and assure you that we appreciate it.

Judson Grocer Co.

Grand Rapids, Mich.

The Best People Eat

Sunlight Flour lakes

Sell them and make your customers happy.

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

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.

BALLOU BASKETS ARE BEST



SIDE VIEW

Potato Shippers Waste Dollars

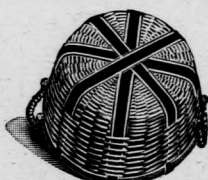
By Using Cheap Baskets

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



The Attractions Of a Good Smoke

are not alone for the smoker, but for those who smell the true tobacco aroma. That's why the man who smokes a poor cigar is a public pest; that's why the man who smokes an

S. C. W.
5c Cigar.

is a public benefactor and adds to the gayety of the nation, at the same time drawing a huge amount of satisfaction from its delicious flavor.

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

We Can Prove What We Say

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

The Moneyweight System

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

The Best is Always Cheapest

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

Moneyweight Scales are Best

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

Do it Now

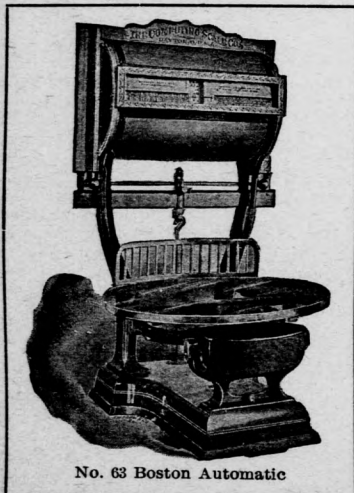
MONEYWEIGHT SCALE CO.

58 State St., Chicago, Ill.

Manufactured by

THE COMPUTING SCALE CO.

Dayton Ohio



No. 63 Boston Automatic



No. 84 Pendulum Automatic

MICHIGAN TRADESMAN

Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, JANUARY 17, 1906

Number 1165

Commercial Credit Co., Ltd.

OF MICHIGAN

Credit Advances, and Collections

OFFICES

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

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich

Collection Department

R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

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

O. E. McORONE, Manager.

We Buy and Sell

Total Issues

of

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

Correspondence Solicited

H. W. NOBLE & COMPANY
BANKERS

Union Trust Building, Detroit, Mich.

The Kent County Savings Bank

OF GRAND RAPIDS, MICH

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

3 1/2 Per Cent.

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 3 Million Dollars

ELECTROTYPES

DUPLICATES OF

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

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DR. GEORGE K. JOHNSON.

The American republic has given birth to many men great in themselves and to many gifted with all the qualities that make a nation great—such qualities as honor, integrity, energy, enterprise and public spirit. It has produced men who have been equal to every emergency, every crisis in the history of the nation—men of the loftiest intellect, men of heroic mold, men great in the pulpit, on the rostrum, in legislative halls and on the battlefields of the republic. We have had and still have millions of men in the quiet but not less important realm of life, men of business who have built up cities and towns and counties and states; men who have directed the great enterprises which have made for the development of the country, who have stemmed the tide of adversity and who have conquered the forces of nature—"forces that have no backs to scar, no limbs to cripple, no hearts to break." We have had men who penetrated the new and pathless wilds of the West and who have transformed the country into the haunts of civilization, exceedingly enjoyable to live in and the homes of millions of prosperous and contented peoples.

In the progress of our country the skilled physician has been an important factor. If we have needed gifted intellects, great orators, brilliant teachers, valiant soldiers, skilled engineers and artisans, not less essential have been the men who have devoted their lives to the care of the sick and the healing of the wounded.

It is one of the latter—just a plain, hard-headed, intelligent and practical physician, who has filled every relation in life honorably and who bears an unblemished record—whom the Tradesman delights to honor this week on the occasion of his eighty-fourth birthday.

FOOD LEGISLATION.

There are now five food bills under consideration, four of which have

already been introduced in Congress as follows:

Senate Bill No. 88 was introduced in the Senate Dec. 6 by Mr. Heyburn. This bill is understood to have the approval of Professor Wiley.

Senate Bill No. 130 was introduced in the Senate Dec. 6 by Mr. McCumber and is also known as a Wiley bill.

House Bill No. 4,527 was introduced in the House of Representatives Dec. 6. This bill is also understood to have the approval of Professor Wiley.

House Bill No. 7,018 was introduced in the House of Representatives Dec. 13 by Mr. Davison. This bill is understood to have the approval of the whisky trust.

The other bill—known as the Lannen bill—is the measure prepared by the National Food Manufacturers' Association, which is an organization which is possibly masquerading under false colors, because, while it purports to represent the food manufacturers of the country, it is known by a certain few that the organization is a creature of the manufacturers of preservatives, such as the Preservaline Manufacturing Co., of New York, and the Heller Chemical Co., of Chicago, whose products are composed almost wholly of salicylic acid and sulphites. This organization has been heralded far and wide as the friend of pure food, but the character and antecedents of some of the men at the head of the organization give ground for the belief that they are actuated by anything but philanthropic motives and that to the jingling of the guinea may be attributed much of their activity in the cause of so-called pure food. It is understood that this organization has secured pledges of support to the amount of \$200,000 and that it has \$30,000 already in the treasury, which it proposes to use in lobbying work at Washington. Those who have been favored with a copy of the proposed bill and have given it careful perusal will readily appreciate the significance of the Tradesman's remarks in this connection.

The Tradesman has never opposed the use of harmless preservatives. It believes that borax, boric acid and benzoic acid, used in proper proportions, are legitimate ingredients in certain foods which require the presence of preservatives. The Tradesman has equally good grounds for believing that sodium sulphite and salicylic acid should never be used in any article intended for the human stomach. The Tradesman does not maintain a chemical laboratory, but it makes a careful study of the reports of the best chemists and most reputable scientists of the day and believes it is justified in opposing the

Lannen bill, because it is the crafty creature of some of the most unscrupulous manufacturers of prohibitive preservatives.

GENERAL TRADE OUTLOOK.

With stock market prices at the highest ever known for the most active issues it is significant that the public is coming into the field to an extent which gives a large volume of transactions. In other words, it is not a market supported by speculators, although their influence would doubtless be felt in case of decline, but is one supported by general conditions of trade. Not least among these conditions is the fact that there is an abundance of money urgently seeking for investment. This may seem strange in view of the long financial stringency so recently experienced, but it should be considered that it was not an actual lack of funds that caused the trouble but rather disturbance in the supply caused by unprecedented demand. Now that crop returns are again seeking investment in the principal centers there is not only an abundance for current needs, but an immense surplus which must be cared for. Indeed, the volume of returns from crop movement is considerably in excess of all previous records.

With this abundance in the hands of producers and with transportation less interrupted than is usual at this season of the year current trade is abundantly assured everywhere. High prices of material and labor are keeping quotations of all leading staples in merchandise distribution at the highest, and yet salesmen report no difficulty in keeping order books well filled.

In manufacturing fields the abundance of contracts gives assurance of activity for a long time to come. Of course there is the usual uneasiness in the labor fields inevitable as a consequence of such activity, but it is hoped that interruptions from these causes will not be long or extensive. In the iron and steel trade the report of expansion is general, so that the assurance that the record breaking volume of the last six months of the past year will be exceeded in the first half of 1906. Textile mills are working at highest capacity and notwithstanding the high price of raw materials there is no trouble in getting all the business that can be handled. Footwear prices are well established at the recent advance and orders are being placed with unusual liberality for the season.

The semi-annual furniture season in this city is fully meeting expectations in point of attendance and volume of business.

ONE OF MANY.

Interview With the Author of the Hepburn Bill.

Washington, Jan. 16—This is the long session of Congress and the friends of the pure food law believe on this account that they can secure the passage of the legislation they have been striving for in vain for a dozen years or so.

Most people are in favor of pure food and drink, but when it comes down to the application of practical standards it has been extremely difficult to secure anything like united action. Certain manufacturers, jobbers, retailers and consumers agree on the general framework of a pure food bill, then when it is fairly put upon its passage other representatives of the same class oppose it vigorously.

It has been found to be an exceedingly difficult thing to steer between the two extremes of permitting adulterating and misbranding in wholesale fashion and oppressing legitimate trade in certain articles which, while not chemically pure, unquestionably are not injurious. The whisky men, the patent medicine men, the manufacturers of various patented and proprietary food products and others always have objected more or less to every attempt to classify their productions according to a fixed standard.

Mr. Hepburn, of Iowa, chairman of the House Committee on Inter-state Commerce, has reintroduced his old pure food bill. He fully understands that it is open to objection by special interests, but he believes that it will protect the consumer in the long run, without doing any harm to the dealer and the manufacturer.

In talking over the prospects of this measure Chairman Hepburn said:

"This pure food bill has twice passed the House substantially in the same form, but it failed to get through the Senate. It has been endorsed repeatedly by pure food congresses, by the United States Medical Associations and by the authorities of the Agricultural Department here in Washington. The opposition to it comes largely from those who are particularly affected by it or who seek an advantage over their competitors or the public.

"It is the intention of the Committee on Inter-state Commerce to report this pure food bill at the earliest possible moment. We shall have to give a few hearings devoted to special points, and it may be necessary to make certain amendments. It will not be advisable to take much more testimony. We now have two large volumes and we seem to have covered almost every phase of the subject.

"It is by no means certain that the pure food bill will get through the House without a hard fight, and the same condition of affairs will prevail in the Senate. The interests opposed to the bill are strong and they will not permit the measure to be passed by default. Dishonest manufacturers and dealers are all arrayed against this bill, but they fight under cover. There are other interests

which are fearful that their legitimate business will be interfered with and must be considered.

"It has been found necessary, for instance, to make certain exceptions to the general principle of adulteration and misbranding. As far as we could do so we have attempted to protect the manufacturer who uses a product which in its manufactured state is not injurious to health, although it contains some substance which would be injurious if used in large quantities.

"For instance, take the baking powder companies which use alum in the manufacture of their products. Alum itself would be injurious, especially if it were present in large quantities, but experts have reported that a chemical change takes place in alum when it is cooked in dough, with the result that it is entirely harmless as it appears in bread. Cream of tartar, for which alum is a substitute, is exceedingly expensive. If we should insist on baking powder being chemically pure, and forbid the use of alum in small quantities in place of cream of tartar, we should not protect the public health in any degree, but we should increase the price of baking powder everywhere.

"It is necessary to make an excepted class, therefore, of materials which may in themselves be deleterious, but which by process of manufacture become harmless. The Committee does not want to make this excepted class too large, although it is necessary to protect every legitimate process of manufacture from even the possibility of unfair governmental supervision."

In the Hepburn bill as introduced at the opening of the session provision is made for the organization of a Bureau of Chemistry and Foods in the Agricultural Department, which shall have especial charge of the inspection of food and drug products.

Under section 2 it is specifically provided that anybody who introduces or receives or ships any article of food which is adulterated or misbranded shall be guilty of a misdemeanor and be fined \$200 for the first offense and \$300 and imprisonment for succeeding offenses.

Under the Hepburn bill the word "drug" is made to include all medicines and preparations recognized in the United States pharmacopoeia for internal and external use and "food" is defined to include all articles used for food, drinking, confectionery, or condiment, by man or domestic animals, whether simple, mixed or compound.

The term "misbranded" in the bill is applied to all articles or drugs, the package or label of which shall bear any statement regarding the ingredients which shall be false or misleading in any particular.

"Adulteration" is defined in the proposed law in the case of drugs to exist if, when a drug is sold under a name recognized in the pharmacopoeia, it differs from the standard of strength, quality or purity determined by the test laid down in the formula current at that time; or, secondly, if its strength or purity falls below the standard under which it is

Steps Toward Perfection

Step by step and by one improvement after another, we have brought our organization up to a point where we can justly claim to be one of the best equipped wholesale grocery houses in the State.

Our new location enables us to carry a large stock, complete in all its departments, sufficiently varied to meet the requirements of both city and country merchants.

**New Building
Ample Room
Complete Stock
Modern Methods
Strong Organization
Prompt Service
Satisfied Customers**

These are our reasons for guaranteeing satisfaction to you good merchants who are contemplating placing your orders with us.

Mail orders shipped by return freight. Send 'em in.

WORDEN GROCER COMPANY
GRAND RAPIDS, MICH.

sold, whatever that may be; and, thirdly, if it is an imitation offered for sale under the name of another article.

In the case of confectionery the Hepburn law would specify adulteration if it contain loca alba, barytes, talc, chrome yellow, or other mineral substances or poisonous colors, or flavors, or other ingredients deleterious or detrimental to health.

Manufacturers and dealers will be particularly interested in a provision which prescribes the measure of adulteration in ordinary food products. Under the Hepburn law these are fixed in eight conditions. In the first place, adulteration is presumed to exist if any substance is mixed with the product so as to reduce or lower or injuriously affect the quality and strength. Secondly, there is adulteration if any substance has been substituted in whole or part for the article itself; and thirdly, if any really but constituents of normal product have been abstracted either wholly or in part. In the fourth place there is a violation of the law if the product is an imitation of another article or is offered for sale under the distinctive name of that article, and in the fifth place it is illegal if it is mixed, colored, powdered, or stained in such a way as to conceal its damage or inferiority.

As a matter of course, if product contains any added poisonous ingredient which may render it injurious to health it becomes subject to law and equally so if it is labeled or branded so as to deceive or mislead the purchaser or if it purports to be an imported article when really it is not so.

Finally, an article is deemed to be adulterated if it consists in whole or part of filthy, decomposed, or putrid animal or vegetable substance, or any portion of an animal unfit for food, whether manufactured or not, or if it is a product of a diseased animal, or one that has died otherwise than by slaughter.

To the average consumer these provisions all seem reasonable enough and in the interest of ordinary commercial honesty. Manufacturers and jobbers, as well as the retail dealers themselves, have urged upon the Committee for years the necessity of guarding certain necessary customs of trade which might be interfered with by ignorant or vicious officers of the Government. In several states at the present time food commissioners have instituted a species of blackmail quite similar to that practiced by the insurance commissioners. If properly paid they will allow almost anything to go on the shelves and into the hands of consumers, but if their personal interests are not looked after it is easy enough for them to discover technical violations which result in barring out a product altogether unless the manufacturer or dealer is willing to submit to blackmail.

To prevent such abuses under Federal authority, which, of course, will supersede the State, the Hepburn bill itself especially excepts articles which are labeled, branded or tagged so as to indicate plainly that they are mix-

tures, compounds, imitations or blends. It is further provided that proprietors or manufacturers of proprietary foods shall not be required to disclose their trade formulas except so far as it may be necessary to secure freedom from imitation or adulteration.

For the especial protection of the dealer it is provided that he can not be convicted when able to prove by written guarantee purity in a form approved by the Secretary of Agriculture. This guarantee must contain the full name and address of the person making the sale, and he is made amenable to the law for its violation and not the dealer who has sold the article in good faith, relying on the guarantee.

For the purpose of protecting people like the meat packers, who use borax or other substances in a manner not injurious to health, there is a special proviso in the Hepburn law that when in the preparation of food products they are preserved in such a way by external application that they are necessarily removed mechanically or by maceration in water, or otherwise, the provisions of the act will apply only to products when they are actually ready for consumption.

Business in Staple Hardware Is Brisk.

Buying of staple hardware, which naturally diminished during the period when most merchants were taking inventories of their stocks, has now increased to a very satisfactory volume. The majority of jobbers find that their supplies in almost all lines are greatly depleted, and they are therefore making heavy purchases to replenish stocks, in order to be prepared for the big spring demand which will soon begin to be the feature of the market. In the West and Northwest business in skates continues good, although most of the contracts booked by manufacturers are in the nature of filling in orders. The comparatively mild winter weather which has prevailed thus far in the East has materially curtailed the trade in snow shovels and other cold weather goods, but it is still possible that a fair demand for these articles may yet be recorded before the advent of spring.

Heavy hardware is in moderate request, and horseshoers' outfits are selling briskly. Despite the recent advances in the prices of builders' hardware, the demand continues good, jobbers and contractors buying large lots in preparation for the spring business. Similarly, the recent advances in solid bronze goods, which have resulted from the upward movement in copper, have not tended to curtail the buying movement in these lines. The advances in the prices of wire nails and all wire products have stimulated rather than checked purchasing. Many of the largest consumers of wire nails, barb and smooth wire and staples were shrewd enough to cover the bulk of their future requirements last month in anticipation of the general advance in these goods, but there is still a brisk demand for all such products.

Be Polite.

When you start out with your grip,
Be polite.
All the length of the long trip,
Be polite.
When you step into a store,
And drop your grips upon the floor,
Even though you're tired and sore,
Be polite.

If you hand your man a card,
Be polite.
If he slams you good and hard,
Be polite.
If you've met him oft before,
And you know the man of yore,
It will pay you ten times o'er
To be polite.

If his hand is slow or glad,
Be polite.
If he's sick, or sore, or sad,
Be polite.
Even though he walks away
Without a single word to say,
Then, if ever, it will pay
To be polite.

If you travel you must learn
To be polite.
Be truthful, bright and firm,
But be polite.
Though your man may cut up rough,
If you really are the stuff,
You will stick and call his bluff
And be polite.

Though you're heartsick for your home,
Be polite.
Fight it out, you're not alone,
Be polite.
Though the letters from your firm
Sometimes hurt and make you squirm,
When you send one in return,
Be polite.

T. H. Kendall,
in Commercial Bulletin.

Mark the Date of Sale in Shoes.

Considerable trouble and ill feeling can be spared if the date of the sale of shoes be put in them. There are several ways—writing it in with ink or using a rubber stamp. This may incur trouble, unless there is a certainty that the shoes are sold. When beyond any doubt the shoes are sold, then they should not leave the store without being properly marked; this will fortify the dealer against being imposed upon by people who months after may raise a complaint that the shoes have given them service for a month or two, when in reality they have worn them continuously three or four times the length of time they set up the claim they have. Very few people will dare to discredit the date when shown it. This will settle it finally.

Wireless Power Transmission.

Wireless power transmission is prophesied by one of the progenitors of the wireless telegraph system. The history of wireless electricity is to be but a repetition of the wire system. First crude signals, then intelligence conveyed over the wires, next speech, and lastly power. As soon as the wireless telegraphy is a little more improved he expects to bring out a system of telephoning without wires which will come into general use. After that the transmission of power through the air without wires will follow. It will come just as surely as it did in wire electricity. He is working in that general direction now and can in a sort of way see the end of the development.

His One Success.

Miss Kulcher—Did you ever go in for literature, Mr. Gay?

Mr. Gay—Well—er—not exactly, but once when I was at college I wrote a short story and got \$100 for it.

Miss Kulcher—Really? What was it?

Mr. Gay—"Dear Father: I'm broke. Please send me a hundred."



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
Suits, Stitched in White
with Ring Buttons.

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

AROUND THE STATE

Movements of Merchants.

Cadillac—Geo. Webber and Walter Savery have purchased the furniture business of Dunham & Cassler.

Ypsilanti—Fred W. Monroe has sold his grocery stock to Fred C. Miller, who will continue the business.

Bellaire—B. D. Lee has sold his interest in the grocery business of L. G. Van Liew & Co., and is now employed by the Bellaire Produce Co.

Bellaire—A. B. Large has purchased the interest of his partner in the drug business of A. B. Large & Co. and will continue the business.

South Haven—Henry Peckham, for over twenty years engaged in the grocery business at this place, will be succeeded in trade by A. H. Gish.

Fennville—O. C. Pemberton is succeeded in the drug business by J. F. Norton, who was formerly employed as a clerk by W. L. Porter, of Lacota.

Coldwater—O. A. Betts, who has conducted a grocery store for several years, has removed the stock to Matteson, where he will re-engage in business.

Kalamazoo—The Home Furnishing Co., which was recently organized, will open a new furniture store at 205 and 207 North Burdick street early in March.

Homer—Hoffman Bros. have disposed of their grocery stock to John Hornbeck and Sam Reese, of Eckford, who will continue the business under the style of Hornbeck & Reese.

Flint—C. D. Ulmer has sold his grocery and meat market to Budd & Tollson, of Alpena, who have taken possession. Mr. Ulmer and his family will soon leave for California.

Bellaire—B. M. Underhill has sold a half interest in his meat business to Geo. L. Montague, of Lowell. The business will be conducted in future under the style of Underhill & Montague.

Charlotte—J. W. Munger & Son have purchased the agricultural implement business of Treadwell and Rulison and will take possession Feb. 1. Fay Rulison will enter the employ of the new firm.

Battle Creek—The City drug store, the Claire street drug store and other interests in that line of business have been merged into one company, to be known as the Erwin Drug Co., capitalized at \$25,000, fully subscribed and paid in.

Hart—Adrian DeVost is succeeded in the grocery business by Hollie Ferrill and Bernice Archer, who will continue the business under the style of Ferrill & Archer. The new firm will add a line of dry goods to its grocery stock.

Niles—R. C. Atkinson has completed invoicing the stock which he purchased of F. B. Ford, of Berrien Springs, who had a buggy and implement store at that place. Isaac Lybrook will soon remove to that village to take charge of the business.

Otsego—J. D. Woodbeck has sold a half interest in his drug business to Ray C. Eaton, who has been employed in his store for the past four and one-half years. The new firm will conduct its business under the style of Woodbeck & Eaton.

Belding—E. L. David, meat dealer, has sold his stock to James Meginley and Otis Higgins, who will continue the business at the same stand under the style of Meginley & Higgins. Mr. Higgins, who formerly conducted a meat market, will consolidate his stock with that just acquired by the new firm.

Dowagiac—C. E. Lyle and C. L. Fowle, of this city, have consummated a deal whereby they have come into possession of the entire plant of the Cassopolis Manufacturing Co., at Cassopolis. They have organized under the name of the Cassopolis Drill Co., with a capital of \$60,000.

Sturgis—Mr. Fitch has retired from the business of the Fitch, Morency Brass Foundry, having sold his interest in the same to Messrs. A. F. Morency, C. A. Miller and C. E. Erbsmehl. The business will be continued under the style of the Morency Brass Co., of which C. A. Miller is President; A. F. Morency, Vice-President and C. E. Erbsmehl, Secretary.

Calumet—William Reed, of this city, has gone to Ishpeming, where he will take the position of manager of Tillson's drug store. Mr. Reed is well known in this city, having lived here all his life. For a number of years he was in the employ of the Fichtel pharmacy, until this was destroyed by fire. He later went with the City drug store, leaving this position to take a course in pharmacy. Mr. Reed recently took the examination for registered pharmacist and, in competition with a large class, ranked at the top of the list.

Battle Creek—Messrs. Kitzinger & Co. have purchased the dry goods and cloak business formerly conducted by C. F. Beach and will continue to carry on same. Mr. Beach has retained his carpet business and will continue same as soon as a suitable location can be secured. Mr. Kitzinger of the new firm is connected with a New York cloak house and will not join the new firm in active business until later in the year. Mr. Levy, of Messrs. Kitzinger & Co., resigns his position as buyer and manager of the cloak department of S. Kann & Son, of Washington, D. C., to assume his new position.

Manufacturing Matters.

Cheboygan—The Embury-Martin Lumber Co. expects to start its mill cutting hardwoods early in February.

Long Lake—John Beck, owner of a water power mill at this place, has decided to install steam power and a band mill.

Adrian—The Goodsell Manufacturing Co. has changed hands and will continue with the same force of men under the name of the Tecumseh Stock Rack Co.

Detroit—The Standard Cigar Box Co. has been incorporated with an

authorized capital stock of \$5,000, of which amount \$4,000 has been subscribed and \$1,000 paid in in cash. The new company will manufacture cigar boxes.

Detroit—A new company has been incorporated to manufacture glassware under the style of the Vacuum Seal Fruit Jar Co. with an authorized capital stock of \$200,000, of which \$100,000 is subscribed and paid in in property.

Nolan—The Coan Lumber Co. manufactured 1,000,000 feet of lumber and 4,000,000 feet of shingles last year, besides which 50,000 cedar ties, 80,000 posts and fifty cars of shingle bolts and fifty cars of small pine logs were cut and shipped.

Detroit—A new corporation has been formed under the style of the McLaughlin Lock Manufacturing Co. to manufacture locks with an authorized capital stock of \$75,000, of which \$40,500 has been subscribed, \$7,500 being paid in in cash and \$33,000 in property.

Greenville—The Greenville Cheese Co. converted 1,330,321 pounds of milk into 140,778 pounds of cheese, bringing \$15,678.30 last year. The factory's output has more than doubled over the previous year, and a large addition will be built early in the spring.

Grand Marais—The Marais Lumber Co.'s sawmill has suspended operations for the winter. The company does not conduct logging operations but saws for the Manistee Lumbering Co. and the Eddy Land Co. During the season just ended the cut was 31,023,587 feet of lumber and 9,064,050 lath.

Crystal Falls—Philip Campbell and Ray Kimball have erected a mill near the Hope mine and will cut a tract of timber which Mr. Kimball owns in that vicinity. When the timber shall have been exhausted the mill will be moved to a site on the Paint River, logs being floated down the stream to the mill.

Ann Arbor—Judge Kinne has ordered a decree that the White Portland Cement Co.'s plant at Four Mile Lake, over which there is litigation in the criminal, civil, chancery and United States courts, be sold on April 2 to satisfy mechanics' liens amounting to about \$6,500, and held by the Hill Clutch Co., of Ohio, and the Buffalo Forge Co., of Buffalo. It is probable that these liens will be satisfied before the time of redemption expires by whichever side—the Whites or the Mills—gains control of the company.

Sault Ste. Marie—Raber & Watson, of Chicago, have purchased from John E. Parsille, of this place, a tract of cedar near Bay Mills comprising 3,000 acres. While the consideration was not given it is understood to have been \$40,000. It is estimated that the tract will cut 50,000 ties, 10,000 poles and 100,000 posts.

Muskegon—The organization of the Robert K. Mann Lumber Co. in this city during the past week with a capital of \$20,000 shows that Muskegon is still a center for lumber capitalists, if not for lumber operations. The new company will pur-

chase Southern lumber, especially pine, and several tracts have already been purchased in Louisiana.

Ontonagon—The Sage Land & Improvement Co. has sold 3,000 acres of timber land in Ontonagon county to John Tolfree, of West Branch, who is associated with West Branch and Bay City men in the deal. Another tract of 10,000 acres is being estimated for the same people. If they should buy the larger tract it is understood they will erect a mill.

Ironwood—The Scott & Howe Lumber Co. has resumed operations at its sawmill plant. It is the intention to work the mill night and day during the remainder of the winter. The plant is the most important in the city outside of the mining industry, and its operation at this time will mean much to the business interests of this place. This is the first winter that sawing has been done by the company, the mill heretofore having been active only during the summer season.

Two Thousand Hands Employed.

Owosso, Jan. 16—Of the seventy-three factories in Shiawassee county, thirty-six of them are in this city. In these institutions are nearly 2,000 employees. These figures are exclusive of the Ann Arbor Railroad shops, where more than 250 men find employment. The average wage for shop men of all kinds in Owosso is better than \$11 a week, a creditable showing considering the cost of living, which is much less than in some other cities of the size of this place.

The farmers' pay roll for sugar beets delivered at the Owosso factory of the Owosso Sugar Co. in December was \$60,000; for November, \$170,000, and for October, \$79,000, a total of \$309,000. At its Lansing factory there was paid out \$185,000.

The Detroit, Toledo & Ironton Railroad Co., now under the same management as the Ann Arbor road, has sent three engines to the local shops. They are the largest type of freight engines used east of the Rocky Mountains and will do work drawing long freights on the north end of the Ann Arbor road, where there are some bad grades.

Partnership Tangle at Corunna.

Corunna, Jan. 16—A few days ago the National Grocer Co. took possession of the grocery stock of Grant Bilhimer & Co. on attachment to satisfy the claim of \$1,300. Webster Davis moved to have the attachment dissolved for the reason that the claims set forth in the writ of attachment are false.

Mr. Davis was associated with Mr. Bilhimer in the grocery business. He had a mortgage against the stock, but to befriend Bilhimer did not have the mortgage recorded. Now, it is claimed Bilhimer has been making collections in favor of the National Grocer Co. The latter claims the company has concealed and disposed of stock fraudulently. Mr. Davis returned but a few days ago from the West and has been unable yet to learn just how Bilhimer did conduct the business.



The Produce Market.

Apples—Steady and strong at \$3 for ordinary, \$3.25 for choice and \$3.50 for fancy. There seems to be plenty of stock on the market of about all varieties and no noticeable tendency toward higher prices is manifested at present. At the same time it is very likely that a higher level will be reached later in the season with the very short crop of last year.

Bananas—\$1.25 for small bunches, \$1.50 for large and \$2 for Jumbos. The demand is not large and the supply is equal to the demand.

Butter—Creamery is strong at 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 fair demand at 22c. Higher prices are predicted on creamery butter within the next week or ten days.

Cabbage—75c per doz.

Carrots—\$1.20 per bbl.

Celery—30c per bunch.

Cranberries—Late Howes are firm at \$14 per bbl. Quotations are so high that jobbers hesitate about ordering in any more stock, and the chances are that few more will be brought into this market. Some jobbers have fair supplies on hand, while others have none. When the present stocks are cleaned up cranberries are likely to be an unknown quantity in this section of the country until the next crop is harvested.

Eggs—Local dealers pay 19c on track for case count for strictly fresh, holding candled at 22c and cold storage at 20c. The slump in price is attributed mostly to the abundance of refrigerator stock. Many holders of these eggs are very anxious to let go at this time and are forcing the eggs upon the market. The number of eggs put into storage last year was very large and those that did not succeed in unloading before the first of the year now feel that every day only adds to their loss. Receipts of fresh eggs are about as they have been in quantity and are showing possibly a little better quality than hitherto.

Grape Fruit—Florida is in fair demand at \$6 per crate.

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

Honey—13@14c per lb. for white clover. There is a good movement in new. The market is firm on the new grades but shows some signs of weakness on old stock, of which there is some accumulation.

Lemons—Both Californias and Messinas fetch \$6 per box. The movement is about normal for this season of the year.

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 gradually strengthening.

Oranges—Floridas are steady at

\$2.50 and Californias fetch \$2.75 for Navels and \$2.85 for Redlands. As the season progresses the oranges coming from California improve in color and flavor and the fruit is now very near its prime. Receipts are heavy, but the demand is good and the market maintains its level. Indications are that this will be a good orange season, not only from the standpoint of the handler but the grower as well.

Parsley—40c per doz. bunches.

Parsnips—\$1.50 per bbl.

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

Potatoes—Country dealers generally pay 50@55c which brings the selling price up to about 60@65c in Grand Rapids. The demand is increasing in volume and extent and a steady market is anticipated for some days to come.

Squash—Hubbard, 1c per lb.

Sweet Potatoes—\$3.50 per bbl. or \$1.50 per hamper for kiln dried Illinois Jerseys.

The Grain Market.

There has been but very little change in the wheat situation the past week. Options close possibly at 1/2c raise, but the general feeling is bearish. Foreign news from both the East and South is also bearish, weather conditions being very favorable just at present. There has been considerable bad harvest weather in the Argentine territory, and it is estimated that the large crop which was promised there will be discounted at least from 10 to 25 per cent. One year ago prices of wheat were 35c per bushel higher in all markets, while other grains are practically on the same level.

Corn seems to have a lower tendency, but the heavy export shipments and good demand from domestic trade generally tend to check any decided decline. The quality of shipments at present is very satisfactory; in fact, there will probably be very little trouble with poor corn until towards spring, when greater caution than usual must be exercised, as a considerable portion of the crop never thoroughly matured or cured.

The oat market is steady, with practically no change in the price, but the trade feel quite friendly towards oats, with an inclination to carry a little surplus of stocks. The movement from country points has been quite liberal since the first of the year.

There seems to be a little more snap to the feed and millstuff trade; prices are firm, feeds having advanced quite sharply, that is, bran and middlings, during the past two weeks, and the mills as a rule are sold up close. L. Fred Peabody.

John Schmidt has sold the stock and business of the Michigan Store and Office Fixture Co., at 79 South Division street, to F. E. Holt, who will continue the business at 521 North Ottawa street. Mr. Schmidt retains his warehouse on Butterworth avenue.

The service of another is a sovereign cure for our own sorrow.

The Grocery Market.

Sugar—Refined sugar is dull and it when, with the raw market, it must decline still further. The present market is largely dominated by the Cuban sugar situation. We are depending on Cuba for our own present supply of raw sugar, and the conditions of the crop down there are therefore of vital importance. During the last week the grinding has proceeded more generally and more rapidly, and in consequence the market has abated somewhat of the firmness which had characterized it before that. The European market, which took advantage of the situation by advancing slightly upon receipts of news from the Cuban crop, declined again later, but American refiners declined to buy, even at the decline, as they seem to have enough for the time being.

Canned Goods—There has been an improvement in the corn situation. Prices were so low and offers were so freely made that the market was somewhat demoralized, but the demand thus created has grown so that retailers are good buyers again. Canned peas are in good demand and are holding very firm on the short crop. String and wax beans are unchanged and in moderate demand. Other vegetables are unchanged. The coming pack of asparagus is creating interest on the coast. On account of the present shortage it is anticipated that the pack will be large, but California reports say that a great increase over last year's output is hardly possible. Old goods in this line are cleaned up. Some jobbers have advanced tomatoes this week, as the Baltimore price has been shoved up a notch or two. The syndicate which controls the limited output has things well in hand and is evidently out to make a killing. The day of the roc tomato is past as far as the present crop is concerned at least. There will doubtless be a large acreage, planted this year and it would not be surprising if the market went the other way next winter, that being the usual rule. Home canned goods have been exhausted in many households and the store must be resorted to. The market on apricots, peaches, plums, pears and cherries is particularly strong. Other lines are holding firm.

Dried Fruits—Currants are selling very well at unchanged prices. Apples are firm and unchanged. Citron has advanced about 3c per pound during the week, owing to the failure of the crop on the other side. The citron crop is gathered in the winter months. There is believed to be enough in this country to last for a considerable time, but it is in strong hands. The advanced price is 15 1/2c in a large way. The prune market is firm. Coast holders want 4c basis, but it might be possible to pick up a few for somewhat less than that. The spot market remains unchanged, and the demand is fair. Peaches are firm, high and scarce. The demand is fair. The packers have bought all the seeded raisin surplus, and are expected to reduce prices very shortly. The chance is that there will be no change in loose

raisins, or the packers have announced that they would not ship any more loose raisins to the East. Apricots are in light demand at unchanged prices.

Rice—Has been gathering strength continually since last year's crop was known to be short, and before this year's yield is ready for the market prices will undoubtedly be higher.

Syrups and Molasses—Now that the trust has been re-organized—and it is said that Standard Oil capital is interested in it—it will probably become strong enough to control the situation in all glucose and corn products. This will include not only the glucose syrups but corn starch and cheap jellies in which glucose is the chief ingredient. No effect of the re-organization has yet been felt by the jobbers, but they are anticipating it. Syrups and molasses are generally selling as well as usual at this season. The market is firm, particularly on corn products.

Tea—The last half of the month is expected to witness an active business, but with little or no change in prices. For the past week prices have been steady, with practically no pressure to sell. February is usually more or less dull, and some concessions may develop then if January business turns out to be unsatisfactory.

Coffee—The future of the market depends to a large extent upon the action of the syndicate, which is said to control the Brazilian output, and they may not find it policy to advance the market in the near future. In the meantime jobbers and roasters are generally advising their trade to buy freely. There is apparently no danger of the market declining, and an advance would not be surprising at any time. Naturally the trade has been somewhat increased by these circumstances.

Fish—Cod, hake and haddock are in their usual demand, but the market is weak. Sardines are unchanged, but there is a strong prospect of an advance in quarter mustards, owing to scarcity. Salmon is unchanged and dull. White fish and lake fish are quiet and unchanged. The herring catch is about over and the available supply is much below last year. The market is very firm, and the season of heaviest demand is just ahead. The mackerel situation is steadily hardening. Stocks are becoming depleted, and there is no pressure to sell anywhere. Slight advances can fairly be quoted in both Norways and Irish. Even further advances are expected shortly.

L. J. Katz, who has conducted a meat market at 658 Wealthy avenue for several years, is succeeded by J. A. Mohrhardt, who will continue the business. Mr. Mohrhardt will still conduct his meat market at 559 Cherry street as heretofore.

Emil Riechel will be succeeded in the drug business by Nels. T. Eckberg, who will continue the business at the old stand, 416 West Bridge street. The change will take place next Monday.

MEN OF MARK.

Dr. G. K. Johnson, the Grand Old Man of Grand Rapids.

When men wore queues, stocks, waistcoats, ruffled shirt fronts, brass buttons and buckles and rejoiced in putting each other "under the table," there was evolved a standard of gentility which, nowadays, writers are fond of alluding to as gentlemen of the old school.

And as a rule this reference is erratic, because the real and true gentleman of the old school was not a brutal, boorish sot and did not affect the peculiarities of dress. He was born to them and they fitted into the elegancies of his manner and the gentle manliness of his character, emphasizing his individuality utterly without ostentation.

And the distinction between the two types is forcefully expressed by the two habits of pronouncing, in conjunction, the words gentle and man. In one case your "t" is elided and "u" is substituted for "a." Thus is indicated the boozy one under the table. In the other case your pronunciation is appreciative, distinct and accurate, giving you the man who is strong morally, mentally and physically; the man whose gentleness is courtly, sincere and convincing.

And it is this latter type of gentleman, in the person of Dr. George K. Johnson, of this city, who to-day, observes the 84th anniversary day of his birth.

It is this genuine gentleman of the old school who is to-day the recipient of hundreds of congratulatory expressions of regard by wire, by letter and orally as the Grand Old Man of Grand Rapids.

Few citizens are there now living whose lives, professional and private, have been more closely woven into the fabric of our city's history than has the life of Dr. George K. Johnson, and on this anniversary occasion the Michigan Tradesman honors itself—and accepts the honor with gratitude—by giving the outline sketch which follows of Dr. Johnson's career:

Born in Cayuga county, N. Y., January 17, 1822, George K. Johnson passed his childhood on a farm, attending district school meanwhile. When 14 years of age he came with his parents to Brighton, Livingston county, Mich., where his father had located a wild land farm. The country was sparsely settled, Indians were everywhere and wild animals were plentiful. Howell, ten miles away to the northwest, was the nearest settlement. Detroit was the only real city, and that was thirty-five miles "by the Grand River Road," a mere blazed trail through the woods, with corduroy exhibits every few miles as the only "improvements." For nearly four years the boy assisted his father in clearing up the farm, at the same time carrying forward as best he could, with the assistance of his parents, the elementary studies taught in the district schools. Already had he decided to qualify himself for the practice of medicine and surgery, and when he was 18 years of age he traveled afoot, twenty-two miles away,

to Ann Arbor, where he became a pupil in the McNeil Academy, and—here's an inspiration to the young man of to-day who is seeking a university education under difficulties—for three years he was a pupil at that institution, visiting his parents once each month and with rare exceptions walking the entire distance each way.

Dr. Johnson is one of the very few persons living who witnessed the laying of the corner stone of the University of Michigan.

When 21 years of age, having a good theoretical knowledge of physiology and anatomy, quantitative and analytical chemistry and botany, young Johnson returned to Brighton and became a student in the office of Dr. Ira Bingham, where he remained a year and then matriculated as a student in the Cleveland, Ohio, Medical College. Two years later he was

the initiative in their make-up, Dr. Johnson devoted himself almost entirely to his city practice and so rapidly enlarged his already wide acquaintance in Detroit. He took a deep interest in public affairs, and made slight investments in promising ventures, in this way learning of the inviting situation at Grand Rapids.

In 1856, when 34 years of age, Dr. Johnson came to this city and at once became prominently identified with the building of what was then called the Detroit & Milwaukee Railway. But his decline in health did not cease, so that after being here a year he visited Europe on a tour jointly devoted to business and recreation. While abroad he attended lectures in the leading medical and surgical colleges in Edinburgh, London and Paris, and at the same time

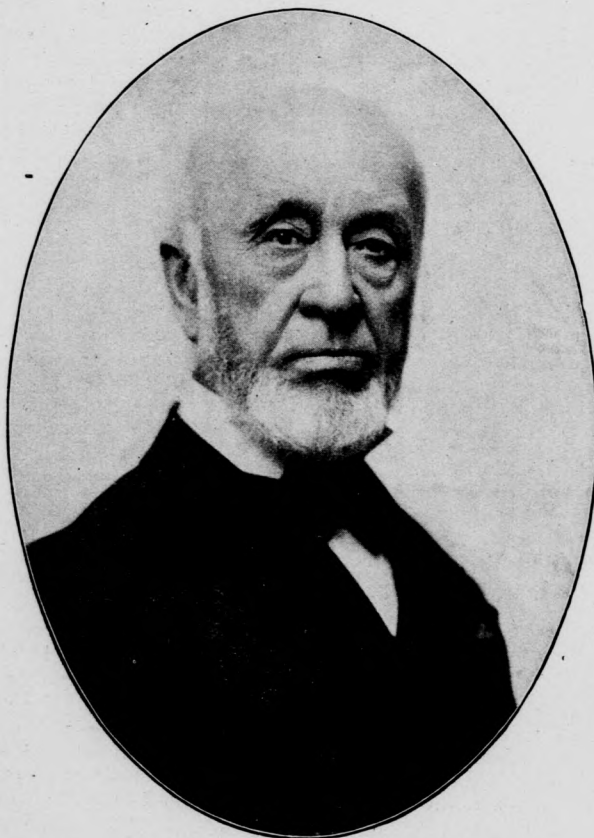
terprises, he was forced to decline the honor.

In 1857 Dr. Johnson was one of the organizers of what was then known as the Farmers' & Mechanics' Bank—progenitor of what is now known as the Fourth National Bank, of which he is still a director.

In October, 1858, Dr. Johnson and the late Rev. Dr. Francis H. Cumming donated to the city perpetually, for park purposes, the land now known as Crescent Park, the first gift of that character bestowed upon the municipality. In company with nine other gentlemen, in 1860, Dr. Johnson organized what was known as the Kent Salt Co., purely an experimental investment to demonstrate whether or not salt could be profitably manufactured at Grand Rapids. The venture delivered a negative reply, and thus far the answer has never been successfully contradicted.

Meanwhile the Doctor's practice had developed into one of the largest and most successful in the city until, in the spring of 1861, came the call to arms. Almost immediately the First Michigan Cavalry was organized and equipped, with Col. Brodhead in command, at Detroit. The Colonel was a close personal friend of the Doctor's, so that when the position of surgeon of that regiment was tendered to him, there was but one thing to do. Hastily arranging his business affairs that he might leave them, and transferring his large practice to others, he accepted the position, and with that regiment reported for duty within a very few months after the firing upon Fort Sumpter. And here it was that his earlier experiences as a surgeon, when, in the Michigan wilderness he had been forced to become resourceful, to have confidence in himself and faith in his calling as he practiced surgery with meager appliances, came into good play. He was quick to grasp a condition, almost instantaneously, utilizing effectively what was at hand, and withal was enthusiastic, skillful, courageous. He had a remarkable faculty for gaining the confidence of the soldiers and developed pronounced ability as an organizer and medical director. He served as regimental surgeon, so far as rank was concerned, throughout Gen. Banks' campaign in the Shenandoah Valley in 1862, although through a large portion of that campaign he was performing the duties of brigade surgeon. Later in that year he was promoted to be brigade surgeon, and was with Gen. Buford's division of cavalry through Gen. Pope's unsuccessful campaign. And in this instance, as before, he shouldered the responsibilities and performed the duties of division surgeon. Then came the second Bull Run, where the Doctor sustained the loss of his dear friend and gallant colonel, Thornton F. Brodhead, who was killed in that battle. It was in this fight also that the Doctor found another friend, the son of Daniel Webster, severely wounded and carried him to a place of safety, thus saving him from capture and in all probability from a lingering death.

In February, 1863, Dr. Johnson was



Dr. George K. Johnson

graduated, receiving his degree as Doctor of Medicine.

Three months later he was established as a practicing physician in Pontiac, Mich., and brimful of ambition and energy and with a determination born of confidence in the dignity and value of his profession, he began building up a practice which very soon covered a "ride" which included a large portion of not only Oakland county but of Wayne county as well. His hard work in all sorts of weather and through and through what was practically a wilderness, together with unavoidable exposures to the elements common in the early and long winters of those days, affected his health quite seriously, so that he moved into the city of Detroit.

Here, alert to the possibilities awaiting those having the quality of

perfected negotiations in behalf of the D. & M. Railway.

Returning to this city very much improved in health and with his faith in the value of Grand Rapids as a future large center of business greatly strengthened, he took up the practice he had begun, and by continuous and successful work he very quickly established a large clientele, and by virtue of his courtly companionability and his active and valuable interest in everything that pertained to our city's advancement, he won well deserved popularity.

In 1859 he was elected to be mayor of the city and served one term with honor to himself and benefit to the city. He was again tendered the nomination—which was equivalent to an election—but, because of his practice as a physician and his active, practical interest in various local en-

promoted to be Lieutenant Colonel and Medical Inspector, being one among four surgeons selected by the War Department from among the surgeons in the volunteer arm of the service to fill such positions, and he was at once assigned to duty with the Army of the Potomac. Then followed participation in the great engagements of Chancellorsville and Gettysburg, besides many of lesser importance, with the corresponding responsibilities of handling many hospitals in the field, on the march and at various points in that great campaign, when the provision of medical and surgical supplies was a continuous problem, when the care of sick and wounded soldiers was an almost overwhelming proposition.

And it is said by a veteran who participated in this campaign that through it all and under circumstances which tried the souls of men Dr. Johnson was invariably seen as the self-possessed, sympathetic, serene and kindly man who knew no fear, sought no relief from his duties, was always equal to whatever emergency presented itself and was an ideal commander who had the respect and confidence of all with whom he came in contact.

Early in 1864 Dr. Johnson was assigned to duty as Medical Inspector of the Middle Military Department, a most exacting and tremendous charge, calling, as it did, upon him to make regular examinations and submit regular reports upon conditions and results upon the field and general hospitals of that department, which extended from Philadelphia southward to New Berne, North Carolina. This position he filled with marked ability as an executive throughout the year 1864 and to October, 1865, when, after four years and four months of active, personal service on the march, in camp and in the field, he was honorably discharged from the army and returned to his home city and his family with a record to his credit and an experience as his possession such as very few medical practitioners have. His reports as Medical Inspector and as Medical Director, contained in the War Department Reports, are models of accurate information and thorough details, absolutely free from bigotry or personal criticisms, concise, clear and fair and supremely reliable as records.

Once more in Grand Rapids and after a very brief season of rest, thoroughly restored to health and eager to bestow on others the benefits of the additional education and skill he had acquired as army surgeon, Dr. Johnson resumed his city practice and picked up the relations he had before sustained with business enterprises and with his church—St. Mark's Episcopal—a practice and relations which have continued unbroken to the present time. In 1866 Dr. Johnson was elected Secretary of the Grand Rapids Medical Society, which position he held three years; in 1871 he was elected President of that Society; in 1872 he was appointed city physician, and in 1881 he was elected Treasurer of the Medical Society. For many years he was

chief of staff of St. Mark's Hospital and a member of the medical staff of the U. B. A. Hospital. He is a member of long standing of the Michigan State Medical Society, of which, in 1879, he was President, and he is a member of the American Medical Association and of the National Association of Railway Surgeons. At one time he was Surgeon-in-Chief of the G. R. & I. R. R., the Chicago & West Michigan R. R. and the Detroit, Lansing & Northern R. R. simultaneously. At the same time he was Division Surgeon for the D. G. H. & M. R. R. He is a member of the Loyal Legion of America, and for several years was the only surgeon in Grand Rapids holding the office of Pension Examining Surgeon. For many years he has been a communicant of St. Mark's church and a trustee. Dr. Johnson is a broad-minded, cultured and learned citizen, whose patriotism to-day is as strong as ever; whose high ideals have been lived up to and whose courtesy and companionable qualities are a benediction. May he be spared to his friends, which comprehends our entire community, for many years.

Excellent Report from Monroe.

Monroe, Jan. 16—The Shore Lime Stone Co. enjoyed the best season of its existence last year and is rebuilding its entire plant. It is producing large quantities of cement block at the present time and hopes to enlarge the cement block plant the coming season.

The Boehme & Rauch Co., manufacturing folding boxes, did twice as much business last year and is ninety days behind in orders.

The Deinzer Furniture Co. had a good season and has all the orders it can take care of.

The Monroe Foundry & Furnace Co.'s business increased 25 per cent. and the prospects for this year are still better.

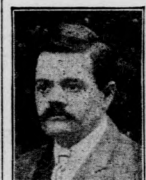
The Monroe Stone Co. shipped over 4,000 cars of crushed stone last year and has so many orders booked ahead that it will be obliged to operate its plant during the winter, for the first time in its history.

The Monroe Butter & Cheese Co. will be obliged to enlarge its plant, as the demand was so great that it kept the officers continuously on the anxious seat as how to meet the increasing demand for the product.

The Younglove Glove & Mitten Factory also enjoyed the best year it has ever had, and will seek larger quarters in the spring.

Good counsel is better than a great army.

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.



A Daylight Policy of Conducting Sales

Straightforward, above board methods of conducting special sales should appeal to merchants interested in having quantities of merchandise turned into cash.

You never have to ask yourself, "Will I be dealt with fairly?" What you read in my "ads." you can tie to.

Why not plan for some masterful merchandising during February? You can center the cash trade of your community at your store and make your business more widely and favorably known than ever before. All of this may be done in a legitimate way with my perfected plans.

Write now for a February Sale.

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

Wait and see our

Hammock Line

before placing orders

Grand Rapids Stationery Co.
29 N. Ionia St., Grand Rapids, Mich.

Established 1888. The Test of Time



Your Choice

Expert Sales Managers

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

G. E. STEVENS & CO.

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

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

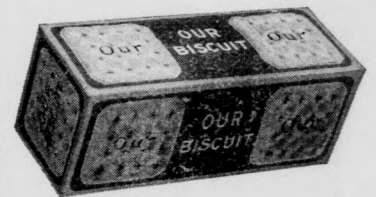
Deal With Firm That Deals Facts.



Also instruction by MAIL. The MCLACHLAN BUSINESS UNIVERSITY has enrolled the largest class for September in the history of the school. All commercial and shorthand subjects taught by a large staff of able instructors. Students may enter any Monday. Day, Night, Mail courses. Send for catalog.

D. McLachlan & Co., 19-25 S. Division St., Grand Rapids

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Guaranteed the best 5c package soda wafer made.

Manufactured by

Aikman Bakery Co.
Port Huron, Mich.

MICHIGAN SHOE CO DETROIT

A Bakery Business in Connection

with your grocery will prove a paying investment.

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

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

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

Respectfully yours,

STANLEY H. OKE,
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A Middleby Oven Will Guarantee Success

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60-62 W. Van Buren St., Chicago, Ill.



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

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, January 17, 1906

THE WATER PROBLEM.

Two committees, one made up of three busy, public-spirited citizens and the other consisting of five men equally patriotic and industrious, were designated by the Grand Rapids Board of Trade to investigate and report upon two specific propositions.

After weeks and weeks of intelligent, thorough study and enquiry, these committees reported to the Board of Trade and to the city in general the facts in the respective cases, as they believe they found them.

These reports were supported by the testimony of men eminent as hydraulic engineers and by the guarantees of long established and reputable manufacturers of large means and achievements.

The Board of Trade simply received these reports and made them public, without comment of any sort, and declared particularly that the reports had been secured and made public for the sole purpose of bringing a certain and very important public topic before the people and providing, at the same time, authentic information which, through study, would enable the people to form intelligent opinions on that subject.

Instantly with the publicity of the reports comes the absolutely false announcement that the Grand Rapids Board of Trade is in favor of bringing water to Grand Rapids from Lake Michigan; not only do the local papers use this gratuitous misrepresentation, but local experts(?) gabble frantically in this, that or the other direction, according to their prejudices, and the local representatives of papers in other cities wire the falsehood to those publications, which, in perfect innocence, they use.

And what is it all about? The Board of Trade has presented authentic information. That is all. No, not all. There is another phase, which, long ago, was most forcefully handled by our immortal old Oliver Wendell Holmes when he said:

"Scientific knowledge, even in the most modest persons, has mingled with it a something which partakes of insolence. Absolute, peremptory facts are bullies, and those who keep company with them are apt to get a bullying habit of mind;—not of man-

ners, perhaps; they may be soft and smooth, but the smile they carry has a quiet assertion in it, such as the Champion of the Heavy Weights, commonly the best natured, but not the most diffident of men, wears upon what he very inelegantly calls his 'mug.' Take the man, for instance, who deals in the mathematical sciences. There is no elasticity in a mathematical fact; if you bring up against it, it never yields a hair's breath; everything must go to pieces that comes in collision with it."

And so we wait for further developments.

THE TWO STATE FAIRS.

Detroit has decided to permit its Eastern Michigan State Fair to hold a ten days' session next September and very considerably moves up its dates so that the West Michigan State Fair at Grand Rapids may hold its fair a week or ten days earlier than usual—a change very likely to lessen the probability of our home event being interfered with by rainy weather.

Thus much for the new relations existing between the State Fair Associations of Western and Eastern Michigan, brought about by the new management of the Detroit enterprise meeting the management of our own establishment half way.

By fixing the term of their fair at ten days the Detroit managers secure one Sunday for the enlargement of their total receipts, and in that city, with its exceptionally large and widespread system of interurban railways, this will mean much.

On the other hand Grand Rapids does not need, as yet, to add to the five days' limit already set for her show. Live stock breeders and manufacturers of vehicles and farm implements are not, so they assert, fond of devoting too much time to one event because of the fair circuit which they plan to cover. Then, too, we willingly confess that we are not yet sufficiently cosmopolitan, or whatever you call it, to ask a whole lot of citizens to work on Sunday. It may be a narrow view to take of the matter, but it represents Western Michigan sentiment and our fair is devoted to Western Michigan.

Speaking of the importance of putting the right boot on the right foot in public affairs, Congressman Towne tells the story of a society matron who was making arrangements for a reception: "Mother," said her daughter, "we had better hide all the umbrellas before the company comes." "Why, my child," replied the mother, "are you afraid somebody may steal them?" "No," answered the daughter. "I'm not afraid they will steal them, but they may recognize them."

In the death of Henry Spring Grand Rapids loses a man who has done much to raise the standard of retail merchandising in this community. Mr. Spring's methods were broad and liberal and his charitable inclinations were so marked that he will be long remembered.

A REAL ARMORY DESERVED.

Ever since the Valley City Light Guard and the Grand Rapids Rifles marched to the front in 1861 as members of the volunteer service of the United States, our local militia organizations have been in the front rank of Michigan's contribution to the National Guard, as it is now designated.

And this is saying much for the loyalty and patriotism of our soldiers when the meager provision made by our State for the care and development of its military force is considered. Compared with the military codes of New York, Pennsylvania and other Eastern States, the situation presented in Michigan is little less than ridiculous; but that is no fault of the young men who give of their time, their labors and their enthusiasm that our militia force may be at least presentable.

There is a regular organized battalion of guardsmen—Companies B, H, K and G—in Grand Rapids, aggregating 350 men or more, and for what of better quarters their armory is on the top floor of a very high building with inadequate space for even the foot movements, let alone battalion drills.

The young men of this city are making a well-planned effort to secure a regular armory building which shall contain a large drill room which, as occasion offers, may also be used as an auditorium sufficiently large to accommodate an audience of 5,000 people. Then, too, they contemplate a smaller auditorium in the same building for use for concert purposes and for small audiences. There will be also a gymnasium, a kitchen and culinary resources, plunge and shower baths, parlors, officers' quarters, quartermaster's rooms, and so on.

The young men have evolved a comprehensive plan for achieving the result so that an interest account of considerable proportions can be taken care of through rentals received for the use of the auditoriums and other portions of the proposed building. The object is a very worthy one and will, doubtless, receive the generous support of the business men of the city. And the Tradesman wishes every success for the project.

At the same time we would like to suggest the organization of a joint and well planned campaign by all militia companies in Michigan whereby the State may be prevailed upon to provide each company with an appropriation of sufficient size to meet the cost of renting quarters that shall be more worthy the purpose to which, as armories, they are to be devoted.

And in considering plans for the proposed armory in this city it would be helpful, perhaps, to have the facts as to cost, management and income of what is known as Convention Hall in the city of Washington.

A RECORD FOR HOMICIDES.

The United States has established a record for many achievements of which our people may well be proud, but last year a new record was established of which they may well be

ashamed. According to unofficial statistics prepared by the Chicago Tribune from its files, there were 9,212 homicides in the United States during the calendar year 1905, which was greater by 840 than in the preceding year. Such figures give this country an easy lead over all others for this character of violent crimes, except, possibly, Italy, which is a close competitor for first honors. While naturally we had more homicides than Italy in the aggregate last year, we even ran ahead in the number of homicides per million of population. In Italy, for instance, the homicides were 105 per million of population, while in this country the figure was 115.

A comparison with the statistics of other civilized countries only serves to place our homicide record in an even worse light. Thus the annual average ratio of homicides to population is 13 per million in Germany, 19 per million in France and 27 per million in the United Kingdom. Ratably, therefore, murder and manslaughter are four times as frequent in this country as in England, Scotland and Wales, and nine times as frequent as in Germany.

One of the leading reasons for the greater number of murders and homicides in this country than in others is the habit of carrying concealed dangerous weapons of all kinds, particularly firearms. But by far the most potent reason for such a high number of homicides is the lax administration of the criminal laws. But few murderers pay the just penalty for their crimes in the United States, and the progress of criminal justice is so slow that the crime is frequently forgotten before the penalty is paid. In England one out of four homicides is convicted of murder and pays the extreme penalty for his crime. Moreover, justice is not only reasonably sure, but swift. The legal executions in this country numbered 138 last year, which, compared with a total of 9,212 homicides, is an almost insignificant proportion.

What a commentary on our boasted civilization do these facts present! What a reputation for law and order we must enjoy abroad with such a record! The administration of criminal justice in this country, so far as the punishment of violent crimes is concerned, is sadly in need of reform, and the sooner that reform is brought about by a healthy public opinion the better.

Traveling men have begun a fight against the form of mileage book sold by some railroads which requires that the purchaser shall at the time of the purchase of the book pay \$10 more than the purchase price at two cents a mile, the excess to be returned to him on the turning in of his book cover. It is said that twenty millions of dollars in money belonging to jobbing and wholesale houses and manufacturers constantly is tied up in the treasuries of railroads from one year's end to the other, and the railroads, which have the use of the money, pay no interest for it.

OPEN vs. CLOSED SHOP.

Several Very Valid Reasons Why the Former Is To Be Preferred To the Latter.

The most important industrial questions of the present day arise out of the combination of labor. This combination has proceeded in the old country to a much greater extent than in the United States, but even here labor combinations have developed to such an extent that there is scarcely a trade or craft which does not have its union, while many of them have finely developed national organizations with which are affiliated State federations and local unions. How these great organizations use their power and what are their purposes and methods, are questions of the most vital and far-reaching importance in our present industrial system.

The combination of labor into unions, however, is not complete. Only a small percentage of the workmen of this country belong to labor organizations. This may be called, then, an epoch of incomplete combination, as far as labor is concerned.

The purpose of workmen in combining is primarily to secure for themselves a larger division of the profits of industry and, incidentally, a general betterment of their condition. To this end, it is necessary that their combination should proceed to such a point as will give them the power to dictate, as far as possible, the terms upon which they will be employed. Under the old system, and before unions were strong enough to be a factor, the individual employer bargained with his individual employees. If the employer was fair, his bargains, under the trade conditions then existing, were probably fair. If the employer was a man of little soul, he doubtless took advantage of the individual necessities of his men to drive hard bargains with them, and to secure their services at a figure as little above the mere cost of living as possible. And, it must be noted, this action on the part of the unfair employer was one of the trade conditions which governed the action of the fair employer, for if the two were competitors, the one could not afford to pay a sum greatly in excess of that paid by the other for the same grade of work. The lowest price paid by the meanest man, therefore, had a tendency to become the level of wages for that grade of work. Many things besides the combination of labor have checked this tendency and have through the centuries served to maintain wages at a point above the cost of living, and to show a continual increase. An important factor, however, in this regard, is the combination of workmen into associations and their consequent bargaining with their employer, not as individuals, but as a body. There is no need to rehearse the benefits that have come to labor from combining. They are of common knowledge. The question now looks to the future. Broadly stated it is this: To what extent and for what purposes and by what means shall the combination of labor proceed in order to secure the best results for itself and for the general public?

The most discussed phase of present day unionism is the closed shop. The closed shop is an institution created and maintained by combined labor for the purpose of increasing its strength. A closed shop or business may be defined as one in which only the members of a certain union or unions can secure employment. In other words, the shop is closed to all non-members. Under moral conditions, every trade or business solicits traffic and dealing with all classes and the employer seeks to employ the competent workman, regardless of his connection with any organization. Any limitation of this free business intercourse between the dealer and customer, or employer and employee, is an artificial and abnormal condition and, as such, it needs to be justified. The condition known as the closed shop, therefore, has, in legal phraseology, the burden of proof to satisfy and must show such benefits and advantages in itself as will justify it as a permanent fixture in our industrial system.

There is a general impression that the closed shop is unlawful. This is not true. A closed shop, in and of itself, is a mere condition, and is neither lawful nor unlawful. An employer has the right to employ only workmen of a certain description. He may employ all Protestants or all Catholics or all union men or all non-union men, as he sees fit, and close his shop to all others. It is to be noted that no shop can be closed without the consent, voluntary or involuntary, of the employer. The methods, however, used to secure or maintain a closed shop will be closely scrutinized by the law and will be declared lawful or unlawful as the circumstances of each case may require. The closed shop is usually secured by a contract between the employer and the union. These contracts are held to be unlawful, as being contrary to public policy and as tending to create a monopoly.

A discussion of the open shop involves a consideration of the condition known as a closed shop. This consideration must be in the light of the present conditions. Any possible ideal future state, except in so far as it can be reasonably traced as the result of the practical conditions of to-day, has no bearing on the question. What shall be our attitude to-day towards the closed shop, is the question which we are asking ourselves. It will clear the ground and perhaps help to suggest the answer if we consider some of the fundamental facts and conditions in our present economic system.

1. Capital and labor have a joint and common interest in producing wealth, but when it comes to the distribution between them of the wealth produced, their interests diverge. This, at least, is true under our present system. Should the human race in the future achieve some ideal state wherein the fact was recognized that not only in production but in a fair and equal distribution as well, capital and labor have joint interests, the closed shop

would long have ceased to be a subject of argument. The possibility of such a state can have no bearing upon the present desirability of the closed shop. The moment that the interests of men diverge, especially in material matters, there is conflict. Each is striving to better his own condition at the expense of the other, and only so far as he can see that a benefit to the other will result in an equal or greater benefit to himself in the near future will he concede anything voluntarily to the other.

2. Since both capital and labor, as a reward of their joint contribution to the production of wealth, can have only a portion of what is produced, it is clear that neither can secure a greater reward for itself without an increase of production, unless there be some radical change in the method of distribution. If this radical change took the form of taking from capital a large share of the returns it formerly had, and giving them to labor without any increase of production, capital would refuse to be employed for such a return and the particular industry would cease. In such a case, labor, instead of receiving a larger share from that industry, would receive nothing, and would have to seek other fields of employment. If, on the other hand, without any increase of production, capital should take to itself greater returns and give to labor less of the common fund, two things might result: Either labor, poorly paid, would refuse to produce and thus capital would receive no profit in that industry, or else on account of the large profits other capital would be attracted to that industry and the resulting competition would reduce the profits of capital to their former level. These things are true because of the fact that capital, like running water, is exceedingly mobile, and because the returns on capital have become fixed in the form of regular interest rates. Any business which pays capital a greater return than the ordinary interest rate attracts other capital and thus lessens the returns. If capital, in any particular industry, arrogates to itself too large a portion of the profits, it sets in operation a fixed law which reduces its returns to their former level. It follows, under existing conditions, that neither labor nor capital can arbitrarily take to itself a greater share of the profits of industry without danger to the industry itself and to their common source of supply. From the standpoint of labor, it may be asserted as an economic fact that there can be no permanent increase of wages in any industry without an increase of production. Though an industry may survive a temporary increase of wages without an increase, and sometimes even with a decrease, of production, yet this condition can never be permanent. This rule that increased productivity is necessary to increased wages is, perhaps, the most important connected with the question, and yet the one most generally disregarded.

3. Industries of to-day, from the standpoint of production, may be likened in many respects to the human body: The principle of division of labor has been carried to a point where it may almost be said that the right hand does not know what the left is doing, speaking of the individual workman. All of the complex processes and functions employed in a great business center in and are controlled and directed by one central head. The man who occupies this position is called a captain of industry. He achieves his position by ability and is generally not a moneyed man himself in the first instance. It is his duty so to direct the capital and the labor entrusted to him that they shall produce the greatest possible results, and his tenure of office does not depend upon anything else than these results, for there is no sentiment which will long keep him in his position in the face of decreasing profits. Upon this man's judgment, knowledge and discretion the success of a particular industry largely depends and, under ordinary conditions, absolutely depends. His efficiency and the resulting success of the business and the still further resulting profits to be divided between labor and capital depend upon his being allowed to use his judgment and ability untrammelled. The moment his control of the business is shared with those beneath him, and he is compelled to substitute their judgment for his, his efficiency to that extent is curtailed. We have the hands and the feet directing the brain, and the body, instead of using its combined energies in unison towards the attainment of one object, finds its different members going in different directions, and itself arriving no-

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where. It is clear, therefore, that, under our present system at least, anything which tends to lessen the authority and control of the captain of industry and to hamper and restrict him in the exercise of his peculiar abilities will tend to injure that industry and to decrease the profits it will produce for division between capital and labor.

4. Our whole industrial system is built upon the law of competition. It is the theory that each individual striving to secure for himself greater returns for his labor, his talent or his capital, in competition with other individuals each striving for the same end, will achieve better results for the general welfare and, incidentally, for himself than under any other arrangement. The desire for private gain stimulates the capitalist to seek out new fields in which to employ his capital and thus to keep that capital busy in the development of new resources and the production of new wealth. Self interest likewise influences the man of genius, of talent or mere physical strength, to seek out the best market for himself and by the stimulus of competition with others to make himself as valuable as possible, thus developing and increasing his capacities. This principle of competition built upon individual self-interest is still considered as vital to our economic system. It is jealously guarded by our courts and by our national and state legislatures. We must accept it, therefore, as a condition which we should maintain and must condemn anything that would tend to interfere with its free workings.

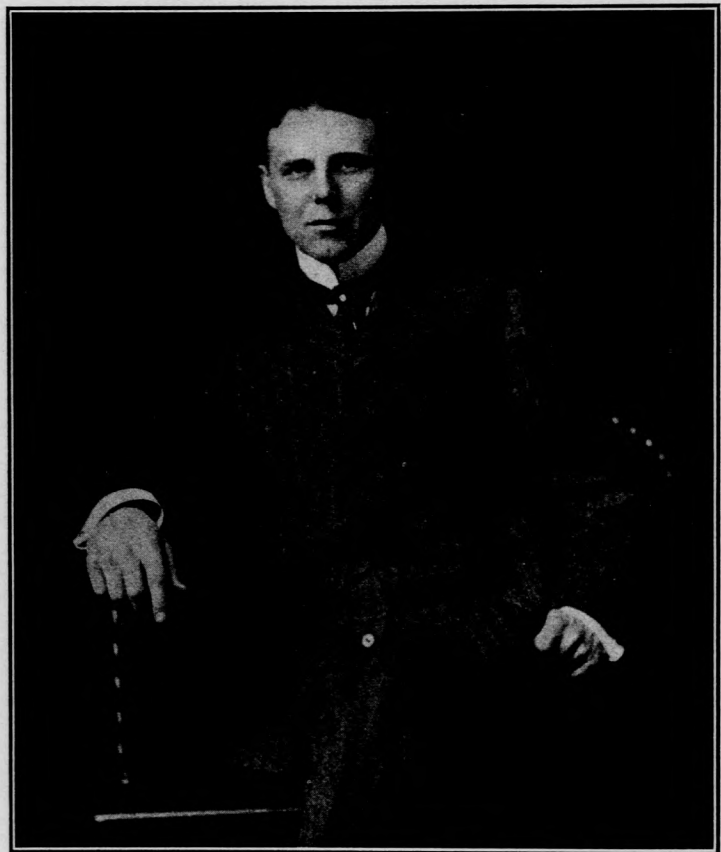
5. The most important factor in a consideration of our question is that of human nature. This factor is always present and must be reckoned with. This series of discussions has brought to light some of its manifestations. It is a matter of common knowledge that the employer is thoroughly selfish, and we will concede also for the sake of the argument that the non-union man likewise looks only to his own interest. We are concerned in this discussion with the character of the man in the union, and with his attitude, and that of the union of which he is a member, toward others. If we may know his purposes and motives, we may reasonably know what could be expected of him were he inside of a closed shop with power to keep it closed.

The policy of limiting the number of apprentices is one of the general principles of all trades unions. We have heard it defended here by members of the typographical union, under whose rules an employer may have only one apprentice to every four journeymen. In other unions, this number varies. In the bricklayers' union, which, by the way, is one of the most powerful in the country, only one apprentice to every seven journeymen is allowed. As the power of the union increases, there seems to be a tendency for the number of apprentices allowed to decrease. The purpose of limiting apprentices is obvious. By decreasing the number of skilled men in any trade, the law of supply and demand causes wages to go up. For instance, in San Francisco to-day bricklayers receive seven or eight dollars a day. The hodcarriers receive three and one-half or four, and the bricklayers' helpers two and one-half or three. The term of apprenticeship is five years. It is at once apparent that where the number of apprentices is limited to one for every six or seven journeymen, there could not possibly be enough new journeymen trained through the apprentice system to replace the old journeymen in the natural order of events, assuming that there was no increase whatever in the demand for labor. If the demand for labor remained stationary or increased as it is increasing every day, there would come a time when the skilled journeymen in a trade subject to the above processes would be absolutely unable to perform the required work. As our industrial system is made up of different parts interdependent upon each other, there would be a choking or stopping of all industry.

If there were not enough bricklayers to do the bricklaying required, every other branch of industry connected with building would have to cease until enough bricklayers were secured. The workmen of one generation who successfully carried out a policy of that kind in a certain trade would, perhaps, receive temporarily greatly increased wages but at what expense? A trade has been closed to the youth of the country. Increased wages have been paid at the expense of industry in general and of other laboring men in particular. The great currents of industry, while they may be checked for a moment, will rise like a flood and sweep away all barriers; which means that when any group of men, be they bricklayers or trust magnates, outrage the laws of industry to the extent of stopping production, they will be brushed aside and replaced by others more worthy of the trust. Even now, a movement is on foot to establish trade schools for the purpose of training apprentices in the building trades. A little more pressure on the part of the unions in those trades will bring the movement into actual operation, and it may happen that a bricklayer's son who can not gain an entrance to his father's trade through the union will be able to become skilled in that trade in schools erected by the representatives of capital. We may say, then, that the rule as to limiting apprentices, which receives the general endorsement of trades unions, shows that the trade unionist looks only to his own temporary self-interest. He does not care about the coming generation. He does not care about the workmen in other trades and callings. He does not care for the general upbuilding and progress of industry. He wants more wages and he wants them now. His self-interest is not of the far-seeing kind, building for the permanent uplift of himself, his children and his class. It is based upon temporary conditions and looks to temporary and immediate benefits.

Another instance of this fact is the attitude of the unions toward labor saving machinery. The use of machinery releases from temporary employ-

ment certain numbers of men and is, therefore, a temporary disadvantage to workmen. However, machinery increases the productive capacity of any plant and, by enabling an industry to secure larger returns for the same outlay of labor and capital, it produces a larger fund for division between capital and labor. Making allowances for necessary readjustments and it may be stated as an economic fact that the use of machinery tends directly to the increase of wages—the unions have been accustomed to claim that the great increase in wages in this country during the last half-century has been due to their increased organization. This is only true in a small degree. The fact that Americans are the most inventive people in the world and that their productive capacity has been greatly increased by the use of machinery is responsible to a far greater extent for this increase in wages. We have heard it said by members of the typographical union that they are not opposed to labor-saving machinery. This may be true, so far as their individual opinions are concerned. One of the most important of recent cases in labor law arose in the city of Newark, N. J. The proprietor of the Newark Times began the use of plate matter in the makeup of his paper. Plate matter is matter which is manufactured and sent by one concern to a great many different local papers. The use of five or six columns of plate matter by a paper would leave that much less work to be done by the compositors in the local office. The use of plate matter was ordered discontinued by the typographical union and, upon refusal, a strike was inaugurated. This was endorsed by the Essex Trades Council, which was made up



Walter Drew

of representatives from the different trades unions of Essex county. A general boycott of the offending paper was instituted. The matter finally reached the courts, where the action of the unions was characterized as unlawful and an injunction was issued.

A similar case arose in the shadow of Harvard College so recently that the ink is scarcely dry on the opinion of the Supreme Court of Massachusetts. A firm of contractors, in constructing a power house for the Harvard Medical School, sought to use machine made arches over the doors and windows, greatly lessening the cost of construction, but at the same time lessening the work to be done by the bricklayers' union. They were informed by a business agent of the union that the arches must be removed from the building and replaced by new ones made by members of the union, and that if this was not done, a strike would be called not only on that building in particular, but upon all other buildings which the contractors had in course of construction in the city of Boston. The demand was refused and the strike was called. Needless to say, the action of the union was characterized by the court as unlawful and it was enjoined not only from issuing but from continuing in force any strike order for the purpose of compelling the contractors to give up the use of labor-saving machinery.

These cases are but examples of many others that might be mentioned. Men of the degree of intelligence exhibited by the union representatives we have seen here may disclaim any such policy and may say they do not agree with it, but the average of intelligence in unions is far below that of these few members of one of the most intelligent unions in the country.

It can not be denied that the unions, as a general rule, are opposed to the use of labor-saving machinery, because their individual members will not incur the resulting temporary disadvantage for the sake of the larger future benefits to accrue to labor as a whole. This opposition will express itself in every instance where it is safe to do so, and where the opposition is likely to prove successful. Apparent acquiescence to the use of machinery will be only because the union, in the particular case, feels that any other course would be disastrous to itself.

The primary purpose of every trade union is to establish a monopoly of the labor market for itself, not only as to non-union men, but also as to other unions in the same trade. This purpose overshadows and controls all other purposes or objects of a trade union. Its constitution and by-laws may declare that there shall be certain standards of workmanship, of character or of intelligence required in members. The amusing paradox was presented in our local court recently when the attorney for the typographical union, after characterizing the non-union printers who had taken the place of the union men in the local shops as "dogs who can look no honest man in the face," and after proving by various affidavits that one of such men was a perjurer and another a confirmed drunkard with a police record, later in his argument, when he had forgotten his previous statements, defended picketing upon the ground that the members of the union simply desired to extend to the non-union printers the benefits and advantages of their union. It also appeared that the alleged drunkard and perjurer had both been made members of the union, probably on this broad, philanthropic ground. This, of course, shows either that the philanthropy of the union is so great that it will waive all the requirements of its constitution and by-laws for character and workmanship, and extend the blessings of the union to the poorest and meanest of the craft, or that, for the sake of presenting a solid front and of establishing and maintaining a complete monopoly, all its other standards and requirements are put into the background. The cases are innumerable where non-union men, unwilling to join the union, have been compelled to join or be discharged by their employer under threat of strike from the union. So far is it true that the membership of unions is obtained by coercion that it is estimated that from thirty to forty per cent. of their members were secured under compulsion or pressure of some kind.

In its desire for monopoly, a particular union will also wage war, if necessary, with other unions of the same craft. The celebrated McQueed case of New York is an example. McQueed was a plumber and steamfitter and a good one. He organized and was the head of a local union in New York of steamfitters. He and the members of his union were asked to disband their organization and to become members of an older union of the same craft. Upon their refusal the employers of New York were notified that no member of the older union or of other unions allied with it would perform any work in company with McQueed or any member of his union. The result was that McQueed and his union could get no work and were compelled to give up working at their trade in the city of New York, the center of American civilization.

This same thing happened very recently in Philadelphia. The building trades of Philadelphia and vicinity organized into an association called the Allied Trades Council with representatives from all the different unions of the building trades except the plumbers. The purpose of the association was stated in their constitution to be "to replace competition by unity of action." The plumbers' union refused to join this Allied Trades Council. A contractor who had a large building in course of construction was found and informed that unless the plumbers who were at work on his building joined the Allied Trades Council, all the other unions in the building trades would cease work. This threat was carried out. An injunction was secured and the Supreme Court of Pennsylvania, after an able discussion, says, "And so, as already intimated, it comes simply to the question, Shall the law of an irresponsible trades union or shall the organic law of a free commonwealth prevail? We answer, Every court of the commonwealth is bound to maintain the latter in letter and spirit." Other cases of the war of unions on each other for the purpose of establishing monopoly might be mentioned, but will add nothing to the discussion.

To what length the attempt to establish a monopoly will go, and how little regard exists on the part of unions for the ordinary principles of our American institutions are shown in the attitude of the unionist towards public work. In the city of Grand Rapids, our Common Council, under pressure of the unions, passed a resolution that all city printing should bear the union label. Our Board of Education passed a similar resolution. The Board of Supervisors for this county passed a resolution that none but union labor should be employed upon certain county work. For years, until recently, it has been of common knowledge that no printing shop in Grand Rapids which was not a closed union shop could secure any public work whatever. In the city of Detroit, the Board of Education made a building contract in which it was stipulated that none but union labor should be employed upon the building. This contract reached our Supreme Court in due time and was scathingly condemned as unlawful. Such contracts and such resolutions could be multiplied by hundreds and the law books are full of cases involving them. It is one of the fundamental theories of government that it should be absolutely impartial towards the governed. The very basis of our free institutions is that we shall have authority and public functions dispensed alike to all classes. The government that is run for one class alone has within it the seeds of its own dissolution. Favoritism and discrimination will wreck it more surely than any other one thing. Yet

in the face of these facts, we find the unions, with no exception and including the typographical union which we have heard so much about, to be so little mindful of just and equal administration of government and so shortsighted in realizing the consequences of discrimination that they will deliberately by political pressure shut off from all participation in governmental and public work, so far as possible, every workman not affiliated with themselves. Not only, then, can it be said that the plain purpose of each union is to secure a monopoly for itself, but it can be further said that in carrying out that purpose all other standards and requirements of membership will be forgotten, the duties and responsibilities of citizenship in a free republic will be ignored, and war if necessary will be made upon other unions of the same trade stroving for a like end.

Enough has been said, perhaps, concerning the conduct of the union man in his union for the purposes of this discussion. Nothing more is claimed for the facts noted than that they show the union man to be like all other men—merely human. The theorist, with half-shut eyes and in a quiet room where he can pursue his reasoning uninterrupted, may cherish views of other or different motives of action and may picture a Utopia in which they are in operation. The Utopia is not here. Out upon the firing line, where the war for bread and butter and profits is being waged and in the midst of clashing material interests, all men are much alike. The time is now and the motive is material gain. Give power to the capitalist unrestricted in the form of a monopoly and only one law will measure what he takes from the public. That law is "all that the traffic will bear." Only at the point where an increase of price fails to produce added profits will the price stop, and this is so even if, in reaping his temporary profits, he destroys utterly the thing out of which the profits are made, leaving nothing for the man who comes after him. The wanton destruction of our American forests for the benefit of a few and to the great and lasting injury of generations to come illustrates this fact. Our study of the unionist has resulted simply in placing him in the same category as other men. Give him the power and he will take for his temporary benefit all that he can, leaving others less favored and those who may follow him to look out for themselves.

Assume for a moment that a closed shop prevailed in every industry. What becomes of every principle that we noted as essential in our present economic system? Will there be increased production? Will the captain of industry be allowed to use his abilities untrammelled? Will there be any competition whatever in the labor market? Every apparent incentive to the man in a closed shop to increase his productive capacity will be gone, for his job is secured to him merely by membership in a union. Unless by some miracle the unionist of the future shall be endowed with broad and unselfish motives, with an extensive and intricate knowledge of industry and with a wisdom beyond that of ordinary man, there can be but one answer as to the result of a universal closed shop.

The discussion of this question of the closed shop develops many phases, all of which it would be impossible to mention here. The most common, however, has to do with what may be called the closed union—that is, a union which refuses to accept as members for one reason or another all the workmen of a particular craft. It is at once apparent that if a closed union, having as members only a portion of the workmen in any one trade, should become entrenched in a closed shop in which only members of a union could secure employment, all the other workmen of that particular class, no matter what their skill, their character or their necessities, would be compelled to relinquish that trade and find another. Going a step farther, it is clear that if in each of the skilled trades and crafts there were a closed union in a closed shop, all the skilled workmen in the country not affiliated with a union would be unable to work at their several trades, and would be reduced from the ranks of skilled to those of unskilled labor. To the ranks of unskilled labor would be further added the youth of the country who on account of the rules for the limitation of apprentices would be unable to learn a trade. Since this condition would inevitably result from a closed union, coupled with a closed shop, and since it is a condition which is immediately left by every right-thinking man to be intolerable, we find the policy of a closed union vigorously disclaimed by unions. But is this disclaimer genuine? Does it accord with the purposes and objects we have discovered? Or does it even accord with the natural conduct of the ordinary economic man, that is, a man governed only by material interests?

To secure a closed shop and then to admit to membership every workman of the particular trade would defeat every object sought to be gained. There would be just as many men among whom to divide the profits of industry as before. If the standards of production were maintained, there would be work for no more men in a closed shop than in an open shop. There could be no increase of wages under such circumstances—the most that could be secured would be the reduction of wages to a dead level. The man of smaller capacity would receive a wage more than he could earn at the expense of the man of greater capacity, who perforce must receive a wage less than he could earn. There would also be as many unemployed men as at present, and if the union sought to support them out of the profits of industry, the wages of the man who works would be further depleted. If, as would probably happen, and as is the common condition in England to-day, the unions would seek to make places for all their members by restricting production, a still worse condition would arise. Restriction of production means that each man does less work than he is able to do, thus requiring more men for a given amount of work. This restriction of production directly violates the principle that there can be no increase of wages

without increase of production and would directly tend to a decrease of wages. From the standpoint of the union it is clear that an open union coupled with a closed shop, would be of no benefit and would probably result in a distinct injury to labor. From the standpoint of the state and of the public welfare, it is evident that a closed union, coupled with a closed shop, would be intolerable and, if temporarily achieved, would bring into action forces which would probably shatter the whole fabric of unionism.

There remains one condition—a brief mention of which will close this paper—the closed union in the open shop. We have seen that the employer or captain of industry should be left free to guide and direct the forces of production. We have seen that increased wages can only come permanently from an increase of production. We have seen that the economic man, be he capitalist or unionist, is guided only by self interest and apparent temporary advantage. We have seen that between employer and employed there must be conflict of interest in the division of profits. It must be clear that it is not safe to give complete and absolute control of industry to any one man or combination of men and that such a control will be used not only in a way detrimental to the public welfare, but also in a way that will in the end tend to the inquiry of the very man or men using it. A balance of power, as between capital upon the one hand and combined labor upon the other, will in the long run secure the best results for each and for industry as a whole.

And now let us assume a closed union, but a union closed only because of its high standards. To its membership would be admitted only those who could conform to its requirements in the way of character, education and workmanship, and all such would be welcomed to its ranks. Its aim would be by co-operation with the employer to gain the largest possible results for the joint efforts of labor and capital. Membership would be entirely voluntary, no matter what might be the exigencies of any particular occasion. To step from the ranks of the non-union man into the ranks of such a union would be a step upward and would become a mark of merit and honor. The members of such a union would be employed in preference to non-union men, because of their superior character and ability. Their services, by reason of their greater productive capacity, would command a premium over those of non-union men. The increase of production resulting from their increased ability and spirit of co-operation would tend directly to an increase of wages. In such a union, then, not only would the economic problems be solved, but the ideals of character, of education and of a better civilization would become nearer of attainment.

Assume this closed union in an open shop. The services of its members would be preferred by the employer when obtainable upon terms which were reasonable and possible under prevailing trade conditions. He would not sacrifice the benefit of services of such high grade by reason of any whim or by any arbitrary and high-handed conduct or except when absolutely compelled to do so by trade conditions and as a last resort. His respect for union men individually, his desire to retain their services and the fact of their organization would lead him to adopt a reasonable and conciliatory attitude in all questions between them.

The union, on the otherhand, in the open shop would be checked, by the presence of non-union men in the same shop, from arbitrary conduct or from ill-advised attempts to dictate to the employer. Its members would realize that, although the loss of their services would be a serious injury to the business, yet that they were not absolutely indispensable. Their demands would be tempered by this knowledge and would be within reason and based upon general trade conditions. In such a shop there would be a balance of power. There would also be mental respect, mutual forbearance, increased production, a tendency to a constant increase in wages and a general elevation of the standards of the individual. Assume our industrial system to remain as it is, there would be a nearer and nearer approach to the proper ideals of the economic, the social and the ethical man.

Walter Drew.

The Greek Currant Monopoly.

Mr. Charles S. Wilson, Secretary of the United States legation at Athens, reports that the company formed some months ago, which obtained from the Greek government the monopoly of the growing and trade in dried currants, upon taking over the stock of the former companies, found about 98,000,000 liters of currants in its storehouses, and at the end of this year that amount will be almost doubled. In order to utilize this large supply the company is making experiments in feeding animals with the product after it has been kneaded and made into molds. The company is also about to import a number of automobiles into Greece to be used as public conveyances. The motive power of these machines is to be alcohol extracted from currants. The same alcohol

will be used for lighting purposes, and the company is now trying to introduce lamps which burn alcohol. It is hoped, on account of its price, that alcohol will largely replace petroleum, which is very expensive in Greece.

One Measure of Success.

Success is not all measured in gold, but gold is often an assurance of the world's correct estimate of the less tangible, and it brings the workmen of the world's appreciation to aid in the building of your temple.

Transformation.

Nell—I suppose she's long and lanky, just the same as ever?

Belle—Not at all. You know she recently came into a fortune. She's "divinely tall" now.

A Snap for Cold Cash Customers

We are over-loaded on Canned Corn, Red Alaska Salmon and medium grades of Japan Teas.

With one half chest of 20, 22½, or 25 cent Japan Teas, good value, we will sell you 10 cases high grade standard brands of corn at 55c per doz. or 1000 pounds H. & E. fine granulated sugar at \$4.50 per 100 or same amount of Michigan Granulated at \$4.40 per 100.

We quote a few leaders:

Choice Red Alaska Salmon - \$1.00 per doz.

Fancy 16 oz. Seeded Raisins - 7¼c per lb.

Rolled Oats - - - - \$2.15 per sack.

Fancy Patent Minnesota Flour ¼'s paper basis - - - - \$4.40 per bbl.

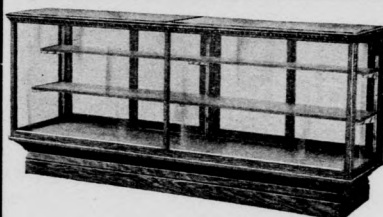
Kansas Patent Flour ¼'s paper basis - - - - \$4.20 per. bbl.

All goods F. O. B. Saginaw. Terms, imperative, spot cash. Sample of Teas mailed if desired.

We have quoted some big trade getters. It is up to you now.

The Stewart Mercantile Co.

Saginaw, Michigan



Wolverine Show Case & Fixture Co.

Grand Rapids, Michigan

Bank, Office, Store and Special Fixtures.

We make any style show case desired. Write us for prices. Prompt deliveries.



The Original Holland Rusk

that crisp, twice baked biscuit, packed fresh from the ovens daily, and most delicious with butter, cheese or preserves, also for breakfast, luncheon or tea. Its ever growing popularity tells the story. If you do not carry them now, order today. Your jobber sells them.

Holland Rusk Co.,

Holland, Mich.

A GOOD INVESTMENT THE CITIZENS TELEPHONE COMPANY

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

25,000 TELEPHONES

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

STOCK ON SALE

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

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

NEW YORK MARKET

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Jan. 13—Jobbers report a pretty active call for spot coffee, although there have been few, if any, invoice sales. The speculative market has been more active and an advance of 5 points was made on distant deliveries. The whole situation here and in Europe is said to be very encouraging and holders are firm in their views. Rio No. 7 is worth $8\frac{1}{4}@8\frac{3}{4}$ c for invoice lines. In store here and afloat for this port, Baltimore and New Orleans, there are 4,370,012 bags, against 4,386,004 bags at the same time last year. West India coffees have been strongly held and have shown some advance, having, in fact, reached a point where buyers are hesitating. Good Cucuta, $9\frac{3}{4}$ c, and good average Bogotas, 11c. A steady trade is being done in West Indias, with a sale of 500 mats of brown Interior reported at 16c spot.

The movement in refined sugar this week has been about the lowest for many months. The trade is said to have purchased quite freely of supplies for future delivery and within a short time we shall see much more activity in this article than prevails at the moment. Rates for granulated are practically without change. Refiners are showing little interest in raws and quotations are unchanged.

There is a strong undertone to the tea market and this is what prophets have been foretelling for a long time. It is hoped the firmer feeling will materialize into actual life. The new India Tea Commissioner is due here Jan. 26. He will have the spending of \$100,000 for advertising and we can imagine what a warm reception he will meet with—from solicitors. The wisdom of taking much space in daily papers has been largely questioned, and it is likely the big magazines will come in for a "cup of tea" this campaign. Incidentally, trade papers will be looked after.

There has been growing a better feeling in rice since the opening of the year. Supplies are not overabundant and, with only a slight improvement in demand, holders are very firm in their views, and there are very few "bargain" lots to be picked up. Choice to fancy head, $4\frac{1}{4}@5\frac{1}{2}$ c.

All kinds of spices are strong and quotations on leading articles show some tendency to advance. At any rate, holders are not inclined to make any concessions. Sales, however, are simply of an every-day character and buyers do not take supplies ahead of current needs.

While not a great amount of business has been done in the molasses market here this week, the situation is very strong and holders are firm in their views as to the future. Full prices are being asked and obtained for grocery grades of New Orleans. Syrups are well held and are meeting with satisfactory demand.

In canned goods tomatoes remain steady at about \$1.10 for Maryland standard threes. Considerable interest is manifested in futures. It is thought by some that the opening figure of 75c is more than is warranted, but the opinion is quite general that this will be the prevailing rate. Corn remains on a rather low level and the immediate outlook is not especially encouraging, although a great quantity is going into consumption every day. Southern, Maine style, $47\frac{1}{2}@50$ c. Most of the business is in this sort. Salmon is moving freely, but jobbers are not purchasing much ahead of current requirements. Other "tinned" goods are steady.

Jobbers are well stocked with butter and, with a return of warmer

weather, the conditions are at the moment in favor of the buyer. Choice qualities of fresh creamery are held at $25@26$ c, although this rate is, perhaps, exceeded in certain cases where the quality has been very fine. Seconds to firsts, $20@25$ c; held stock, extras, $22@24$ c; imitation creamery, $19@22$ c; factory, $17@18\frac{1}{2}$ c; renovated, $18@21$ c.

The cheese market seems to be without a particle of change. The demand from out of town has been very satisfactory and holders are firm. Small full cream cheese is held at 14c for September make and $\frac{1}{4}@1\frac{1}{2}$ c less for October. The general tendency is to a slightly higher basis and figures may be higher by next week.

Eggs have been coming in in

liberal quantities this week and there could be but one result—lower quotations. Even of "strictly fresh" the supply is quite liberal and not over 32c is named for fancy New York and Pennsylvania stock. Western firsts, 24c; seconds, $22@23$ c; refrigerator stock, $18@21$ c.

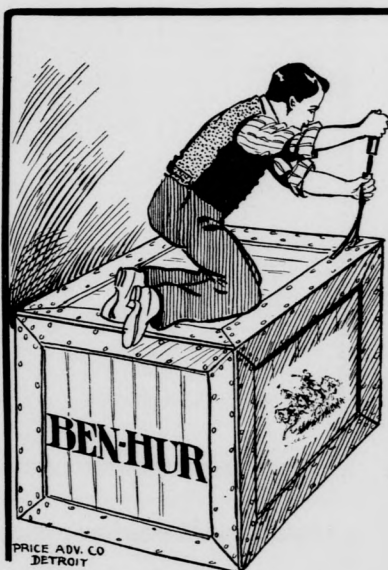
No Affair of Hers.

Hostess—And does your mother allow you to have two pieces of pie when you are at home, Willie?

Willie (who has asked for the second piece)—No, ma'am.

Hostess—Well, do you think she would like you to have two pieces here?

Willie (confidently)—Oh, she wouldn't care. This isn't her pie, you know.



Prosperity Comes in at the Same Door With Every Case of BEN-HUR Cigars



A dealer never has to hand out Ben-Hurs to the man who asks for "something good," and then chuckle to himself that he has worked off a sticker on a stranger.

Chances are that when a transient customer sees a box of Ben-Hurs in your case, he is put at his ease and is content to ask for the cigar that ever pleases. This is one of the reasons why we have had to build a three-story addition to our factory. We have a capacity of 35,000,000 cigars yearly now, the most of which are Ben-Hurs.

Did you ever hear a man say he'd smoked a poor one?

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

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

DRY GOODS

Weekly Market Review of the Principal Staples.

Dress Goods—Conditions in dress goods circles have not radically changed during the past week or two. The majority of popular lines have been for the spring season so well favored with orders and the cutters-up are so busily employed in taking care of the fabrics in question that there is no immediate desire on the part of operators to operate. And it is yet too early to consider the showing of new lines of heavyweights. Duplicate orders on spring goods are not at this time being placed in any great volume. For this there are perhaps two reasons. The first of these is that cutters-up are as yet taking care of the initial business, and secondly, the manufacturers are in most instances sold ahead as far as it is consistent for them to operate on lightweight goods, and the approach of the heavyweight season makes it impracticable to take further orders except in exceptional cases.

Underwear—Prices on standard fleeced underwear have now in many cases reached \$3.95, but it would be hard to imagine any active trading at that price, as last week, when prices ranged from \$3.85@3.90, few buyers remained in the market. All attempts to gain a reduction in these prices failed some time ago and nothing has happened as yet to give authority for any new attempts. On the whole, a difference of 10@20c per dozen on underwear amounts to very little to the dealer, where a standard article is concerned.

Silks—Gradually but surely the spring season on silk goods is opening up. Uncertainty as to what fabrics will prove good continues, however, and there are many sellers in the market who are pessimistic over the outlook. There are many others who are just as sanguine that the season will prove a good one, and are backing up this belief by placing on the market many new and attractive lines. In fact, indications so far all seem to point to a novelty season and the discounting of old staple fabrics. This is true, with the exception of taffetas, which are proving good sellers. Salesmen who are on the road with their new lines are sending reports to home quarters to the effect that buyers are looking for novelty goods and anything in the shape of fabrics out of the ordinary. Where rough weaves of a novelty order have been shown, good results have been secured. One of the principal novelty effects of the year is a rough weave which to appearances closely resembles crash. It is, of course, much lighter in weight, but makes up into a most attractive fabric, and will undoubtedly prove a large seller during the spring and summer months. These goods are now being taken for shirtwaist suits, separate skirts and outer garments, and for full costumes for dress occa-

sions. Other mills in the country have turned out semi-rough weaves drawn with jacquard figures in several colors, and the agents handling these lines state that their advance orders have been very good, and they seem to be confident of the outcome of the season on these goods. The old standby, taffeta, is being taken in a variety of new forms and ideas. Outside of the staple blacks, silver grays seem to predominate, especially in the ground tone, which has been embellished with black hair lines, strips combined with small jacquard designs in the same color as the ground tone. It is the opinion of many in the trade that pongees will be good late in the spring, and are by no means a dead letter in silk lines. It is also believed that printed silks will again be in favor and will sell well for the coming season. Warp prints are counted good property, and certain salesmen who have taken out new lines have been liberally supplied with samples of these goods. Prices, owing to the firmer tone in the raw silk market, are showing further irregularities, and the manufacturer, who has all along been contending with cut prices, now feels more assured that he will be able to obtain prices more on a par with the cost of the goods. Another healthy sign in the trade is the fact that the production has been and continues to be held down to actual orders. The old custom of accumulating goods for the purpose of keeping the mills running has been suspended, owing to the silk manufacturer who has no orders on hand, or insufficient orders to keep his entire plant running, closing down the looms that are not needed, and so does not pile up stock which must sooner or later be disposed of in the auction rooms. Much talk has been indulged in of late regarding the plan to be adopted which would bring the well known silk manufacturers of this country together for the purpose of maintaining legitimate prices. For instance, one manufacturer or sales agent, seeing that a competitor had secured orders from large jobbers or retail merchants, immediately took steps to find out what price the goods had been purchased at, and, if unable to sell his own lines to the same buyer, did not hesitate to put the knife into prices for the purpose of securing the business. Numerous efforts have been made in the past to establish some sort of a community of interests between silk manufacturers, similar to that in existence on other lines of merchandise. Plans were adopted, but in some way or other they have always proved unsuccessful. What will be the outcome of the movement now on foot remains to be seen; many well-known houses in the trade do not hesitate to say that it will be a failure, the same as its predecessors.

Brown Goods—The heavy and medium classes of brown sheetings and drills are by far the most active cloths in the staple, unfinished field, and the business of the week was of such a character as to lead one to believe that the market was about on the eve of another very active buying movement. Some very fair

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.)

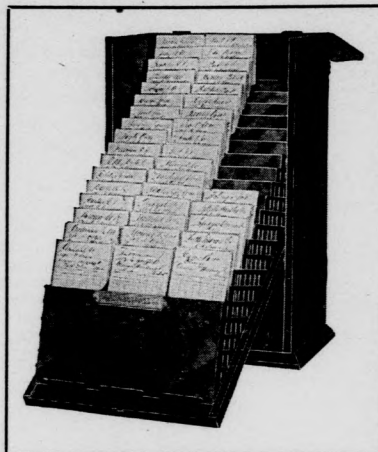
Should you make an error in figuring, the double check will detect it immediately and prevent a disputed bill or loss through under-charging.

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.



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

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

Simplex Methods \$18.00 and up.

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

business was taken from Red Sea merchants for brown goods for distant delivery at prices which would indicate that the present trend of values was satisfactory. The fact that foreign buyers have been willing to pay present asking prices has encouraged sellers to stand by existing rates, and it can be safely stated that nothing is likely to change their views on this subject. Home buyers, it can be said, are much more inclined to look at present values as reasonable, and it would not be surprising if in the near future a very large contract business should be in progress.

Colored Goods—Standard gingham continue in very fair request and most mills are well taken care of at prices around 5½c. Dress gingham are improving very rapidly and most mills are well sold up for months. Shirtings in floating warp, corded and end and end effects, are well sold up and sellers are beginning to make ready for fall business.

Bleached Goods—In low and medium grades are very active and sellers have a hard proposition to meet all demands. White goods of all grades were never more active than they are at the present time.

Ginghams—To judge from the continued orders that are coming in on standard staple gingham, the capacity of the domestic trade for these goods is of greater proportion than manufacturers have heretofore believed it to be. Those who have followed the expansion in this class of goods which has taken place during the past two years declare that on the most conventional styles even the orders booked for the spring of 1906 are of exceptional volume, and that in all instances they have secured prices that gave them a profit on the cotton put into the goods. No distinction is being made between the Southern and Eastern mills in this regard, as both sections have been so situated as to regulate their production in such a way as to take advantage of any advance in the staple, and at no time during recent months have mills run to pile up stocks, but have kept the production down to a point just sufficient to meet demands. The ticked gingham are sold up in a great many cases, and jobbers in local and nearby centers and Western parts are now anxiously waiting for additional quantities of the special styles which they have found to be in demand with the retail trade. Cutters-up are likewise in search of styles which they have found are now hard to secure.

She Must Explain.

There is a coy droop to the eyelid of the maiden when she takes a seat at the soda fountain and orders chocolate and ice cream.

"Madam," says the clerk deferentially, "will you kindly tell me whether that wink means that you want to flirt or that you are thirsty?"

On January 29 all prints will advance to 5½ cents. Until then we will fill all orders at 5 cents as long as the stock lasts.

P. Stekettee & Sons,
Grand Rapids, Mich.

Keep Personal Feelings Down.

Don't allow your personal feelings to influence you in the day's work. If you will look at it clearly you will see how easy it is to get ahead of the fellow who allows personal feeling to sway him in business. I know a man who was the head of a department who took a dislike to one of the men under him because the man had an independent air that the head of the department did not think was becoming to a mere workingman. The dislike grew in his mind to such an extent that it didn't leave room to see any good in the other fellow at all. When the other fellow made a suggestion or advanced a proposition it was sometimes politely and sometimes brusquely turned down.

One day the man who was always being turned down offered one of his ideas to an opposition firm, and they gave him a good job with a desk to sit at and lots more pay than he had been getting. The idea turned out such a good one that the head of the house the man with the idea had left enquired into the facts of the case. When he had the story all in hand he didn't say anything to the head of the department who had let the idea get away, but when his contract with the firm ran out six months later it was not renewed.

When Franklin McVeigh, the Chicago merchant, was making his institution one of the largest of its kind, he was asked to referee a quarrel between two valuable men in one department. He told them that no man with sense would allow personal feelings to bother the day's work, but inasmuch as they were both old employees, he would try to straighten out the trouble, and gave each of them charge of a different department and put a new man in charge of the one they had been quarreling in. They both felt they had been wronged and sulked instead of going to work to redeem themselves. One of them finished his career with the house running the employees' elevator and the other man got lost in the shuffle somewhere. Personal habits, like bad habits, have to be left aside unless you have enough money to indulge in them so that you can stand for a loss if they warp your judgment.

Plenty of Time Yet.

A long-haired man walking along the street met a little boy, who asked him the time. "Ten minutes to 9," said the man. "Well," said the boy, "at 9 o'clock get your hair cut," and he took to his heels and ran, the aggrieved after him.

Turning the corner, the man ran into a policeman, nearly knocking him over. "What's up?" said the policeman. The man, very much out of breath, said: "You see that young urchin running along there? He asked me the time and I told him ten minutes to 9, and he said, 'At 9 o'clock get your hair cut.'"

"Well," said the policeman, "what are you running for? You've got eight minutes yet."

When a man catches up with his own ideals he has begun to die.

Goods for Spring

Our line of A. F. C., Red Seal, Barnaby, Amoskeag, None Such, Amhearst, Normandy, Abotsford Gingham, and Bates and Amoskeag Seersuckers are now in and open for your inspection. Don't place your order until you have seen our line.

P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

P. S. All prints will advance ½c per yard on January 29.

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



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

ONE LOVE.

Do the Square Thing by Your Business Wife.

Thou shalt not commit business adultery.

On this text it is my purpose, dearly beloved, to preach a brief New Year's sermon.

Every man who goes into business marries his business. He has no more privilege to have a mistress while he is married to his business than he has to have a mistress in place of his wife.

He has more moral right, I will admit that, and maybe more legal right, but from a pure business standpoint, he has no right at all.

A great lot of you grocers do have business mistresses, and you pay more attention to them than you do the business that ought to be first in your life and your thoughts.

There is one reason lying at the bottom of it all. You want to make more money than you can make in the grocery business. So you are on the hunt for good things night and day. The business gets the little end of you. When it does it always hits back—don't lose sight of that.

I know a grocer who really has a splendid little business if he would only attend to it, who considers himself an inventor. He has in his mind—and on his tongue, when anybody will listen to him—a long list of lucky men who have made piles of money from simple little inventions like the hook and eye. This grocer subscribes for all the patent agents' papers he can get, but not a single trade paper in his own business.

What do you think of that?

He has invented a lot of little things that never amounted to anything and never will. He has a new "burglar-proof" lock, a new sort of wire fence, a self-opening gate and Heaven knows how many other things. Most of them he has patents on, but nobody ever came forward to buy any. Every single patent he has cost him, I think he said, about a hundred dollars.

But that is not the worst of it—his mind is with his mistress all the time. His business is suffering for the necessities of life.

I remember not long ago, sitting in this man's office listening to him holding forth about a new folding bin he had half invented. While he was blowing off his book-keeper came in and interrupted him:

"Mr. —," she said, "you ought to get after some of the bad accounts on our books. We have an awful lot of money out and we need it.—(the jobber) wants his money and so does—" (the produce jobber).

"All right," said the grocer, "I will get right after them." Then turning to me again, "Where my bin skins the others to death is in the glass front," etc., etc., etc.

This was six months ago. I will bet a million dollars that this grocer has not given one whole-minded hour to the question of his bad accounts yet. I have no doubt he may have asked some people for money,

but I mean going about the thing carefully and systematically.

A wife who finds herself neglected for a mistress resents it with every drop of blood in her body.

And so does a business, never forget that.

I know a great horde of other grocers who have business mistresses. I know one in particular whose mind is on real estate deals an hour where it is on his business a minute. Ask him to do something about his business and you can actually see the effort his mind has to make to wrench itself away from its real interest to this other—this foreign—interest.

Get this grocer started on the values of real estate and how much money this or that operative builder made out of his latest operation, and he will bore you to death. His eyes will light up and he will make animated gestures, but ask him how the market is in some line of goods he sells and the fizz is all gone. If there is no salesman near to ask he will make a wild guess, which is usually wrong.

How long will a business stand infidelity like that? Not long, you bet your boots!

If these fellows can not stay faithful to their business, why in Heaven's name don't they divorce it? Why don't they go and live with the mistress who has their thoughts and the most of their time?

That is what I would do in two minutes!

You can not blame a man who is a born engineer for getting bored in the grocery business. He can not help the trend of his mind. But you can blame him for staying in the grocery business under those circumstances.

If he is fixed so that he can not be an engineer and must keep on with his store, what he ought to do is to turn his mistress' picture to the wall and do the square thing by his business wife.

A fellow takes so much pleasure and comfort in his business when his heart is all in it! And incidentally he gets so much more out of it. A business is exactly like a wife or any other animal (excuse me, ladies) who is petted and cared for—it will come purring against your leg and give you the best return it can.

I may have my metaphors a little mixed here—maybe a wife does not just come purring against your leg; at least mine does not. If she did I would think she was trying to pull it.

But you know what I mean, if I do talk thick.

In a nutshell it is this—give your business the best that you have—put it first always, or get into something that you can treat that way.—Stroller in Grocery World.

Stuck In His Crop.

She—What if I have loved another, dear? Don't you know it has only prepared me for the greater, higher love I have for you?

He—That's all right, but how do I know that the love you now have for me isn't preparing you for a greater, higher love for some one else?

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

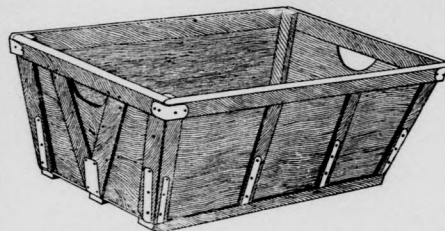
One Full Size Carton Free

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.

Why of Course

we can supply you quickly with our

Menthol Cough Drops

We know that this time of the year dealers' stocks get low and they want new stocks in a hurry, so we always carry a large supply ready for instant shipment.

Telephone, telegraph or write.

Hanselman Candy Co.
Kalamazoo, Mich.

S. B. & A.
Chocolates

ALMOST EVERYWHERE

Manufactured at
Traverse City, Mich.

OLD-TIME GROCER.

Out of Place in Present-Day Conditions.

Written for the Tradesman.

With the passing of many things in this progressive country of ours is the old grocer, who was a character in the community in which he lived. Like a great many other things that were picturesque and typical and interesting and all that, he is being driven out and, while we are sorry to lose him, it is meet that in the rush of modern times he go, as he has no place in them. Not that the old-fashioned grocer was not a pleasing feature of the smaller commercial part of the general fabric. On the contrary he was an exceedingly interesting person and in his day all right, but it is something that must come, and no longer, in most small places, is the grocer the village oracle. Now he is a business man. He has no time to sit around smoking his pipe, while he settles questions of national, nay international, importance to the always present crowd of ne'er-do-wells and loafers. In fact, the modern grocer in the small towns does not allow a crowd of chronic loafers to hang around his stove clouding the air with bad tobacco smoke that offends the nostrils of women customers. We are sorry to lose the old style of grocer because for a long time he was a feature, an institution, in the smaller towns and villages, but, as said, it is better that he go. The new style of grocer gives a good deal better service to his customers. I do not wish to make an odious comparison. It was not the old store-keeper's fault. They did not do things as they do them now. He knew no different. According to the lights of his time he was conducting his business as well as any one, but time has changed things in the grocery business as well as in other things.

In the old days the grocery was the place for every one to congregate when he had nothing to do. The crowd sat around the stove smoking until the atmosphere would appall a Banks fisherman. Some there were, too, who preferred to masticate the weed and endeavor, oftentimes unsuccessfully, to propel the resulting amber-colored saliva into the draft-holes in the front of the stove. When some woman customer came in and tried to warm her feet at the stove she was disgusted, fearful for the cleanliness of her dress skirt. Here the village lazy man came and, with one hand nonchalantly stretched toward the dried apple box, loafed on a cracker barrel and talked to whoever would listen to him. The crowd, while in the main made up of good fellows, and in most cases customers of the grocer, was a serious drawback. There were many stories told in the old-fashioned grocery store that would have to be expurgated before they could be used for drawing-room purposes, and sometimes the story teller would stop short in the midst of a particularly spicy part and the interested audience would look up to find some woman lingering at the front of the store and trying not to hear what was being said while

waiting for the store-keeper to break away and find out what she wanted.

These and many other things made the crowd which the old grocer permitted undesirable. And then it must be admitted the old grocer was slipshod in his methods. True, he did not have the cash register or the cheese cutter or many of the other things that help the modern grocer to be up to date and progressive. One of the things he was almost sure to have, however, was a cat. Now a cat is a nice sort of animal in its place, but its place is not wandering dreamily about over stock in general, neither should it be permitted to use an open box of dried apples as a divan. This should not be laid up against the old grocer. It was nothing unusual then and he could not foresee that he would be criticised for it twenty-five years later. Twenty-five years from now present methods may be called slipshod and out of date. They probably will.

The old grocery store was not exactly a palace. There was always a good deal of kerosene on the floor; the rear of the store always smelled abominably of it. Stock fish and brooms mingled upon the closest terms, leaning against a box of soap. Customers were allowed to wait while the old-time grocer discussed the financial situation with some farmer from up-country. Nobody objected particularly to this—it was not at all out of the ordinary. The general condition of the store was not tidy. The stock was there—it was in most cases a good enough stock, but no attempt was made to put it in any kind of tidy shape. If any article was wanted the old-time grocer would in most cases produce it from some mysterious source, but things were not displayed where they would catch the eye and suggest themselves to customers.

These are only a few things that make the old-style grocer and the old-style store objectionable according to the lights of our time. We are losing in the old grocer a lovable old character. He was interesting, usually good natured and altogether a nice old fellow, but he is as out of place in present-day business as an artificial ice plant would be at the North Pole.

The new grocer has supplanted him. The new grocer doesn't explain to the loafers that Russia might have scattered the vertebra of the Japan nation up and down the shores of the Baltic Sea if they had only done so and so. He knows there is a war—or rather was one—and he has a fair idea of its progress and what it was about; but he knows the grocery situation down to the ground. He has no coterie of loafers hanging around his stove, which is in many cases a furnace down in the basement. His stock is neatly arranged and he has almost everything that can be bought in the city stores. He takes two or three trade papers, which he reads for ideas. A weekly paper with patent insides was about the limit of the old-time man. The new grocer keeps neat. He does not smoke all over the store and he manages to worry along without any

feline companion rambling about and sticking her nose into places where it shouldn't be. While the old-time grocer was all right in his time, his time is not now; and if any are still in business they would better adopt modern methods at once if they want to occupy an active place in the grocery world. Glenn A. Sovacool.

Too Eccentric for Any Use.

"O course you quite understand that I shall call upon Mrs. Whiffler for your character," remarked Mrs. Taggetly to the girl she had just engaged.

"Certainly, m'm," replied the girl, "although I would rather you didn't, for Mrs. Whiffler is so eccentric that she is not always to be relied upon."

"In what way is she eccentric?"

"She insists that her husband is quite a model father and husband and that her children have never caused her a moment's anxiety."

"H'm, not so much in that."

"Then she says she is perfectly contented with one new dress and one new hat each season."

"H'm, she is eccentric, then!"

"And, finally, she has never attended a bargain sale, and says that the only things sold at them are the women who buy!"

"Oh, the woman's mad! I sha'n't trouble her for your character; you can come when you like!"

Life is a bunch of dreary to-days and dazzling to-morrows.

How poor are they who have only wealth.

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
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OUR CASH AND CHARGE SALES BOOKS
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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. RADAMS & Co. MAKERS - MICH. SALES BOOK DETROIT.

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If It Does Not Please

Stands Highest With the Trade!

"Gold Mine"

Stands Highest in the Oven!

3,500 bbls. per day



Sheffield-King Milling Co.

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Some Special Features of the Clothing Trade.

During the months of January and February the clothing markets will be visited by the retail buyers who prefer to make selections from the sample line of garments as shown in the home salesrooms of the various manufacturing clothiers. Such enormous quantities of lightweight garments were ordered from the traveling representatives when on their visits to the trade that there does not seem to be room for large purchases, but ample preparations have been made to care for the usual number of buyers. It has become a practice of many retail firms to order the greater proportion of their stock from the salesmen, including most of the staple numbers, and reserve their orders for novelty effects until their buyers visit the markets, thus they feel assured that they will obtain all of the newest styles and patterns. This system was adopted several seasons ago after the disappointment which met many of the buyers in withholding the greater proportion of their orders until they came to market, at which time it was discovered that it was absolutely impossible to fill the orders when they were placed so late in the season. Early buying is the rule of the clothing trade at present and the promptness of delivery and the completeness of the orders during the past few seasons demonstrates that it is a wise rule.

Salesmen have returned from their visits to the trade and except for "filling in" trips the selling for the spring and summer season is practically complete as far as the road work is concerned. The majority of the salesmen demonstrated the greater proportion of their samples this season by means of swatches, and they state that that method has proven itself satisfactory in every respect. Many of the salesmen were compelled to use small swatches, and this was not as satisfactory as if more generous samples were given them which enables them to give their customer a better idea of the fabric and the pattern of the goods. A system has been inaugurated and will no doubt be generally adopted by which a piece of cloth is folded and stitched and has at one end a leather binding. This enables the swatch to be quickly handled and the cloth easily examined. The greatest feature of this swatch is the fact that upon the salesman's return it is made up into clothing, thus preventing any waste whatsoever.

The coming season gives promise of being one of the greatest serge seasons in the history of the trade. All buyers acknowledge the superiority of the serge suit as a summer garment and also realize the fact that when a customer purchases a serge suit, the chances are greatly in favor of his returning to buy a fancy suit later in the season. Thus the retailer makes

two sales instead of one. The prevailing popularity of the fancy waistcoat also influenced the wearing of serge garments, for with a white or fancy vest the suit is given a fresh appearance, with a change back to the blue waistcoat when desirable. Great numbers of serges have been ordered for next summer as well as chevriots in blues and blacks.

The manufacturers of fancy waistcoats have prepared for the greatest season they have yet experienced, and their orders already indicate that the demand for these attractive garments is still on the increase. Many new designs are being shown. One is a double breasted effect with all of the edges rounded and with a wide lapel, which is constructed without a notch. Another effect is a single breasted waistcoat with a lapel having the appearance of the one conventionality used upon the double breasted style. Another novelty is a flannel waistcoat, which shows five rows of silk stitching upon the welt of each pocket. Each manufacturer has many new ideas which he has incorporated in the styles he is showing, and the range of materials is of almost every available material in wash, woolen or silk fabrics, from both foreign and domestic markets.

Auto garments for spring are attracting the attention of buyers. An auto duster has been perfected which, besides being dust proof, has the additional value of being rain proof, the material being submitted to the cravenette process. These dusters as well as many other styles of garments are being sold in a great many clothing stores which are up to date. A small department for the sale of clothing for motorists is valuable in many ways to the store, for besides being a profitmaker, it draws to the establishment a class of trade who may be easily induced to patronize the other departments.

The winter season of 1905-6 has been notable among clothiers because of the vast number of fur coats which are being sold. These coats are expensive garments, but the great prosperity of the country makes the cost of the coat of little moment to those who desire to wear the garments. Some of these coats are lined with the rarest of furs, and have collars and cuffs of the same fur or other fur which matches the lining. The price ranges from \$50 per garment up to the thousands, as high, in fact, as the inclination and purse of the wearer dictates. The vogue of the fur coat has no doubt been created by the great number of motorists, who need the warmest garments obtainable.

The frock coat, which some of the European so-called fashion leaders have endeavored to relegate to the rear of correct dress for men, will continue to have its usual popularity in this country. The frock coat is made from Oxfords, Vicunas, chevriots and unfinished wide-wale worsteds, and closes with either two or three buttons. Among the ultra these garments are often silk braided, or faced to the edge, but the silk-facing to the button-hole is preferable. The lapels of the frock coat are wide, as are also the collars; the lapels should

H. H. Cooper & Co.

Utica, N. Y.

Manufacturers of

Modern Clothing

Desirable Goods, Well Tailored

and Perfect Fitting. There is no

Clothing more Satisfactory in the

Market.

Hermanwile GUARANTEED CLOTHING

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

"The Best
Medium Price Clothing
in the United States"

have never been equalled at the
Price

SAMPLES ON REQUEST

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

HERMAN WILE & Co.
BUFFALO, N. Y.

be well peaked and cut with a decided convex lower edge. The skirt has the bell shape; and sewed on cuffs, showing vents, are the most ultra.—Clothing and Furnisher.

A Year of Healthy Gains in Little Folks' Wearables.

Figures of the year's business, estimated for the twelve months just closed, show handsome gains over the totals given for last year, which are variously estimated at from 20 to 40 per cent. in both the wholesale and retail branches of this division of the clothing business. There are organizations large and small who report it to be "the largest and most profitable year since we have been in business," and clothiers who say that "if every year brought as good gains there would be nothing to complain about," while there are others who say they see nothing in the year's business different from last year, and that with them it has been just as good. All are equally honest in their statements, reporting the results of trade as it has been with them, for the measure is either full or overflowing according to the means and methods pursued in getting the business.

The greatest number, however, are unanimous on this fact, that it was the most remarkable year in many respects, and that the proportionate gain in business is in accord with the general prosperous condition of the country, and that not to have had an increase in such times as these is significant of retrogression.

Dividing the year into seasons we find that each one of the four overtops its corresponding period of last year, and that there were, altogether, fewer dull periods of trade than were recorded for 1904. December, as the opening winter month, may have been a disappointment for both branches of the business in not developing the high figures expected, but, although only a normal month, retail and wholesale totals are not lower than they were a year ago for the twelfth month.

A year ago January and February trade pulled up the shortage. The retail activity during the first three months of the old year was such as to awaken early interest in the manufacturers' spring season. Brisk trading for that season, too, was enlivened by soaring prices for piece goods, a steadily increasing demand following the upward trend of that market, and notwithstanding that suits were bringing half a dollar more than the year before, and serges were scarce at an unusually early period under an advance of 10 per cent.; there was an almost incessant demand for merchandise.

A fabric evolution came with the introduction of liberal quantities of mercerized cloths, and immediately the uppermost question in the trade was as to which would be the more advantageous position to assume, an all-wool policy or otherwise, the taking hold of the mercerized goods. While manufacturers were debating the matter clothiers were having record-breaking business, and the good-feeling engendered by retail trade

activity put them in excellent mood to begin early buying for fall, and that season had an early start. Mercerized fabrics caught on immediately, for the tendency from the first was worstedwards, and the mercerized cotton worsteds made possible worsted suits at popular prices. Mercerized cloths thereupon became so important a part of the season's business that not a few of the best houses starting out with the avowed intention of an all-wool-and-no-cotton policy were obliged ultimately to fall back upon mercerized cotton worsteds to hold trade that was inclined to drift to those selling the cotton mixtures.

With the fall selling came still higher prices, due to the heavier advances made on piece goods, though in many cases the manufacturers' new figures only equaled the added cost to them and no extra profit. As the season progressed manufacturers were filling up with orders until it was said that not more than 75 per cent. of them would ever be delivered. Retailers got a brisk and full summer season, their demands for merchandise at one time being greater than the market could supply. Early in the season there was a depletion of worsted stocks when, happily, the weather brought a lagging wash suit business up to a healthy state and left that season a normal one for the wash goods people.

Retailers had a good early fall, which slackened up with the beginning of winter because of the mildness of December weather, the holiday trade coming late as usual. This latter season was remarkable for its consumption of fur coats and fur-trimmed garments for little folks.

Prominent in the year's records is the greater amount of business done everywhere on better grades of clothing, the plentifulness of money manifesting itself through the free purchasing and demand for children's, boys' and youths' clothing at higher prices than were so freely paid hitherto.

Manufacturers have already booked business for spring far in excess of any previous like season. Prices, too, are higher and the market is going through another such experience on serges as was encountered a year ago. Worsteds are the most popular fabrics, and grays are again scheduled for the lead.

Some of the style changes of the year are the revival of the vestee suit; the decline of the Eton and coming into greater favor of the sailor collar; bloomers are worn with all styles of boys' jackets; the three-in-one suit, or double-breasted coat with detachable belt and bloomers, has reached success; leather-trimmed novelties for juveniles; the extraordinary popularity of the Norfolk jacket; raincoats more popular for boys; fancy top coats for youngsters; and slightly shaped, long sack coats for boys and youths, with the surtout and paddock immensely popular with the young man.

Taken all in all, it is evident from the foregoing summary of the year that the clothing people in this

branch have much to be grateful for, inasmuch as the year's increases offset its very few losses.—Apparel Gazette.

As Men See It.

Every man willingly gives value to the praise which he receives, and considers the sentence passed in his favor as the sentence of discernment. We admire in a friend that understanding which selected us for confidence. We admire more in a patron that judgment which, instead of scattering bounty indiscriminately, directed it to us; and those performances which gratitude forbids us to blame, affection will easily dispose us to exalt.—Life of Halifax.

Salt spilt is never all gathered.

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.

Spring



of 1906

Wear Well Clothes

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

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

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

A Prosperous
and



Happy
New Year

Is assured you if you start right. **You need our service.** Don't waste valuable time and hard-earned money on old-fashioned methods of communication. Telephoning your wants is just as cheap and twice as satisfactory. Let us tell you about our special inducements to large users of our toll service. Call Contract Department, Main 330, or address

Michigan State Telephone Company

C. E. WILDE, District Manager, Grand Rapids



Graphic Glimpse at the Life of the Studio Girl.

One of the most interesting personages in New York is the studio girl. You do not hear much about her, and her name does not figure in the columns of the social journals, but, nevertheless, she is present in great numbers, and, in a way, has established a quiet, demure, perfectly proper feminine Latin Quarter that is as peculiar to New York as the naughty student quarter is to Paris.

The studio girl is the true cosmopolitan. She comes from everywhere—from sleepy little Southern towns and the prairies of the Far West and little New England farm houses—and she is studying everything under the sun. Sometimes it is art, sometimes music, or it may be acting or singing or physical culture or dancing or dressmaking or millinery; but it is always something by which she hopes not only to make a living but, perhaps, earn fame and fortune, since nowadays the extra competent and progressive woman worker has not only a chance to earn her bread and butter, but Bar le Duc preserves to go on it.

"Is New York really the center of culture and information on every point?" I asked one of the students. "Do you find the advantages here so much better than in other cities?"

"Not at all," she replied; "we merely come to get the trade mark 'Studied in New York' branded on us. It is like the flim-flam waving of hands with which conjurers do their tricks. The public would not believe in us if we did not do it. The superior prestige of having studied in New York or Europe is just worth so much cold cash in your salary."

When a girl comes on to study anything she begins by going to a boarding house, and if anything on earth can reconcile one to the shortness of life it is a New York boarding house. She is given a dark and dingy cubby-hole of a room reeking with a smell of perennial boiled beef and cabbage, which floats up through the register, and with an adamant bed and prehistoric chair that makes a lump come in her throat every time she thinks of home and mother. After a few weeks of this she meets one or two other homesick girls similarly located, and they decide to club together and start to housekeeping.

This is easily done in New York. There are innumerable buildings, consisting of small flats, furnished or partly furnished, that are dignified with the entrancingly fascinating name of "studios," and which may be had for a moderate rental, as rents go in New York. Here the girls install themselves with a small gas stove, and with the aid of the delicatessen shop around the corner, where they may buy all sorts of cooked food, even to so little as one slice of roast fowl, they enjoy all the comforts of a home at less price

than even the most second-rate of boarding houses.

Of course, their housekeeping is full of makeshifts that would probably make their orderly and particular mothers faint with horror. Every inch of room is at a premium in a studio, and every article of furniture is made to do double duty. The Turkish couches, bereft of their spreads, are beds at night. The fancy cushions have their embroidered covers whipped off and cotton ones put on, and become merely pillows. A curtained alcove is an armchair in disguise, and it is a point of honor not to try to penetrate into the secrets that a screen may conceal. Generally one of the little household is studying music and a rented piano will form part of the furnishing, and another will be attending the art classes, so that the rooms will be plastered over with sketches and studies. There are sure to be books and the pretty things girls collect without knowing how, and the little rooms will be filled with that sense of comfort and culture that the art student calls an atmosphere of home.

Sometimes the girls cook their own meals, taking turn and turn about, or they may prepare only breakfast in the studio and go out to a restaurant for dinner; but in any event, they are sure to be hospitable, and the most thoroughly delightful entertainment I have enjoyed in many a day was a dinner I was invited to in one of these little establishments recently.

In this particular case the studio is inhabited by three young women, one of whom is studying physical culture and a new system of elocution and voice culture, another who is a charming musician, and the third is an artist whose friends believe, at any rate, that she is a second Rosa Bonheur. The studio had only three rooms, a big parlor, with the piano, taking up all one end, and with the walls adorned with hundreds of animal sketches and studies in various poses of the friends and guests of the establishment. Back of this apartment was a room with a big couch on either side; one wall was almost covered by portieres, a big table piled with books was in the center, and an artistic screen was set across the corner.

"This room looks just like any ordinary pretty sitting room, doesn't it?" enquired one of my hostesses.

I assented.

"Well," she went on, "in reality it's a regular architectural Jekyll and Hyde affair. Those couches are our beds. In addition, they are box couches, and in the bottom we keep our clothes. That innocent appearing portiere that looks as if it might be hanging before a door that led into another suite of apartments, really leads only into the bath tub, which is set in a little angle of the wall. I will take the fancy cover off of this table and put a white cloth on, and, behold, from having been a sitting room, and a dressing room, and a bath room, the apartment becomes a pretty dining room. I will also now fold up the screen, which

hides the stove, and set it aside, and thus add the kitchen annex."

Then we all got dinner together, thereby disproving the old adage that too many cooks spoil the broth. The artist and the physical culturist made a trip down to the delicatessen shop, coming back laden with packages. The musician composed a salad that was a spring poem in itself, and I brewed a pot of coffee, and what a feast we had, although no two dishes on the table were alike, and we had to serve the olives in the musician's silver pin tray.

We lingered, and lingered over it, each talking shop. There were funny little tales of the studio, and the life class, and bits of anecdotes about the famous people each had met, and just to show what a new theory of voice culture she was studying would do, the girl who was studying elocution got up and gave a wonderful monologue where she ran the whole scale, from the shrill scream of a scolding fishwife to the deep, guttural of an old beer-drinking German. That suggested a recitation with music and the musician went over to the piano and the elocutionist recited "They Are Hanging Danny Deever in the Morning" to a low, sobbing accompaniment of the "Dead March in Saul," that was weirdly thrilling, while the artist got out paper and charcoal and caricatured us all.

After dinner some of the other girls in other studios dropped in, and then they told me about a queer kind of a

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woman's work exchange they had instituted among themselves.

"All of us are taking special lessons that are terribly expensive," said the physical culture girl, "and we trade off our information to each other. Now, for instance, I am studying a new kind of facial massage that any woman can give herself and that is warranted to remove wrinkles and make her a perfect Venus. I am also studying fancy dancing, as I propose to teach that in connection with my other work. Millie, here, is studying millinery and can make you a genuine imported French hat while you wait. At night I give Millie lessons in massage, and have taught her to dance, while she has constructed me a hat in which I expect to paralyze my native town when I return home. Sallie has exchanged a lot of original drawings for a course of instruction in manicuring, and Sarah traded off a costly theory in harmony for a tucked taffeta jacket that a girl who is a good amateur musician, but whose business is dress-making, desired to possess. It is a fair exchange of ideas and information, you know, and I think there is hardly one of us who has not picked up something besides the thing she came to study."

The studio girl seldom has much money. Often she is paying for her lessons and her stay in New York with the little savings she accumulated while teaching the district school or clerking in a store, or else the people at home are making sacrifices to send her the small monthly remittance, and she must make it go as far as she can. Still, she is a practical young woman and she knows that the culture that comes from seeing the best plays and hearing the best music is as much a part of her education as the lessons she came for. Theater and opera tickets in New York are cruelly high, if one sits in the seats of the mighty, but the studio girl has no pride of place. She climbs up to the gallery, and from that vantage ground she listens, with her soul on fire, to the great music that serves only as an accompaniment to the chatter of society's voice in the boxes below or she follows a play with a comprehension that misses no shade of fine meaning or touch of humor or pathos. No wonder that New York actors are accused of playing to the galleries!

The studio girl is beginning to pack up and go back home now, and it is like the going of a little army of missionaries who are destined to spread sweetness and light, higher culture and a better way of doing things all over the country. Next

As a direct result of all this study the women of some little Oklahoma village are going to have their frocks better made by a dressmaker who has learned honest craftsmanship and who will not give bad work for god money. Town women will arise and bless the name of a milliner who has inspirations in hats and the skill to carry them out. Sickly women will be beguiled into health through the medium of up-to-date physical culture, children will be taught the proper way to breathe and

speak, and even the lost art of knowing how to read will be revived in many communities. There will be more pictures and better pictures, and a higher understanding of good music, because the studio girl is elevating a new standard wherever she is.

She is among the brightest and the bravest of the world's workers, and here's to the studio girl—God bless her—wherever she may go, but whatever life may bring her, I doubt there will ever be anything better than the memories of these happy, gay, busy days, full of fun and frolic and work and glorified with the long, long dreams of youth. Dorothy Dix.

How a Man Can Always Save Time.

It was at one of the busiest corners in the city that I met him—the strenuous man.

He ran into me, for he was in a great hurry. He always is in a great hurry. He is superlatively, distressingly, energetic in a city where no one ever rests—except when he is in jail. Where even pleasure and recreation are taken on the fly, by a sort of loop the loop process.

We were going in the same direction. I said I would walk with him, for I had just received a letter from our home town. I wanted to talk with him about the local election and the new minister, the latest news from the sewing circles. I started to cross to the east side of the street.

"Not on that side," he said quickly. "There are too many people there. We can walk faster on the west side."

He is a collector. Also a good one. Dyspeptic, too, and no wonder.

"I make it a rule," he explained—on the jump—"to always walk in those streets where you do not have to elbow your way through a crowd of people. They bump up against you and you are delayed."

The strenuous man sometimes makes as many as 200 calls a day in pursuance of his occupation. Mostly in the retail district. The presence of so many people in the downtown streets, which has increased to such astonishing dimensions in the last few years, is for him a serious impediment.

"I take a street car for any distance of over two blocks," he continued, rushing along briskly. "In a day I save a great deal of time—also some money, for the conductor does not always have a chance to collect my fare. I figure that on the occasions that I do pay a nickel that should entitle me to several rides—on account of the short haul—which is one of the elements experts always are considering in our traction question."

"Frequently I catch a cable train to ride three blocks. I never pay a fare, because the conductor does not collect his fare until the car starts off the loop. The conductor hardly ever asks for the nickel, although I always have it ready for him. It takes altogether too long to walk three or four blocks downtown. I never do it. Can't afford it even when I have to pay car fare."

The strenuous man gave me a few more examples of saving time in the

downtown district. Then he told me of his grouch.

"If I had anything to do with the traction company," he said, "I'd abolish the downtown cars or insist that they run straight through the heart of the city, instead of looping."

I asked the collector if he didn't regret the time he squandered on his noonday luncheons.

"I don't spend any time on them," he answered. "I either go without eating or I get soup or breakfast food. You don't have to chew it. It's already digested."

C. A. Livingston.

It Really Seems—

As if men positively dislike to hand back a borrowed lead pencil!

As if women will never learn how to gracefully alight from a street car!

As if men took a fiendish pleasure in elbowing their way through a crowd!

As if women regard it as an intellectual display to say ugly things!

As if men with a fad think their mission in life is to annoy their friends!

As if women expect every man to take an interest in their personal affairs!

As if men who spread themselves over a street car would never learn what a nuisance they are!

As if public speakers would never discover how easy it is to wear out an audience!

Blindness is not always a question of impaired eyesight.

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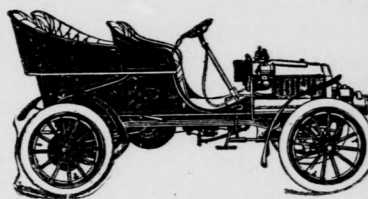
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CHAOTIC CONDITIONS.

They Are Fast Disappearing From The World.

It has been said the country has gone "system mad." Whether this be true or not, it is certain that the chaotic conditions of a few years ago are fast disappearing from the commercial world. It has been proved beyond question that what is everybody's business is nobody's business, and that the best way to secure efficient service is to specialize the duties of employees.

In the small establishment, which is still under the control of its founders, employees "fall into" their duties, and each gives more or less attention to affairs not strictly his own. But in the large, organized business, where the general progress depends upon the simultaneous performance of many duties by many persons, work is, or ought to be, arranged so that one employee is not overloaded while another stands idle. If this is done judiciously, each employee will find his time fully occupied with his own duties and will not be able to deviate much from the path laid out for him.

Thus it happens that, to the outsider, who comes in person to transact business at the store or office of the large concern, there is an appearance of heedlessness which is most discouraging. The employees within hail are all busily engaged and dare not look up for fear the caller will take up enough time to prevent them from finishing their own work when they should. In some places there is a desk near the door with a sign bearing the word "Inquiries" tacked on the front or hanging over it. Sometimes a boy or girl, whose principal duty is to address envelopes or index letter books, sits at this desk and wards off unprepossessing callers. As often as not, the chair at the desk is vacated. In short, when the would-be customer finally succeeds in getting hold of some one who is competent to do business with him, he is on the defensive himself and does not buy half the goods he intended when he came in.

In order, therefore, to supply the obvious want of a connecting link between the various departments of a large establishment and the people with whom it aims to do business, some of the wholesale concerns have instituted new departments called "information bureaus" and placed competent men in charge of them. The new position thus created calls for exceptional qualifications. An office or errand boy can not fill it. Neither can an inexperienced girl. To be valuable, an information clerk must be well stocked with information. He must understand the policy of his house and its business system. He must know the men in charge of the departments and their peculiarities. He must see the relation that each bears to the others. He must have some idea of the kinds and qualities of the goods they handle.

But the information clerk must have other qualifications than a knowledge of the personnel and routine of his own establishment. He

must know something about business in general. He must be polite, cheerful, and possessed of more than the usual fund of common sense. He must be alert. Above all, he must be a judge of human nature. It is his business to get information as well as to give it.

When a real information clerk sees a visitor enter the door, he ascertains his name and reason for calling. If the caller has come to make purchases, he is introduced to the salesman in whose territory he lives or to the house salesman who is most likely to please him. He also is introduced to the department heads whose goods are suited to his locality, and when one manager is forced to give his attention temporarily to some one else, the customer is not allowed to "stand around," but is taken in charge again by the information clerk and introduced to other salesmen or managers, so that his interest in the house, its people, and its goods is kept from flagging. Even the customer's preferences in the way of amusements are consulted, and if he is from out of the city, suggestions as to suitable places of entertainment are offered.

If the caller at an establishment where there is an information bureau has goods to sell, he meets with the same degree of courtesy, though obviously there is little to do but introduce him to the right buyer. If his errand is of the nature that would be classed as miscellaneous, the right man is found for him as in the other cases. In short, no matter who the caller may be, he is met with a welcome and put in the way of attending to the business which has brought him to the house.

There are other duties which the information clerk performs, such as keeping a record of the whereabouts of salesmen and forwarding their telegrams and mail, but enough has been told to show that while the head of an information bureau has no sinecure, his services can be made extremely valuable. These facts are appreciated by the houses which have installed information bureaus, and the remuneration of the clerks is fixed accordingly. One prominent house has an information clerk, who, until recently, was secretary and manager of a manufacturing concern which employed seventy-five salesmen, and he finds opportunities in his present position to use all the experience acquired in the other. In another wholesale store the information clerk was formerly head of a sales department.

The customer who calls on either of these concerns is not allowed to gain the impression that his visit is an unseemly interruption, but on the contrary goes away with a feeling that he is closer to the house than ever before. The advantages of the information bureau as maintained in these establishments are so pronounced that it looks as if business systematizers overlook an important point in not providing for one in every organization. But even systematizers learn from observation and experience, and soon we may expect the information clerk to be as much a

regular member of the business fraternity as the manager, the bookkeeper, and the stenographer.

C. H. Cooke.

Short Sermons Boiled Down.

Half-hearted service is always heavy.

You may know a man by the friends he drops.

Sunny souls are not troubled with doubt-damps.

Some people are never grateful until they get hungry.

No creed that is worth publishing can be put into type.

There's a tack somewhere for every pneumatic saint.

The prayerful heart will be proven by the practical life.

Without the sense of stewardship culture becomes a curse.

The worst infidelity is to live as though God had forgotten.

The slumber of one saint is no excuse for the sloth of another.

The best way to bear your cross is to share another's cares.

Many a man's future is overshadowed by his past.

Inside or Out.

Mrs. Jumper was in a bad humor. Things had gone wrong with her, and she was about to give Mr. Jumper a piece of her mind, when she saw the sky darkening, and looking out of the window said:

"There's a storm coming."

Mr. Jumper scratched his head, then pertinently inquired:

"Inside or out?"

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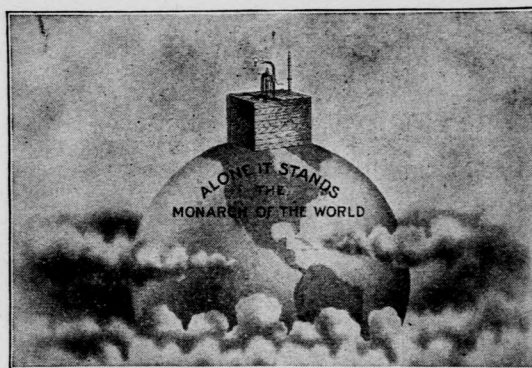
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Must Be a Diplomat in Leading on Customers.

As much diplomacy and cleverness are needed to make a successful clerk or salesman as to manage the business itself. Not half the women who enter the retail stores to buy have a definite idea of what kind of an article they want, and an indifferent, unsympathetic clerk will have the effect of sending them out without making any purchase. They drift from store to store till a clerk gets hold of them who knows his or her business—which is managing the customer.

A man employed in one of the biggest jewelry stores is a good instance of this special talent, and the way his sales book registers success speaks well for the sense of his argument. For example, a woman came to him the other day with a request to see cuff pins, the cheapest gold ones he had. He spread out an assortment at 75 cents, calling attention to their good points, showing interest in her selection. Then he added: "It's too bad, seeing you are buying cuff pins, that you didn't happen in half an hour ago, for I sold the last of one design that has been going like hot cakes. A dollar and a half—but they were beauties. I don't know when I've had anything that seemed to catch people's fancy so!"

"Dear me!" said the woman, "I wish I had! What were they like? Are you sure it was the last pair?"

"I thought so," said the salesman. "In fact—if you will wait just a minute I'll look to be sure!" He rummaged at the other end of the showcase and came back triumphantly. "What do you think of that!" he cried. "I found another pair after all! Aren't they beauties for the price?"

"They certainly are!" she admitted admiringly. "A dollar and a half? I'll take that pair. I wish you had another, for I'd take two, I believe."

"Let me look," said the clerk. After a search he came back with another pair of the coveted pins. "Way down at the bottom of the box," he said. "You are in luck, let me tell you!"

The customer paid him \$3 and departed well satisfied, when her original intention had been to spend 75 cents.

Hair splitters might take exception to the probability that the clerk knew he had the extra pairs of \$1.50 pins all the time—but he was there to sell goods, the woman got her full money's worth, and if by playing on her feminine desire to pick up a bargain and the average sheep like human tendency to get the same thing every one else is buying he could make a bigger sale, he was not, looking at it from the cold business standpoint, much to blame.

It is the rare woman who does not appeal to the clerk for final decision. "Now, tell me, what do you really think about it?" she will ask, "Which would you get? You are better able to judge of the articles!"

Is the clerk going to tell her to take what she likes best and suit herself, that it doesn't matter to him? Not if he is in his right senses. He will regard the two bracelets serious-

ly a moment. "Well, this \$10 gold one that you like is a splendid bargain for the money—see how fine the chasing and scroll work are and the remarkable color of the gold. You won't get that in every store! Any girl would be pleased with it. On the other hand, this other for \$20, with the small diamond in it, is more striking, don't you think? And bear in mind that a diamond is a diamond, big or small, and having one is like putting money in the bank. You always can get full value for it if you want to dispose of it. The design of the bracelet is more exclusive, too—you won't be apt to run across its mate the next day after you get it. By the way, that is a fine little stone in this bracelet, better than I usually find in the \$20 assortment. This plain gold one, though, is a pretty thing."

And the customer pays the \$20 and takes the diamond bracelet.

The good retail salesman is a keen judge of men and women, and experience has taught him, if he has any brains whatever, to gauge how much he can do with an individual, how far he can influence him and direct his purchase by the time the customer has addressed him. He must know how far he can go, and, above all, when to stop. It is a fatal mistake to let the customer suspect he or she is being gently led along by the nose.

Even customers who have succumbed and bought something they feel they really could not afford, or could have got along without, are comforted if the salesman makes them feel they have a good bargain and their money's worth. These are the clerks who do not stay clerks—they rise.

M. L. Towson.

Helping the Peddler and Mail Order Houses.

Kalamazoo, Jan. 16—Is it not a fact that the peddling wagon and the mail order supply houses have made great inroads on the retail grocers' coffee business in your territory the past few years?

The retail grocer has been holding up the umbrella for these people by making a determined fight on package coffee, which was universally sold at a small margin, and pushing inferior bulk goods to secure an enormous profit.

A few years ago when package coffee was supreme, the mail order houses made very little effort for the trade and the peddler could not make wages because the demand was for package goods and the margin was too small for him.

Now, owing to the retail grocers' fight on package coffees, they have lost a third or half of their coffee trade, and that means the consumer is giving the peddler and mail order house his orders for coffee, and lots of other goods besides.

Would it not be well to explain this to the retailer, who is losing out on his coffee business and helping the peddler and mail order house to get rich? Retail Grocer.

Buying Dry Goods for His Wife.

Young, married, studious, visionary and very absent minded, he approach-

ed the young lady at the counter as though walking in his sleep.

"Please let me see a sample of your left-hand pockets," was his surprising request.

"Beg pardon!"

"Sample of left-hand pockets."

"B-e-g pardon," and the clerk showed how tall and dignified she could be. "Possibly you want me to show you some buttonholes, needle eyes or invisible perforations for embroidery."

"No, I think not. I recall none of those as on my list. I'm acting for my wife, you know. Charming woman, but so unpractical. Thinks that the house must be attended to, no matter what becomes of the shopping. You have no left-hand pockets?"

"No pockets of any kind. Possibly you wanted the opening to the pocket or a pump for inflating the pocket," and the several clerks who had gathered around looked at everything but the customer.

"It might be. I confess that I'm a little uncertain as to just what my wife did ask me to get. Come to think of it, I have a list. Forgot all about it: 'Butter, vegetable oysters, sweet po—' ah! here it is—'sample, left-hand pocket, two yards.'"

"Then feel in your left-hand pocket," laughed the clerk, and all the other clerks laughed.

He did. There was a sample of narrow pink ribbon. The combined talent of the clerks matched it, and the customer wondered why they all beamed so benignly on him.

A New Savings Bank

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

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

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

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

Enclosed and mailed anywhere for five cents postage.

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CLERKS' CORNER

Peculiarities of Customers Which Must Be Recognized.

It is always possible to lose important sales through "rubbing the fur" on a customer's back the wrong way. While I believe that few clerks will deliberately work against the wishes or prejudices of customers while waiting upon them, I do know that occasionally a contrary clerk will attempt to do something that he knows is distasteful to the customer and thereby not only incur that customer's dislike for himself but for everything the store represents. Other clerks go blubbering and slobbering around without a thought of anything that might be distasteful to a customer and then open their eyes in wide wonder that the customer could possibly be offended or insulted.

The clerk must understand that while the store is a thing of privilege for the customers and is as well a thing of necessity for them, it is not a thing which can stiffen its back, or any part of its back, in opposition to the customers and their likes and dislikes; nor can it be made a place to teach a new course of character to anyone who comes in to buy goods. Hundreds of customers have notions that are unreasonable in a certain sense, yet they are very real things to those people. Other hundreds of customers have notions that are not unreasonable and that must be recognized by those who would attempt to please and satisfy for the reason that business is wanted and must be had.

There is nothing of self-respect lost when these notions are recognized and noticed by the clerks; and it hurts a clerk no more to be considerate of them than to be polite and courteous at all times. The recognition of such notions is as important to the business of a store as to be polite to customers—and, indeed, to recognize them is but another form of politeness and an indication of good breeding and a self-control of both inclination and temper.

It is not always possible to understand strangers and their inclinations and temperaments, but after a customer has patronized a store a half dozen times, the clerks who have waited upon her should be able to call to mind what is pleasing and what is distasteful to that customer. It is a part of their business as clerks to remember those things, and to remember the tastes of customers is a remarkably good part of being a good business man or woman. If a customer once manifests a dislike for anything in the line of goods or anything in the manner of waiting upon her, the clerk, as a good and profitable clerk, is beholden to remember that thing and be able to avoid it at all future times. To fail to remember is an evidence of failure in the attributes of good salesmanship and good business.

That which a customer wants is the

thing that customer should have, whenever it is possible to grant it, for the customer will buy the more readily, will advertise by speech the more freely and will come the more often to buy. It is to please the customer not only with the goods shown and the prices quoted, but also with the conduct and manner accorded while serving her wants.

Among the peculiar customers I have known was one whose conduct at first puzzled and annoyed me, not to say vexed me, almost beyond control. With a manner that was extremely challenging, she would pick up the end of a piece of goods and glance contemptuously at it, fling it down in disdain and in a rich brogue condemn it beyond measure as the most worthless and abominable stuff ever placed at her hand. My first experience with her was puzzling. I thought the woman was in earnest, yet I was unable to make the slightest impression upon her by argument. Her manners were decidedly bad, but I had no idea of attempting to train them, my only object being to sell her something good if I could.

The first time she bought a few yards of muslin under protest that it was abominable stuff, but she would take it because we had nothing in the store that was up to her standard or equal to that which she had before purchased in some other town. She was not gentle in her voice and she attracted the attention of other customers and of the boss. In a couple of days she came again, and again did she go through the same tactics. She nonplussed me, and when she was gone the boss came over and asked what was the matter with that woman. She disturbed the store, and he was inclined to attempt some drastic measures if she persisted in her course.

The third time she came she tackled me immediately after I had lost what should have been a good sale because the goods were at the railroad station, for the customer could not wait until the drayman brought them up to the store. I was in a mood that was not pleasant and knew that I was in an attitude that meant some spirit of resentment if the opportunity offered. I knew I was uselessly wrong, but I allowed myself to continue down in the mouth and disgruntled. The nagging of that queer customer was the last straw, and when she began to find fault with the goods, the store and everything connected with them, I broke forth and refuted her statements about the goods after the same manner which she used, plainly telling her she knew not of what she talked and her language was insulting not to only me but the entire store.

Before I had gone far, I was frightened lest I had made a break that would upset the business all over the store, but I felt sure the course would find where the trouble lay with the woman—and it did. She remained seated and took everything I said. Shortly she looked up at me with her eyes dancing and told me that had the goods not pleased her the first time she came to the store, she would

never have come the second time, but she believed that when a merchant had a good thing he ought to defend it against argument that was wrong, and she preferred to trade at a store where the clerks knew what they were showing and could defend it as being good value and good stuff to buy. She left a check with me that day for almost ten dollars.

Nobody was ever more astonished than I. Inside of a week she was in again and brought a neighbor with her. She came to me and I sold them both a good bill of goods. The boss was absent at the time of the jangle but in the store when she came with her neighbor. He wondered at my success and asked how I had overcome her. He was at a loss to approve or disapprove, but finally said that I had simply been fortunate, for it was never safe to pursue such a course of conduct.

She was the most peculiar customer I ever had, but in the course of two years I sold her and her friends many hundreds of dollars' worth of goods. She often insisted in precipitating heated arguments about the goods, and I always stood my ground, but it was because I knew she wanted it that way and would not buy unless it was so. I never dared to try it on another customer, and there are few on whom it would work, but my success was simply because I had stumbled on to the recognition of a fault or a fancy in the character of the customer that needed to be recognized in order to please her. It was only a way of pleasing and overcoming a customer.

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.

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

Walter Baker & Co.'s
Chocolate & Cocoa



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

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

45 Highest Awards in
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Walter Baker & Co. Ltd.
Established 1780, DORCHESTER, MASS.

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

In breeding and temperament almost the opposite of that woman was another who was sensitive about the spelling of her name. She was a good buyer and a willing purchaser, taking the word of the clerk for what it purported to mean and never casting doubt or suspicion on statements, but she was forever watching the spelling of her name on parcels that were to be delivered. The first time I waited upon her she recognized that I was a new clerk, and she spelled her name "W-e-l-c-h" very clearly for me, mentioning that she never wanted it spelled with an "s." I thought nothing of it, but an older clerk who stood near afterward told me of her sensitiveness and that she would be offended if I ever made the mistake she had warned me against.

A few days after that another clerk who was aware of the peculiarity but was careless, spelled the name wrong and she would never again allow him to wait upon her. It was a thing that was indeed childish and in a sense foolish, yet we found that a family spelling their name with an "s" was very disagreeable to her and she was supersensitive about being confounded with them, even by bundle boys and delivery wagons. It was easy enough for the clerks to remember, if they would, and it was easy enough to hold her trade by remembering. She simply demanded, in her way, a special favor that cost us nothing but memory to grant, and the granting of it meant not only pleasing her but also the holding of her trade, which was no inconsiderable item of business.

Still another customer with a whim that was seemingly foolish demanded a recognition of it, and the breach meant trouble with her trade. She owned a home whose rear line was bounded by the city limits, yet she always wanted to be considered as living in the city. It was false pride, but she was thus minded and wanted it to be remembered by the store people. One morning a new delivery boy was given a parcel to take to her and in order to assist the boy the clerk marked the package, "just east of city limits."

That afternoon the woman came to the store and went immediately to the office. The boss in some way made her understand, but after she was gone he came out and explained to the clerk that the woman was offended at the address on her package and had threatened to withdraw her trade and good will from the store because of it. It mattered not that no one but the clerk and the boy read the address, nor did it matter that we all knew the prejudice. It was a peculiarity of the customer, and like almost all peculiarities and prejudices was not supported by reason. But it was not for us to consider the reason or the foolishness—simply to grant the request of the customer and thereby please her, for the granting and the pleasure cost us nothing whatever but a little memory.

And, after all, memory for such things is a most important thing in the good qualities of clerks—memory that will hold.—Drygoodsman.

Why It Pays To Be a Fool.

Fools are coming to the front in the world.

Since the world began the fool has been looked down upon and usually imposed upon, and it has taken centuries of development for the intelligent people of the world to realize the commercial value and possibilities of the fool.

As a matter of fact it is becoming more and more apparent to the wise people of the world that it pays to be a fool.

Every day we have instances of men great in the world's affairs doing something that causes the wise people to stop and say: "He was a fool." We have multimillionaires going wild over actresses; rich, cultured members of leading society wading in fountains and giving dog parties; persons of extreme wealth trying to ride five miles a minute in automobiles—and then we realize that they are fools.

As a matter of fact it is the fools who are in the lead almost everywhere. The brilliant, talented fools are at the head of great industries and in possession of vast fortunes. They arrive at their high positions because they rush in where angels and wise persons fear to tread, and reap the rewards of daring in business, in society, everywhere.

For a long time after they have reached these high positions the world is prone to look upon them as extremely wise persons. Then they do something—run away with an actress or go in for airships—and reveal to the astonished world the fact that they were fools all the time.

That class of fools, however, build on unstable ground. The fools who are winning the real successes in the world are those simple minded souls who know but one thing.

For long ages the person who was wise in all things looked down upon the plodder who knew only one, and justly and rightly accounted him a fool. But as the world has progressed and life has become more and more complicated there has arisen a practical impossibility for any one to know everything, and an age of specialization has come.

It is in this specialization that the one idea man—the fellow who really knows but one thing—has come to the front. From the beginning he has been the natural specialist. He knows but one thing, and, in his dull, plodding way, he knows it thoroughly, mechanically and, therefore, perfectly. The wise man, hampered by knowing thousands of other things, has found it difficult for him to limit his knowledge and his application to one thing, and the one idea fool has been outstripping him in the race for honors as a specialist.

It is true that the man who does not know how to do anything but whittle shoe pegs will in the end achieve prominence as a shoe peg whittler, while the man who knows how to build great ships, read Sanskrit at sight, weigh the universe, and win L.L. D.'s from every university probably has a hard time making a living for himself and his family.

The fool is the natural specialist.

All he knows is centered on one thing.

The old Sanskrit sage wrote:

"He who knows not and knows not that he knows not—he is a fool, shun him.

"He who knows not and knows that he knows not—he is ignorant; teach him.

"He who knows and knows not that he knows—he is asleep; wake him.

"He who knows and knows that he knows—he is wise, follow him."

That was good advice, then, but not so good now. Now, in this age of specialization, the man who knows not and knows not that he knows not is still a fool—but he goes right ahead and wins. Possibly he only knows how to pound sand into a rat hole, but, by steady pounding he becomes the best pounder of sand in the community. He knows not that he knows not and, therefore, he does not die of nervous prostration. Neither does he suffer social aspirations, or, if he does, he knows not when he is snubbed or slighted and generally lands at the top.

Knowing not that he knows not he always can look extremely wise without having that objectionable air of the man who knows and knows that he knows.

As a matter of fact, the man who knows and knows that he knows is a bad man to follow. He goes far—but he usually oversteps the limit, maybe not his own limit, but the limit of the great majority, who are in class two—the class that knows

not and knows that it knows not—and, in their ignorance they sit down, refuse to follow the man who knows and knows that he knows and, by withdrawing their savings from his bank, or by refusing to vote for him for president of some concern, balk all his plans and he breaks down.

It is fully apparent to me, at least, that the fool is the leader to-day. He is the success. Nor do I say this from mere vanity.

Just look at the great men of the earth. Everybody called Fulton a fool, almost everybody acknowledged that B. Franklin was a fool. George W. Childs was branded as a fool long before a cigar was named for him. Edison was a fool, and most of us believe Tesla is—yet see what they did.

The patient toiler type of fool wins by sticking everlastingly at it.

The brilliant fool wins high honors by rushing in where angels fear to tread.

W. F. Harmon.

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Chloroform,
Knife or Pain

Dr. Willard M. Burleson
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Booklet free on application

Delicious

Buckwheat Cakes

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Yeast Foam

Tell Your Customers

AN AGENT'S LIFE

Has Variety Enough To Make It Spicy.

Written for the Tradesman.

Mine was a repetition of the same old story:

I came to the city full of hope and ambition only to find myself at the end of two weeks penniless and discouraged. Day after day had I looked for work and returned to my dark stuffy little room without even a prospect. The excuses I gave my landlady as she called for the rent were becoming exhausted and threadbare. Something must be done. I was between fire and the deep blue sea.

A happy thought came to me. On the impulse of the moment I resolved to promote a scheme which I would have scorned to do at any other time. I sought out a good-natured meat dealer to whom I told my troubles and he kindly let me have three boxes of mutton tallow, from which I filled several dozen small tin boxes after adding a little camphor gum. I now had in my possession one of the greatest corn remedies in the world!

With this remedy I proceeded to the residence portion of the city, where I related to the people in glowing terms the wonderful cure this medicine would effect. By noon I had sold two dozen boxes at 25 cents per and was highly elated. I had visions of oyster soup, turkey, pie and all the other delicacies to tickle the palate of the epicure. But as I turned to leave my last house a heavy hand was placed on my shoulder and I heard a voice in authoritative tones exclaim: "Here, young man! what you got there?" I looked and saw a strong uniformed individual known as the limb of the law. I told him I had a wonderful corn cure which I was introducing. "Got a license?" said he. I replied evasively. "Well, sir," said His Majesty with a chuckle, "my wife has just bought a box from you and paid you the money for it. Come along with me!" I told him my sad story and pleaded with him. But all to no purpose. At the Police Court I paid my fine of \$6—all the money I had earned—and left the place a sadder but wiser man.

As I was passing along the street, utterly discouraged, I noticed a sign in a nearby window, "Agents Wanted." I immediately made application, and found that the goods were toilet articles which were more appropriate for a lady agent to handle, for what does a man know about face powder or Rouge de Theater, a preparation that will make the cheeks look like the blush of a rose? But I was desperate and with grip in hand I started once more to fill the vacant place in my pocket where a short time before had nestled six beautiful silver dollars. My first call was at an unpretentious house where resided a motherly woman well past the meridian of life. She did all the talking. It was only at intervals of long duration that I could get in a word edgewise, sidewise or any other wise to tell her about the "lovely line of necessities" I was carrying. Just

one word about my Lily of the Valley, Massage Cream, my most excellent Tooth Paste, etc., and she would fire back at me a fierce volley of what a good boy her son John used to be, but how he had gone to the bad by drink because his sweetheart had married another fellow not half as likely as John, and Susan must have a new gingham apron to wear to school and her other daughter's baby had the croup. At the end of an hour I found I had cheered the old lady all I could by being a good audience, but was no richer than when I had entered her "sanctum," and concluded that the better part of valor was to move on.

I next arrived where great preparations were being made for a banquet. Several ladies were as busy as beavers arranging the tables with the whitest of linen, the brightest of silver and glass and bouquets of costly blossoms. Visions of Mr. Pest Book Agent came to me. I resolved to stand pat. "May I show you my goods?" I asked, in a meek voice. "Mercy, no!" shrieked one. "Don't you see how busy we are?" "Now here," says I, "if you will look at my goods, I will stay to the banquet. This is really a most delightful surprise. I was not looking for such an elaborate spread in my honor. My dress suit is at the tailor's, but if you will just let me interest you in my Cucumbers Jelly, Almond Cream and Carnation Pink and White Rose Sachet Powder I will promise to be back in time for the banquet; whereupon they all saw the funny side and not only inspected my goods but gave me a liberal order. Thus the nerve of Mr. Pest Book Agent proved to be a winner.

"Come in," came a voice from another house. I entered and asked for the lady of the house. Anxious and eager for another opportunity to impress upon the mind of the Gentle and Fairer Sex the merits of my wares, I stood, when in answer to my request came the words, "I'm her." Well, here was a problem that would puzzle the mind of a Philadelphia lawyer. How was I to prevail upon this "lady of the house" that I had the secret of perpetual youth she had long been looking for? Should I attempt it or should I retreat? Suddenly there broke upon my ear, thrillingly, "Cassio, Cassio, are you still after my blood? Are you still after my blood? I paid you well never to follow me, but here you seek me out again. I'll end you here and now!" Taking in the situation, convinced that I was in the abode of a lunatic. I was making for the door when, turning round, I saw the masculine householder coming after me with a stove poker, which she evidently thought was a sword. It did not take me long to conclude that I didn't care to sell toilet articles just then anyway, and covered the space of several long blocks in a very short space of time.

I hesitated some time before entering another house, but after a time my nerves became calm. At the next place I found a roomful of giggling girls. Of all formidable objects a roomful of giggling girls is the worst.

"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

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Investigate the

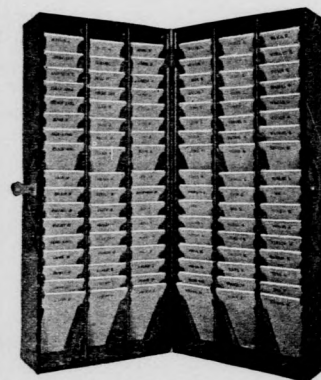
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made easy, effective and 50 to 75 per cent cheaper than kerosene, gas or electric lights by using our

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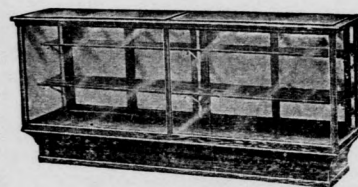
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Are what we offer you at prices no higher than you would have to pay for inferior work. You take no chances on our line. Write us.

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

But it was too late to turn back. "Ladies," said I, "I am introducing a fine line of toilet articles." (Giggle No. 1.) "Here is an Almond Cream, a most exquisite article for softening and beautifying the skin and complexion." (Giggle Nos. 2 and 3.) "If you prefer something else I have several other articles of merit (giggle, giggle) which I am sure would please you. Here is a first-class hair restorer—it's warranted to grow hair on the smoothest head or even on a billiard ball." (Giggle, giggle.) "Do you demonstrate your goods?" (Giggle, giggle.) "And here is a depilatory, an article that I can highly recommend to remove superfluous hair. "Why," expatiated I, "it will take the hair off the back of a yellow dog," whereupon the air was full of giggles. Giggles came from every nook and corner. When I left the house I was fully determined to hire an advance agent and investigating committee to precede me that I might know where to properly land.

I made one more attempt, which proved to be the home of a colored family. Had I known this I would have passed them by, thinking that they surely had no use for the articles so greatly prized by the Pale Race; but to my amazement the young damsel ordered a box of white Complexion Powder, jar of Famous Massage Cream and a box of Rouge de Petite. I feared that she had mistaken the nature of the articles, thinking they were for flavoring cakes and frostings, or that she might eat them for confections, but she said that all the other "colored gals" would turn green with envy and that "Jasper" would "pop the question now sure."

I am on the road for a big wholesale house now. My salary is such that I no longer need to peddle Complexion Creams to keep the wolf from the door; but I do not regret the experiences I passed through, and often think that, if one wishes to see life in all its forms and feel the pulse of humanity, the stuff this great world is made of, let him visit the homes of the people. R. A. B.

Industry Started to Amuse Children.

From a plaything designed to amuse two children originated an industry which has attained a remarkable growth and become famous throughout the world. In a thriving little town not far from Oswego, N. Y., a unique and interesting business is being conducted by a woman. It is the manufacture of hand made dolls, which are no more or less than an evolution of the rag doll of a century ago, improved and beautified, but still bearing the hall mark of the old time favorite. The success of this enterprise furnishes a striking proof that business genius is not confined to men.

The business conducted by Miss Marietta Adams originally for pleasure has continued for profit. Although still a home industry, it has become an established business of not a little commercial importance. Many women are employed, and so great is the demand for these rag babies that it is almost impossible to fill the orders. The industry is a liv-

ing example of the fact capital and a college education are not always necessary to win success in the commercial world.

There were two sisters in the beginning who started the work. One, Miss Emma Adams, was at the time a successful crayon and oil artist; the other, Miss Marietta, was a stenographer for a large western business house.

The incident which led up to an independent business career for the two girls, occurred while visiting friends in Chicago. Just to give pleasure to some little folk several dolls were made. So attractive were they that friends desired to purchase them. One admirer took upon herself to show them to a department store, with the result that the firm offered a market at once for all the dolls that they could make that season.

In 1893 a collection was entered for sale in the children's building at the Columbian exposition. So great was the demand for them that with all the assistance at command it was impossible to fill orders. At the close of the exposition, to the surprise and delight of the young women, their work was awarded honorable mention by the World's Columbian Exposition commissioners. Success continued to follow in the wake of the Columbian dolls, as they have since been called, and for the next five years the number manufactured was doubled, until in 1904 it reached the 5,000 mark.

Up to the fall of 1898 the mother and two daughters constituted the working force. Shortly afterward Miss Emma Adams, the pioneer of the enterprise, died suddenly. Since then a large force has been employed and artists engaged to paint the heads.

Several years ago the dolls attracted the attention of Mrs. E. R. Horton of Boston, a great doll fancier. So delighted was she with the Columbian dolls that she not only added one to her collection but selected a fine specimen to send around the world, to be placed on exhibition in cities and towns for the benefit of children's charities. It started on its trip in March, 1900, in true American fashion, alone and unchaperoned, and spent one year in various states, then crossed to the Philippine islands, and wherever Miss Columbia went she was the recipient of charming courtesies and innumerable attentions.

These playthings are widely scattered among European countries and many are to be found in the collections of petted children of royalty.

W. J. Morgan.

Best He Could Think Of.

In a certain medical college a professor of chemistry asked a student: "Suppose you were called to a patient who had swallowed a heavy dose of oxalic acid, what would you administer?"

The student to which the question was addressed is preparing for the ministry and takes chemistry because it is obligatory.

"I would administer the sacrament," he replied.

COFFEES

"QUAKER"

BRAND

The soundest, cleanest, purest goods you ever saw. Selected with special reference to the needs of dealers in this section, we heartily recommend our "Quaker" Brand of Coffees and Spices, and feel certain they will prove winners for you. We know of nothing better—if we did, you should have it.

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Grand Rapids, Mich.

SPICES

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



Some Changes in the Retail Hardware Trade.

I was talking with a retailer in Southern Kansas about three months ago. The competition from retail catalogue houses in those sections had been severe. The retailer decried the times, the country and the lot of the retailer in particular. He was about to move from that section to somewhere—anywhere where catalogue houses did not reign.

A nice looking lady customer dropped in and asked for a dishpan. Mr. Retailer climbed to the top shelf in the rear of his establishment and brought down one that looked a trifle seedy but was actually in good condition. He quoted a price of eighty cents. "Mr. Simpson," exclaimed the lady, "I can buy one from Beers, Sawbuck & Company for sixty-eight."

Mr. Simpson walked from behind the counter, around to the door, pulled it open and threw the dishpan into the muddy road with the exclamation, "There, take your dishpan! I won't charge you a cent."

Few retailers are made of Bessemer steel, toughened to the degree of tool steel. Most of them are merely human and being such are liable to the passions and weaknesses of mankind in general. A continued process of rubbing and scratching, a constant irritation applied to raw, bleeding sores is apt to drive a man to a frenzy. Constant charges of undue profit, concealed robbery and dishonesty made by consumers in some districts will naturally work most retailers, who are merely human beings after all, to a point where passive endurance is impossible. To some men honor, self-respect and pride are worth more than superabundant riches. To these men life is not the accumulation of money acquired at the expense of self-respect. Mr. Simpson is one of that kind.

I have never favored a retailer who crawls in the dirt and dust before a customer. Hardware retailing is a respectable calling. Hardware men in general are the most prominent men in their respective communities. I see no reason why hardware dealers should humble themselves, should fawn or kneel at the throne of pride to keep head above water.

At the same time men are not animals. The day when battles are fought and won by brutal strength is past. To-day the rifle is superior to muscle and tact prevails over passion. The successful retailer of to-day may be irritated by criticism of his prices, but his facial control, his emotional control are such that none of this irritation is allowed to come to the front. Instead of allowing the innuendo to make him angry, he realizes that Mrs. Customer is merely a poor, ignorant fool, that his own knowledge of tin ware is vastly superior and that to allow an ignorant

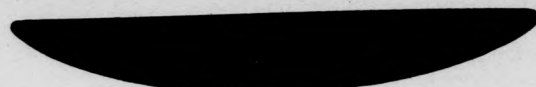
criticism to disturb his self-possession is the height of folly.

The successful retailer realizes, too, that conditions have changed since the 70's and 80's—that to-day competition is rife, that victory over his competitor is obtained by paying attention to small things. He realizes that the successful hardware merchant is the one who is essentially courteous—the one who is so courteous and affable as to make unjust criticism impossible. The successful retailer of to-day is so pleasant, so openly, barefacedly honest that the customer realizes without comparing the two that the catalogue house dishpan is vastly inferior in quality and less desirable despite its low price.

And do you deny that it is possible, Mr. Retailer, to produce this impression? Judge from your own experience. Think over the list of traveling salesmen who call upon you monthly. You know there is one traveling salesman in the bunch who sells an inferior lot of goods. You know that his goods are inferior just as well as you know that wearing shoes without socks will eventually prove uncomfortable. And yet you know, too, that you buy those inferior goods. You know that that salesman has a persuasive air—that he is pleasant, that he always has a good story, that he knows how to get around you. You know that it is mighty hard to tell him that his goods are inferior. Don't you know also that as the traveling salesman is persuasive, so you can be persuasive, if you only learn the trick? The first step is sublime courtesy.

The retailer can not be independent to-day as he could twenty years ago. Everybody knows it. You see it on all sides. You hear kicks only from the older generation. The younger retailers, fellows under 30 or perhaps 40, realize that conditions have changed and have adapted or are adapting themselves to circumstances. Mr. Retailer who has just started out looks at things thusly: "There are ten retailers in this community. Beside these nine competitors, I have the catalogue house or the department store to buck up against. I am not especially favored by fortune; I am only fairly good looking; I have brains but not too many; I am honest but so are lots of others; I can talk but not like Cicero; I have not the craft of Ulysses. On the whole I am just about the same as my nine competitors and perhaps a trifle less bright than the catalogue houses. Assuming these things, what shall I do? I can work hard; I can be polite; I can laugh later on in life, if not now; I can take a small kick, smiling to myself meanwhile and laughing aloud later. I can wait on these people now, get their trade, be insulted perhaps and later—why I will have clerks of my own. I will have an inner office; I will not see the customers; I shall have other people to take the insults. It is better to laugh last."

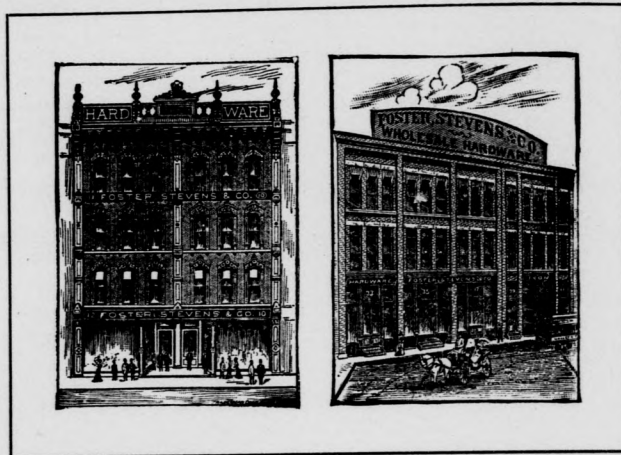
The inability to imagine, to use your head, to develop ideas in the abstract that animals and ordinary people can only see in the concrete, is prevalent in all circles. Look at some



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Good Grease Makes Trade
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Axle Grease

FRAZER
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FRAZER
Harness Soap

FRAZER!
Harness Oil

FRAZER!
Hoof Oil

FRAZER
Stock Food

of the manufacturers and jobbers, especially those who employ girls. Let us suppose that the manufacturer is looking around for a site. Ninety-nine out of a hundred pick the cheapest location on the map. If they are in a large city they locate in the slums. They build a factory where land is given away. They welcome smoke, soot, filthy tenement houses and the thousand other undesirable features. They cut off an employee's salary when he gets sick. They deny yearly vacations. They install the cheapest plumbing. They furnish employees with towels that resemble door mats in texture and appearance. And why all this? Because they are after the stuff that moth and rust doth corrupt, and believe the easiest way is to cut down expenses. The easiest way to fill a tank is to pour water in and keep it from going out. The easiest way to make a fortune is to pile in the money and stop all leaks. It's as easy as a, b, c. That is the concrete. Let us look at the abstract:

Suppose that a manufacturer establishes a model factory just across from a park. The air is pure, free from dust, and instead of being surrounded by the hovels of negroes and Italian laborers, the factory is in the center of a respectable residence district. The employers place advertisements in the papers for help. The girls in the neighborhood who are not absolutely independent in financial considerations learn of the factory, realize that it is not far from home and apply for work. They

would refuse to travel miles, mornings and evenings, to go to place of employment; to mingle with saloon and disorderly elements; to breathe foul air; to begrime their conscience and clothes with filth. They do not object, however, to working in a factory located in a respectable portion of the city, a factory fitted with clean furnishings, sanitary wash rooms, and in which are employed decent and well brought up co-workers. Consequently the man who invests more than necessary in a decent location and in decent accoutrements can and does expect a higher grade of employees. This better grade of employees creates an impression of prosperity, an element that should appeal to every manufacturer. They make the establishment look like a high-grade establishment—like an establishment that gives its customers the best and the best only. Moreover, good help means good work. The employer who locates his factory in a good neighborhood is able to choose. Every applicant for a position is one of many.

Do you feel that these are all theories? Take your tongue from your cheek and look at Marshall Field and his the greatest retail and wholesale establishment in the world. Marshall Field has the finest set of employees to be obtained. He pays them less than any other dry goods house in Chicago. The original outlay was huge. He spent a lot of money in making his factory nonpareil, but he gets it back every week

in the year.—Sidney Arnold in American Artisan.

Power From Niagara's Gorge.

Always room for one more power plant at Niagara. The latest looks to the lower Niagara river, which falls eighty feet in a length of two and a half miles, with the whirlpool nearly at the center of this length. This is about half the descent of the great cataract above and is made by the entire volume of water that passes over both the American and Horse-shoe falls. Alton D. Adams calculates that the unused power of these rapids just above and below the whirlpool could develop half as much power as could be developed by diverting the entire flow of Niagara river at the falls. If the American falls are to be saved further concessions must be limited to the gorge and lower rapids. His idea is to build pipe lines between the upper and lower points on the rapids. Niagara river has a normal discharge of 222,000 cubic feet of water a second, and this water falling eighty feet develops 2,000,000 gross horse power. Making due allowance for losses in the pipe line, water wheels, tail-race, and generators, it may fairly be said that 60 per cent. of the gross energy could be delivered as electric current if the entire discharge of the river were utilized. This net power is twice as great as that of all the electric plants now completed and under construction at Niagara falls.

Never conclude that you know all there is to learn concerning your line.

Castor Oil As a Lubricant.

Castor oil as a lubricant is in extensive use in some countries. In Australia, which imported 769,392 gallons in 1898, the chief use of this oil is officially stated to be as lamp oil, and the decline in imports in 1902 to less than 300,000 gallons is attributed to the substitution of petroleum for the castor oil. It may also be noted that in the Cape of Good Hope, where the oil is probably largely used for the same purpose, 307,728 gallons were imported in 1902. To a limited extent this oil is used for lubricating purposes in the United States. As is well known, the mechanical function of lubricating oils is to form a coating or cushion between rotary surfaces, thus keeping them free from contact and preventing loss of power through friction. To this purpose castor oil, being heavy bodied, viscous and non-drying, is in most cases well adapted. It is the heaviest of fatty oils, having a density of 0.96, and is particularly adapted to the oiling of fast moving machinery because the heat generated keeps it in a liquid state.

For Use in the Future.

Mrs. Henpeck—If you marry Dick you need never expect me to come to see you.

Daughter—Just say that into the graphophone, won't you please?

Mrs. Henpeck—What for?

Daughter—I want to give it to Dick as a wedding present.

A boaster is tiresome to all but himself.

cutted and uncutted use a mile walk to Broadway.

A SURPRISING FIND

Collections of Half a Century Result in Extraordinary Accumulation Beneath a Cashier's Desk.

Mr. Wright, the National Cash Register Co.'s agent in Winnipeg, has in his possession an old drawer, which was taken from a general store in Kingston, Ontario, where it has been in use for fifty years. Through all changes of system from the establishment of the store, when the proprietor only had access to this cash-drawer, and when all the clerks used it, and during the period it was under the supervision of an individual cashier, the drawer was never changed, occupying a position beneath a cash desk. In the box-like arrangement where the cashier sat there was a false floor about six inches high, which did not cover the main floor entirely. When the proprietor tore out the cashier's desk recently, an assistant gathered up the refuse to throw out into the lane, when, at the suggestion of Mr. Wright, it was sifted. After all the dirt had been carefully cleared away, one hundred and eighty-six dollars in small gold and silver coins of all denominations, and dilapidated bills, were rescued from this refuse. The proprietor's surprise can be imagined, and yet he said he had never missed the money, and never knew it was gone! The drawer itself is so badly carved and worn by long service, that one might wonder how it now holds together.

THREE NEW ORANGE JONES

\$2000 Lost

at one time would startle you, yet you think nothing of the pennies that fall under the counter every day that amount to hundreds of dollars a year. Twenty years with old methods mean a loss of thousands of dollars.

A cash register prevents this loss of profit by enforcing automatically the registration of cash sales, credit sales, money paid on account, money paid out, or money changed.

Send for representative who will explain N. C. R. methods.

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

Tear off here and mail to us today

Name

Address

No. of men

THE SELF-MADE MAN.

Present Day Opportunities Compared With the Past.

Written for the Tradesman.

"The days of the self-made man are past," was the emphatic declaration of the village editor. "I do not mean to say that there are no self-made men at present, but there are not now the opportunities for a poor boy to work his way up as there formerly were. Time was when the boy went into the office of the lawyer, physician or business man and worked and studied until he stood high in his profession or gained a commanding place in business. The business man of to-day does not care to spend time to teach and train a boy for a certain position. When he needs a man he gets him from the school all ready prepared for the work expected of him.

"A man can step down to the university and call upon one of these young fellows, and he can take his pencil and give the size, dimensions and all the desired details for foundations, walls, timbers, iron work, etc., for any contemplated building, bridge, or the like. And so it is in nearly every department. The lucrative positions, the paying jobs are being filled by the men from the schools. They have the technical knowledge, the facts and information which can be depended upon.

"The mercantile field is the only one where there is still a chance for the self-made man, or rather for the young man who has an ambition but no money to pay for the expense of an education or to establish himself in business.

"The question, then, is: How much ought we to do for our children? Are they not more in need of a higher education than formerly? When you consider the average man with a family, the number of backs to be clothed, the stomachs to be filled, the feet to be shod, and then the books, papers, music and comforts in the home—luxuries that our parents could not afford, but considered necessities now—the keeping them in the common school, and other expenses, what more can the parent do? What has he left to help them further?

"You say you are situated as you are now, as you believe, for the best interests of your children. You could

make more money in a different situation. Well, I question if, after all, it is not just as well; yes, better, that a man should give his children these advantages—a good start in life—rather than to direct all his resources toward accumulating money, to pile up a fortune to leave, perhaps, to curse the recipient or to be frittered away in legal squabbles by his heirs."

Sooner or later every parent faces this question of how much should be done for the child. If we accept the editor's views as to the limited opportunities for the poor boy, if conditions are so changed that there is now but small chance for the young person who has not the advantages of higher education or special training, there is then greater obligation upon the parent.

While seeking more light to guide us in this matter, it may be that our own experiences and observations may be helpful to others in like situations.

Much depends upon the child—upon the particular individual. It is possible to give too much help to certain ones. Some would do better if compelled to depend more upon their own resources, while others need not only financial aid, but abundant sympathy and encouragement.

It was formerly considered that a common school education was a great start in life; that having improved the privileges which the common school afforded any young man with health and strength might win his way to a desirable position in the world. Is it possible that with all the increased facilities, with all the improved methods of teaching, with all the thought and endeavor to render our schools more efficient, they fail to benefit the scholar as much as formerly? Or are they inadequate only because the demands of the present are so much greater?

We know that teachers in the district schools are not allowed to devote any time to classes above a certain grade. Thirty or forty years ago in many district schools there were classes in algebra, civil government, book-keeping, natural philosophy and other higher branches. Where there were not enough scholars to form a class in any such study, the teacher was usually glad to assist and direct any one who desired to pursue it.

With four or five months in the district school each winter the boy of from 15 to 20 years could prepare for college, and still be at home to help his parents. It is not so now. The district school prepares him only for the high school, and at an age too young to be sent out alone into the world. His parents can not move to town to enable him to continue his studies; they can not afford the expense even if they do not need his help. And so he must work on the farm, in the shop or mill, lose his interest in study and give up his ambitions. Here and there one may hope on and study on alone until favorable opportunities arise, and success be finally attained.

Teachers' examinations are more rigid than formerly. The schools are under stricter supervision by county officers; and with monthly examinations and reports every parent may know of the children's progress.

Because of the decreased number of pupils in such schools, many taxpayers are unwilling to pay as high wages to teachers as formerly. Hence the younger and least experienced teachers naturally fill such places. In some cases they may mechanically follow the schedules furnished them, and endeavor to compel every child to attain to a certain grade at a certain age without regard to that child's natural capabilities.

The trouble is not inefficient schools, however. They are good as far as they go. It is a system, not adapted to all classes and conditions, which leaves the child of the poor man alone and unaided just at the point where most of all he needs help. Having forced, urged and encouraged him on, filled him with grand ambitions, he is suddenly dropped, once for all, to sink or swim, live or die.

In the cities are night schools for those who must earn their livelihood during the day, and there are correspondence schools for special studies, or full courses, for isolated pupils. But what are these latter compared with contact with the earnest, faithful flesh and blood teachers and enthusiastic fellow students?

Our editorial friend allows that the schools do not turn out ready made merchants, salesmen and the like. Hence there is one avenue of hope for the youth. But are there no others?

The printing office has always been regarded as an excellent school for the impecunious youth. Many a prominent man had little other educational advantages. Here, too, there have been important changes. The linotype and other improved machinery have greatly lessened the number of persons required for a given amount of work. Students—sons of the well-to-do—are acceptably filling positions as reporters and editorial assistants without serving years of

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Ask your jobber about the new drop shipment plan on

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Scotch Oats

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Zest

Saxon Wheat Food

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F. S. Farina

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Quaker Puffed Rice

THE AMERICAN CEREAL COMPANY
CHICAGO

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.

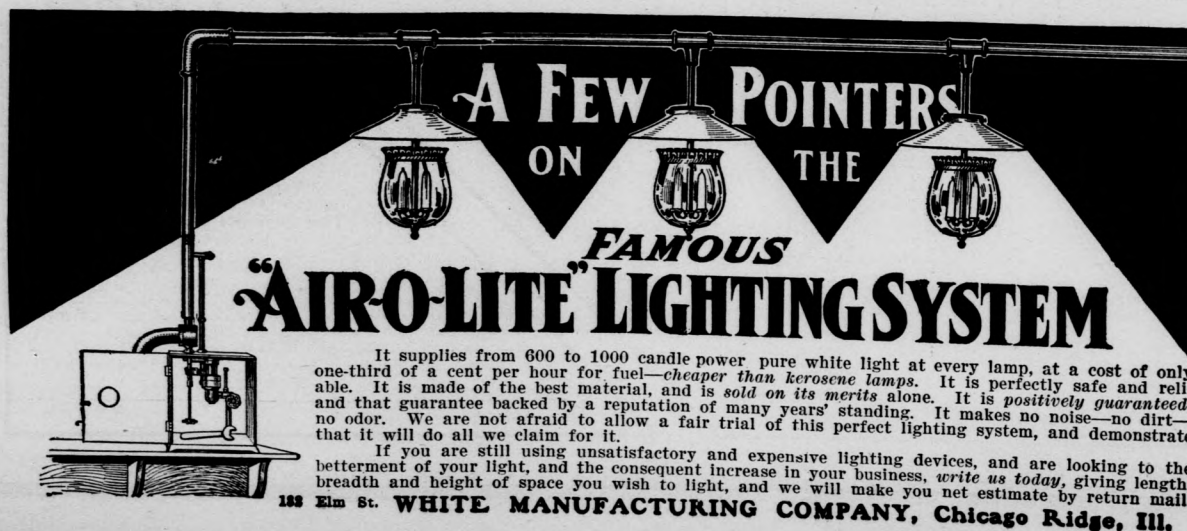
Hand Separator Oil

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.

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



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

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

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

apprenticeship in the mechanical department.

The village newspapers, with their patent insides, stereotype plates and lady compositors, now afford very few opportunities for a young man. And the city printing offices—well, if one can find well lighted, properly heated and ventilated rooms, free from tobacco smoke and fumes of beer, and is not required to stand in with a ring or surrender his freedom and American principles to obtain employment, the printing office is still a desirable place, a vantage ground for any aspiring young man.

If a young man is made of the right kind of stuff he will not be kept down by unfavorable circumstances. A man who was abundantly able to educate his sons would give them no aid whatever, but kept them hard at work on the farm. One of them determined to become an engineer. He obtained books and studied when possible. When he reached his majority he went to work away from home on a farm until he saved enough money to buy a dilapidated threshing engine, and went about the neighborhood with it sawing wood. When he had gained some experience in this way he secured work as a fireman in an electric power house. While there he took a course in a business college, and then obtained a better position in a distant state. In about five years from the time he left home he was receiving \$100 a month wages, and not long after became chief engineer of the electric line where he was employed.

There was another boy who had wheels in his head. When he finished his course in the district school at 16 he was anxious to go on the railroad and become an engineer. He was needed at home, but he obtained books on engineering, studied those and every machinery catalogue he could get hold of, and improved every opportunity to get where there was an engine and talk with the engineer. But for his organ and guitar and the chance to experiment in the tool shop with wheels, belts and various mechanical contrivances he could hardly have endured to wait for his opportunity. When 18, his father gave up part of his business and let the boy go into a machine shop to learn the trade. That was but little more than two years ago, but the young man is now a licensed engineer. He still works in the same shop, in any and every department, and is sent out to set up new machinery, repair engines, put in furnaces, railroad track scales, and the like. He passed a civil service examination and has served acceptably as a substitute in the city postoffice money order department, and is in demand as an organist and pianist at social gatherings.

Because a boy has it in him to succeed in spite of all opposition, is no reason why he should be left to struggle on alone. He is the very one who deserves help, and will very likely attain greater measure of success if aided to secure higher education.

There was a hard-working, studious

farmer's son who proposed that if his father would assist him through college he would repay him the expense. His request was granted, and at the end of a four years' course he graduated with high honors but with impaired health. He soon entered Government employ as a civil engineer, and a few months with a surveying party on the Western plains put him in physical trim again. A year or two later he superintended the building of a large light house, and has ever since remained in Government employ, receiving as high as \$2,200 per year. When his father met with an accident which rendered the carrying on of his farm a burden, the son purchased the farm, hired a superintendent and gave his parents the privilege of living on in the old home and taking their ease.

A civil war veteran, a sufferer from rheumatism, sent his oldest son to college for eight years, while he and a younger son carried on the farm. Why did he not keep the strong young man at home to do the hard work and let his father sit on a dry goods box at the corner store and live on his pension? Evidently because sitting was not chronic in the family, and the father had more faith and interest in the boy than the neighbors had. It was not very long after the son finished his course before he held an important and remunerative position with a railroad in the Southern States. The father has given over the work of the farm to the younger son and can take life easier.

If the day of the self-made made is past, still the condition is not deplorable. The world has yet large opportunities for those who seek them, and good pay for faithful work in still uncrowded fields. The faithful parent will study the child's natural capabilities and help him in every reasonable manner.

E. E. Whitney.

Not Her Fingers.

Oliver Wendell Holmes enjoyed nothing so much as a clever retort, even if it happened to be at his own expense. One day, at an entertainment, he was seated near the refreshment table, and observed a little girl looking with longing eyes at the good things. With his invariable fondness for children, he said, kindly:

"Are you hungry, little girl?"

"Yes, sir," was the reply.

"Then why don't you take a sandwich?"

"Because I haven't any fork."

"Fingers were made before forks," said the doctor, smilingly.

The little girl looked at him and replied, to his delight:

"Not my fingers."

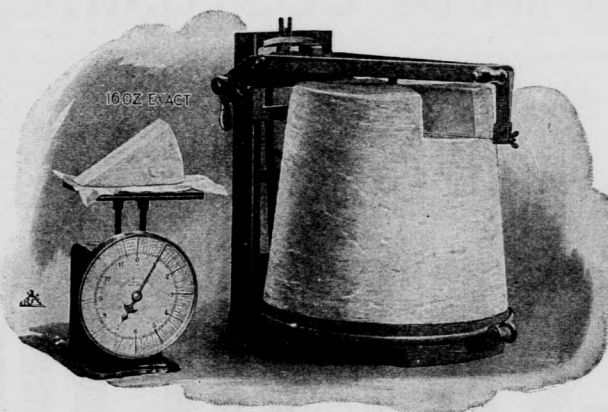
Of Course He Was a Brute.

Mrs. Stalor—John, don't you think I need a new gown? This one begins to look shabby.

Mr. Stalor—I don't see anything the matter with it. You look well enough in it to suit me; and why should I pay out money to make you more attractive to other men?

How Much do You Lose on Butter?

Can't Tell Exactly—Eh?



THE NEW KUTTOWAIT

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

Let us show you.

CUT OUT. MAIL AT ONCE.

Name

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KUTTOWAIT BUTTER CUTTER CO.

UNITY BLDG., CHICAGO

SILENT INFLUENCE.

It Shows Plainly in Every Act of Life.

Written for the Tradesman.

Silent influence is to-day the most important power we possess. How many of us are reached through it can not be determined for we are not going to tell. We who have risen under such influence are simply going to do likewise; that is, providing it happened to be the right kind. We feel that to us it is one of the greatest blessings which has ever come to our life.

We also realize that those who silently do good and live upright are not selfish; they are not boastful; they are not preaching one thing and practicing another. They live for the good that they can do, the state of civilization that they may help their world to reach, and care not for individual praise. Their lives show us that they have successfully won victory over the foe of human selfishness.

First, we notice the school mistress, who holds the lives of the little ones of our land partially within her command. She teaches them, of course, but her silent influence casts over them a beautiful idea of life. She loves them and she wishes them to love her and the world. But does she teach them that they must love her? No, she obtains that divine object through her own influence. Her daily life, with its hours full of love and uplifting thoughts and deeds, crowns her with success. Her very ways, her manner of talking, her character are patterns that the children are sure to imitate. They love her. Her life, to them, is perfect.

Then we reach the higher students, those of high schools and colleges. The manner, character and kind words of their professors impress them more and awaken thoughts, ideas and the beauties of life that heretofore have lain dormant within their minds. They may attend divine services on the Sabbath, hear the brilliant words of their pastor as he explains the grandeur of Divine Life, the beauties of their environments and the righteous way of living, but still it impresses them not. When they look around, and see those who are living for the benefit they can be to the world they wonder where the secret of a beautiful life lies. They meditate and soon awaken to the realization that they, too, have a mission to perform, that they may derive pleasures from the same source that others do; that is, providing they open the channel of thought and allow only goodness to flow through.

Why is it that silence has such influence? Because that which dwells in the mind has manifested itself in real light. We not only hear about it but can see and feel in our own souls the blessings of love, the righteousness of goodness or the sorrows of evil. Not only does this influence affect the life in the school room but everywhere—in business, in society, in the home. It is felt in the way in which the business man treats his associates, the way by which parents

rule in the home. If Father and Mother use harsh words or slang in the home that is the way the children will do, no matter how often they may be told not to. Why? Because it is the most natural thing in the world to drift into the ways of those with whom we come in contact. If we live among those whose minds dwell on love, purity, joy, loving kindness, we can not help but fall in line.

Now what about the influence of wrong? Ah, we must acknowledge that that is nearly as great as the good! But, if we once obtain goodness, evil has no effect, as we are enveloped in a realm of sublime sweetness which can not be overcome by any other power. Evil influence is on every hand. It holds within its grasp only sorrow, therefore, our aim in life should be to banish it, to drive the curse from the land.

But how are we to do this? Indeed, it will be a long battle and a hard battle, which we are in hopes of winning, although it may take the lives of many and the years of centuries. We who are on the side of good must rally our forces, organize our armies and help in the bitter fight which is on to-day.

First, we must assist all avenues of education: Obtain officers who will enforce the laws which relate to education and never permit the youth of our land to be reared in city slums or other places of filth. Gather them into the school room and fling in their path the influence of love and purity, combined with learning. What some of them can not obtain in the home let us see that they obtain elsewhere. The laws of to-day on education are in a fair condition but in many cases they are not enforced. We may look around us and

see bright youth who are deprived of the advantage of becoming something in life, because they are permitted to hang around street corners and get into bad company. They, with their little minds, do not know the value of an education, either morally or otherwise. But we who do know should do all in our power to give them that which is rightfully theirs. Then again, in society's realm those who are always well behaved and pleasing are the ones to whom we look for patterns. By their every action they show that their way is much the better and prettier way to do than otherwise.

We all know that the life we lead shows our character and thoughts. Our words may be beautiful yet our lives full of evil and hatred. Of what good are these words?

None. Our daily life must flow from our souls. When we are carrying our heaviest burdens its sweetness must fall from our lips with every syllable. We can not tell how good we are and have it credited without living it. Neither can people believe it when a task is put upon us and we shirk or speak as if we were angry. Every moment of life must be guarded over by love. The golden hue of sunlight mantles our countenances. The radiant smile of content must shine from our souls. The melody of divine love must ring from our lips in every yes or no. So shall we reach the summit of eternal blessing, the land of perfect peace.

Lucia Harrison.

Too Weak.

"Are you not afraid that whisky will get up into your head?" asked a gentleman to a stranger he saw drinking at the bar.

"Naw," replied the toper; "this liquor is too weak to climb."

Gillett's
D. S. Extracts

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

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

Sherer-Gillett Co.
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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 WILL BE YOUR BEST CUSTOMERS,

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

HAND SAPOLIO

Always supply it and you
will keep their good will.

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

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

When a Business Man Should Employ an Attorney.

This is intended to be a word in season to the business man who considers that he is saving money when he refrains from employing a lawyer until he has to. As a matter of fact, there is money to be saved in employing the right kind of an attorney the very minute there is the slightest hint of any difficulty which may end in litigation.

A great many business men, especially retailers, occasionally find themselves on the edge of trouble of some kind. It may be a threatened suit for damages or it may not take the form of trouble at all but may be something in the nature of the purchase of real estate. It is a general belief that if a man can worry along without an attorney, he ought to do so. No greater mistake was ever made. Many a controversy could have been prevented and many a loss avoided if the services of an honest attorney had been secured at the inception. For very often when the snarl becomes so great that a lawyer must be secured, he finds that the matter has gone beyond the point of compromise. Under such circumstances his services and the other costs incident to the straightening out of the difficulty are reasonably sure to be five or ten times as great as if he had been brought into the case at the beginning. It is a rule which has few if any exceptions that an attorney should be consulted at the slightest appearance of any form of controversy or trouble which can in the ordinary course of things mean litigation.

A few weeks ago an attorney was consulted by a retail grocer who had that day been served with a summons in a suit for damages. Several weeks before that a pedestrian had fallen upon some ice in front of his store and had broken his arm. As soon as he discovered the damage which had been done, the pedestrian sent word to the grocer that the cause of the accident was the icy pavement and that he would expect the owner of the pavement to settle the doctor's bill. As the break was not serious this should have reasonably gotten within \$25. The grocer, sincerely feeling that he was not to blame, refused rather hotly to pay one cent and after a somewhat acrimonious correspondence, suit was begun for \$5,000 damages and is now pending in the courts. The issue is uncertain. The grocer may win and he may not. The point is that even if he wins, he will have spent more than the \$20 or \$25 which would have been necessary to settle the case in the beginning, to say nothing of the worry and loss of time incident to prosecuting any form of litigation. Had this grocer consulted an attorney at the first hint of the damage, he would have been advised—if the attorney were reputable—to pay the small sum of money demanded rather than fight the case.

Another incident of a different character will illustrate the point equally well: A short time ago another retail merchant desired to purchase a piece of real estate. Ignor-

ing the fact that real estate operators are always sharp and usually unscrupulous, he thought it would be economy to handle his end of the deal without an attorney. The real estate agent induced the merchant to sign a written agreement of sale, which failed to contain a number of stipulations which the merchant had said must be made. The real estate man smoothed this over, however, by promising verbally to do the things required, which he assured the purchaser would be just as binding as to have that part of the agreement in writing.

When the time came for settlement the purchaser refused to settle until the verbal promises of the agent had been performed. The agent referred him to his employers, the real sellers, who at once declined to carry out the agent's promises on the ground that they were not embodied in the written agreement. At this stage the merchant consulted an attorney and was advised that the real estate men were under no obligation whatever to do anything which they had not bound themselves to do in writing; in other words, the verbal promises by the agent, inasmuch as nearly all of them contradicted the written agreement, were not worth the breath that it took to utter them.

Now the point of this incident is like the point of the other. If, at the beginning of this transaction, this merchant had retained an attorney to look after his interests, that attorney, if he were capable, would have insisted that the supplementary stipulations should have been embodied in the written agreement, under which circumstances they would have been binding upon the seller. Inasmuch as the sale would have depended upon this, it is reasonably certain that the attorney would have succeeded in getting everything done which the agent had ineffectually promised to do.

The business man who gets through the world without difficulties and without worry and expense is the man who places himself in a position where he can have a lawyer's ear the very minute any legal question arises about which he is in complete or partial ignorance. — Grocery World.

Managing To Live Through It.

"Still doubled up with that infernal rheumatism, are you, Notley? Upon my soul, I am sorry for you," said the friend who had dropped in for a short call.

"I am glad to have your sympathy," replied the sufferer, wincing a little as a sharp twinge caught him in the elbow joint, "but I have read the obituaries of 32 people who were sorry for me."

Wanted a Cheaper Variety.

"What!" exclaimed the woman who had just started a boarding-house, "twenty-five for those string beans?"

"Them ain't string beans," said the huckster. "Them's butter beans, an'—"

"Hm—butter beans! Maybe you've got some eleomargarine beans that'd come cheaper."



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.

Our "Custom Made" Line

Of

Men's, Boys' and Youths' Shoes

Is Attracting the Very Best Dealers in Michigan.

WALDRON, ALDERTON & MELZE

Wholesale Shoes and Rubbers

State Agents for Lycoming Rubber Co.

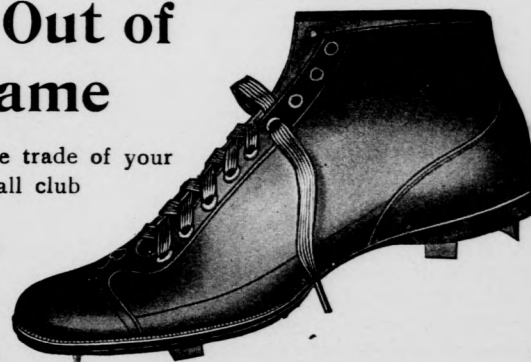
SAGINAW, MICH

You Are Out of The Game

Unless you solicit the trade of your local base ball club

They Have to
Wear Shoes

Order Sample Dozen



And Be in the Game

SHOLTO WITCHELL
Everything in Shoes

Sizes in Stock

Majestic Bld., Detroit

Protection to the dealer my "motto"

No goods sold at retail

Local and Long Distance Phone M 2226

Shoe Findings in the Shoe Store.

The term "shoe findings" is older by far than the present generation. Going back to the old-time custom shoe shop this term implied items that entered into the making of a boot or shoe other than leather, thread, wax, nails, bristles, pegs, etc. As the shoe shop took on the dignity of a shoe store the meaning of the term "shoe findings" was enlarged, taking in a variety of articles which were unknown to our forebears and which are now essential features to a modern shoe store. Too often too little attention is paid to the shoe supply department, the different items, instead of being grouped in some convenient place, being scattered throughout the store or delegated to a rear corner.

One is surprised upon looking over the index of a shoe store supply catalogue to find so many articles which may and ought to be kept on sale in a modern shoe store, and one is equally surprised to find how little capital is required to put in an adequate assortment for the needs of his patrons.

There is no doubt that the findings department, with a little pains, can be made to pay a better percentage than any other department in the store. Every live merchant knows that when goods are properly displayed he has engaged a silent although effective salesman without adding to the expense of his payroll. In order to display the different items properly a suitable showcase ought to be used wherein the different articles can be laid out for inspection. This will also give your store a modern and up-to-date appearance.

Disappointed Shoe Dealers.

Considerable disappointment is in store next season for shoe dealers and merchants who placed their orders for spring footwear at the old prices, or at a very slight advance. Goods are beginning to come to hand and dissatisfaction in some cases has already made itself manifest. More tangible evidence will come to their notice when the goods are put to the test of wear. Then the claim of the makers must of itself fall. Intelligent shoe men must recognize as well as realize the fact that footwear prices should advance considerably with the present prevailing conditions of the high hide and leather markets. Many manufacturers of unquestionable reputation have this season tried to create the impression that they would be able to make shoes as near the old prices as possible. Wise dealers foresaw the situation and did not hesitate in meeting it, and dreadfully paid an advance of 5, 10 or 15 cents per pair for good selections of sole leather. The sole will be the place first to show the weakness of inferior stock. Success of business depends on quality—wearing quality counts. It matters not who makes the footwear, the advanced cost of production is one that can not be gotten away from, not alone on account of the advance cost of sole and upper leather, but the added advance of most other materials and the increased cost

of labor. The conditions are here and the responsibility can not be thrust upon any one set of persons. It is the outcome of our present prosperity.

The Golden Rule.

Don't size your employees up as thieves and liars until you have had proof that such is the case; give them their constitutional rights. I have known several at first absolutely straight men, but of weak moral fiber, who have become tired of a too severe espionage and have eventually stolen, because, as they said, "they might as well have the game as the name."

Don't forget, above all, that the Golden Rule should apply in your treatment of clerks. Don't play favorites, for it awakens jealousy, but don't be afraid to commend good work publicly. It is a good incentive for a large force and you are commending the results, not the man. "I like the way this is done" carries more weight with a man than "I like the way you do things," provided always that you let your men know that you know what is going on, and who does the work.

Don't put a clerk down as a loafer because you see him apparently idle when you come in suddenly, and who continues so after your arrival. He is less to be distrusted than he who, under similar circumstances, makes a sudden burst of speed. The first may have finished an arduous piece of work; the second may be bluffing.

Make the Show Window Back the Advertising.

A very important feature of shoe store advertising, and one which is frequently lost sight of, is to make the window back the advertising. The connection should be as direct and pointed as possible, the stronger the better. This can hardly be carried out if the window is crammed full of a miscellaneous assortment of nearly everything in stock. Don't crowd the window, and always give advertised goods a chance. A very useful idea in such cases is to clip the store advertisement from a number of daily papers of the same date and paste them lightly to the inside of the window. Another very tasty way of doing this is to mount a number of copies of the daily advertisement on neat, plain or tinted cards and place them in the window among the goods. The purpose of the daily advertisement is to talk up seasonable goods, and the window campaign should be laid out in the same way.

Poor Richard Junior's Philosophy.

Lovers of self admit of no rivals. Often confession is owning up when you are sure to be caught. Sometimes conservatism is simply radicalism in its dotage. There never was a good enemy who would not make a better friend. A man who wears diamonds may be a gentleman, but appearances are against him. Those who are five minutes late do more to upset the order of the world than all the anarchists.

Have You a Shoe Sundries Department in Your Store?

Yes. Is it in the rear of your store, a sort of rummage corner, hit or miss, catch as catch can place?

If so make up your mind that you are going to bring it to the front before spring trade opens. It's worthy of a prominent place in your store because it can be made to pay a better per cent. than any department you have.

Round Shoe Laces	Toe Plates	Heelers
Flat Shoe Laces	Ball Plates	Shoe Lifts
Silk Shoe Laces	Rubber Heels	Knee Protectors
Oxford Shoe Laces	Shoe Dressing	Cork Insoles
Colored Shoe Laces	Shoe Blacking	Hair Insoles
Porpoise Shoe Laces	Leather Preservative	Leather Insoles
Raw Hide Shoe Laces	Brushes	Lamb Soles
Ankle Supporters	Corn Cure	Overgaiters
Heel Plates	Foot Powder	Leggings

Shoe findings were made to sell, not to give away. Send for catalogue and "Get Ready."

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

How Would You Like to be the Shoe Man?



Selling
Hard Pan Shoes
for
Men Boys Youths

A shoe as solid as the everlasting hills. Made over foot easy lasts. That makes you a friend every time you sell a pair. You've been saying tomorrow about as long as it's safe. Exclusive territory—continuous sales

—hosts of friends—also P. D. Q. deliveries from stock. Order a run of sizes to-day. To-morrow the line may be sold to the other store. Look for **our name**; it is on the straps of every pair.

The Herold-Bertsch Shoe Co.

Makers of Shoes, Grand Rapids, Mich.

Art of Getting Attention Sells Goods.

In this day of business competition attracting attention has become a fine art. Just what quality or quantity of impression is best suited to the eye or ear of prospective buyers has become a question for careful study. Trading has been lifted to the level of a science by this influencing of the human mind to take note and desire and buy.

That this science is an accurate one has been attested by remarkable results in advertising. The elimination of a single word in an ad. appearing currently in one of the leading periodicals cut down replies to it 50 per cent., and after awhile when the word was reinstated, replies increased to the former amount. The increasing or diminishing of space for a given advertisement has been followed sensitively by an increase or decrease in results.

It has also been demonstrated that color—certain colors—have remarkable attracting power on billboards and influence casual observers favorably. Luscious dabs of burnt orange, for instance, in a poster, have prejudiced thousands of palates in favor of drinks and foods hitherto unknown.

In approaching a stranger every detail of one's person is effective; clothes, bearing, and voice should afford a background as it were to the values you offer for sale, which is vivid enough to be distinctive without diverting attention from the proposition in hand. The mistake often is made of making oneself too impressive; the seller becomes then the foreground, and his apparel, the background, of attention. Sometimes in a tone of surprise one hears of this or that splendid fellow not making good as every one had expected. The explanation is often simple enough: he has been too much of a "good fellow."

It is a delicate question, drawing the line between self-assertion which lends prestige to a transaction and the sort which overshadows it, but the result is unmistakable. In a large New York office there was always a welcome for "Fatty Webster," the penman, as he was called. His huge person, elaborate courtesy, and his stories had become a tradition among the older members of the force, and a source of much curiosity among the boys on the day of his annual visit. He was polite and entertaining, as vivid a man as ever came across the sea with English goods to sell. His goods were good, as good as the best, and he always sold a few boxes each trip, but singularly enough during the twelve months intervening the bulk of the office needs were supplied from other sources. Webster, in fact, was better known than his wares. Sometimes he would inquire why purchases had been so light since his last visit. No one seemed to know or care much about it. Webster seemed complete without them.

Business men constantly are besieged by people who have things to sell them, and often it is necessary to avoid a hackneyed approach by some novel statement of an old story. This method was successfully employed by

a life insurance agent, who approached a wealthy manufacturer one day in his office in the following manner:

"Mr. Smith, I understand your family are having a bad time settling your father's estate out of court."

At this personal reference the man pricked up his ears. Some aid might be at hand to untangle that disagreeable dispute.

"How about your own estate?" the agent continued. "Is there any chance of your wife having similar trouble after your death?"

The man admitted the possibility.

"Would you be willing to pay me \$50,000 now for every \$100,000 I guarantee to disburse to your family after your death, in any manner you designate?"

"But I could not spare so large a sum from my business."

"Will you pay me 2½ per cent. annually of that sum as long as you live for the same service, with the privilege of discontinuing the deal at any time, with refund to you of nearly all of the interest paid in?"

The man looked up incredulously. It was a simple statement of results under a life insurance policy for \$100,000, and so interested the man that he signed an application for the amount. He had always been opposed to insurance.

The danger in such method of approach lies in the tendency to misrepresent, to paint glowing pictures which contrast badly with the facts. The reaction is sure to be fatal; attention has been purchased with resentment.

To gain access to a man on false pretenses is equally bad. Sometimes modesty by its unusualness will arrest attention and then easily win confidence as a matter of course. It is unusualness of the pleasant sort which counts. The pronoun "you" is much more effective than "I" in addressing a man from his own standpoint.

It is a difficult matter to perpetuate attention. If it is a question of holding trade in one's absence against the personal appeals of perhaps scores of solicitors in the meantime, then some method must be devised of associating oneself or one's goods with something habitual in the buyer's mind, some hobby or incident not easily forgotten. John Benson.

Musician Builds Miniature Locomotive.

Christopher Jasperson, a Salt Lake City musician, on a wager made with Kent O. Keyes, of the New York Central Railroad, has succeeded in building a miniature duplicate of the large locomotives used on the Central lines. The work was done during spare moments and has taken five years to finish. It is complete in every detail, can be fixed up and operated with steam and has 200 separate parts in the engine alone. Mr. Jasperson has had no mechanical education or training, but has a little shop not large enough for two persons, in which, he says, he finds pleasure in doing tinkering. He is a bookmaker by trade, but has cultivated his musical talent and mechanical skill.

Reeder's

of

Grand Rapids


Hood and

Old Colony

Rubbers

Best Goods
Best Prices
Best Deliveries

Geo. H. Reeder & Co.
Grand Rapids, Mich.



Mayer Working Shoes

Have achieved a splendid reputation for wear and reliability among the best **farmers, miners, mechanics, lumbermen and workmen** of all classes. This line of working shoes will win the everlasting friendship of your customers and make your trade grow.

Have you noticed the striking advertisements of Mayer Shoes now appearing in leading publications throughout the country? Be prepared for the demand—send for a salesman.

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



ONLY \$15.85

Retail Value \$22.00

for this selected oak desk, 48 in. long, 30 in. deep, 45 in. high, finished a rich golden color and has a heavy varnish finish. The interior is conveniently arranged with pigeon holes, and the base has 4 drawers in the left pedestal, and 3 letter files fitted with our special index, and a large drawer in right pedestal which is deep enough to admit of large books or letter files. All drawers lock or unlock by opening or closing the curtain. This desk made in 34 in. and 60 in.

The Sherm-Hardy Supply Co.

Wholesale and Retail Office Furniture

5 and 7 So. Ionia St. Grand Rapids, Mich.
In writing please mention the Tradesman.

GET INTO POLITICS.

Urgent Advice by the President of Indiana Association.*

The great interest in the commercial trade of the State is clearly manifest by the attendance here from every quarter of the State of business men who unselfishly are working for the betterment of the retail merchants' condition as a whole.

I am certain that the good results of this convention will be permanent and far-reaching; that its influence for good will be felt in every city and town in Indiana and that the people in general will throughout the State look upon this Association as a great factor for the advancement and protection of all law-abiding citizens, whatever may be their station in life.

In my address at the fifth annual convention, held at Vincennes in January, 1905, I attempted to point out the many evils which beset the merchants of this State. At that time I endeavored to place particular stress on the non-enforcement of the law and the legislation necessary to healthful business conditions. One year has elapsed since our last convention and conditions are unchanged. We find in the state house at Indianapolis they have just awakened to the fact that, at the very fountain-head of law and order in our State, corruption in public office, graft and a total disregard of law have held full sway.

In the eyes of the Nation to-day Indiana stands disgraced and I charge the business men with the responsibility of present conditions, owing to their inactivity in public affairs.

The time has arrived when the duties of the business man extend farther than buying and selling merchandise. Some of his efforts must be directed in the interest of the public good if he himself wishes to prosper. By our apathy and lack of united effort in the past we have sowed the wind and to-day are reaping the whirlwind of graft of the most colossal nature.

We were brought to an abrupt realization of these facts when the arbitrary power of the State government was used to crush the Merchants' Mutual Fire Insurance Company of Indiana. This was accomplished through the State Auditor's office, at the command of the combined fire insurance companies, commonly and correctly called the "Fire Insurance Trust."

I feel it is due this Association that you fully understand the circumstances relative to this affair, and place the responsibility where it rightly belongs.

Carrying out the wishes of our convention at South Bend, your Executive Board authorized the organization of a mutual fire insurance company, whereby the merchants of this State might secure insurance against loss by fire for a sum less than the exorbitant rates charged by the insurance combine. As a result of our

efforts in this direction a charter was issued by the Secretary of State to the Merchants' Mutual Fire Insurance Company of Indiana to do a general fire insurance business in this State. This charter was issued upon the statement of the State Auditor that the law had been fully complied with, that a satisfactory exhibit had been made of our cash, securities and other papers, that we had \$100,000 in bona-fide premium notes and \$20,000 in cash and that we were entitled to every protection under the law. In eight months, or at the close of business May 31, 1905, the company had secured over \$2,000,000 of business, had nearly \$400,000 of future business, representing 1,600 policy holders, including many of our best and most conservative merchants, and the surplus was such as to justify the statement that, beyond the question of a doubt, we would be fully able to return the 40 per cent. notes taken in part payment of premium.

During this period David E. Sherrick, Auditor of State, answered all enquiries regarding the company with the statement that the Merchants' Mutual Fire Insurance Company was legally organized and absolutely safe. The great inroads we were making upon the business of the "trust" caused them to send out the word that our company must be crushed, regardless of cost or methods used. Their first effort was to attack us through "Rough Notes," a paper published at Indianapolis by the combine. Nothing was too false or libelous for them to print, their desire being to provoke litigation and in that way endeavor through publicity of court proceedings to create adverse public opinion. Completely failing to affect us in this manner, they next attacked us through the office of the Auditor of State and, as a citizen of Indiana, I blush for shame when I am compelled to state that with the assistance of our State officials they accomplished their purpose.

State Auditor Sherrick, who previously reported our company first-class, and our securities above question, when commanded by the "trust," notified us that our premium notes were not in accordance with law and ordered us to discontinue business. I regard this act as one of the most dastardly outrages ever perpetrated upon the people of Indiana and it richly deserves the censure of this body.

Recent developments in the state house furnish additional proof of the deplorable condition of public affairs, and in all sincerity I state that I believe the time has arrived for the merchants of Indiana to arouse to the necessity of honest conduct of public business by officials who are the servants of the people. In this connection I believe that there is one official who should receive the hearty endorsement of this convention and the unanimous support of the merchants of Indiana in his noble efforts in the interest of having public officials faithful to their trust. I refer to Governor J. Frank Hanly.

Legislation necessary to the business interests of the State should not only be considered, but should receive the best thought of this body. The National Congress has now under consideration two measures on which this convention should emphatically declare itself.

One is the national pure food bill, which we should heartily endorse, and the other is the parcels post bill, which we should oppose with all the force and strength of this organization. This subject will be ably handled later on by one of our most prominent delegates.

The sixty-fourth General Assembly of Indiana will go down in history as the freak legislative body of the age. Freak bills were passed with a whirl, while necessary legislation met defeat. The indorsement of the merchants of Indiana of a measure before this body seemed to be its death warrant. This is particularly true of the Senate branch of the Legislature, where twenty-five of the fifty members are lawyers by profession and the paid attorneys of large corporations, it seemed by virtue of their membership in Indiana's legislative body. The merchants' protective bill, the anti-trading stamp bill, the non-resident peddlers' bill and the bill to regulate sales of stock in bulk were all endorsed by the merchants and were promptly defeated by the corporation attorneys of the Legislature who seemed to control that body.

I feel that the condemnation of these gentlemen could not be too severe and I ask this convention to adopt such measures as will give general publicity to the action of certain members of the late lamented Legislature and devise ways and means by which we may receive due consideration at the hands of the lawmaking body of Indiana.

Gentlemen, I appeal to you to go into politics, not as partisans, but as law-abiding citizens, in the interest of self preservation.

I hope this convention will not adjourn until plans are complete in every detail by which we may be able to secure the passage by the next Legislature of a merchants' protective bill, which will deal justly and be in the interest of all honest citizens.

In conclusion, gentlemen, I trust your deliberations will be harmonious and will bear good fruit.

I know you will carefully consider the propositions presented to you, and that the sixth annual convention of the Indiana Retail Merchants' Association will mark the beginning of a new era, of a brighter dawn for the business men and the commercial interests of the State.

Easy Way To Classify Men.

Customer—Why haven't you called upon me for that little bill I owe you?

Grocer—Oh, I make it a rule never to ask a gentleman for money.

Customer—Indeed! But suppose a man is indebted to you and doesn't pay?

Grocer—Well, after a certain length of time I conclude he is not a gentleman; then I ask him.

Making the Hardware Store Attractive To Women.

Not one woman in ten knows what the hardware store does—or should—contain. Of course, most women know that it is the headquarters for stoves, plows and nails. If there happens to be a sportsman in the family, guns and ammunition are added to the feminine inventory. But as woman rarely has occasion to invest even in a razor or jack knife, the notion once formed stands little chance of being overthrown.

Should some special purchase require her to enter, it is with a feeling of uneasiness—akin to that of entering a country bar-room. Possibly there is nothing of reassurance within. The proprietor meets her with grimy hands, evidently leaving with reluctance the farmer with whom he was dicking on a harrow. His hesitating manner induced by his uncouth personal appearance makes the fair purchaser more than ever feel herself out of place. The purchase hurriedly made, she scuds out as quickly as possible, neither looking to right or left for bargains, and gives a sigh of relief that hardwareman and plowman are free to continue their trade.

He who would retain women customers finds that, with basin, soap and towel at hand, he can quickly render himself presentable. No one can make a success of salesmanship when his general demeanor suggests a continual apology for himself, he is ill at ease, and the feeling is contagious. While there is rough work connected with sales, there is no necessity for uncouth appearance.

A neatly kept room is another attraction. Shining stoves are universally admired. Even rough farm implements, neatly arranged, are attractive. Cleanliness is the keynote. Freedom from tobacco juice and rustic remark is essential. Loungers who habitually inspect customers and the goods purchased are not conducive toward building up the feminine trade.

If goods liable to attract her are all packed away in boxes, to be shown only as called for, she will continue to believe the hardwareman has little in her line. However, if he exerts himself, just a little, to have her see the merits of a new roaster, meat chopper, or cherry stoner, this opinion is quickly and permanently changed. There are countless little household articles which, when once used, are adopted as necessities. The show window is a good place to introduce them to the public; but a personal talk is better.

The woman who finds a neat and orderly store, polite salesman, evidence that she is welcome, and that in many lines the goods are of such nature as to interest her directly, will quickly avail herself of the opportunity to profit by investment. And her leisure for investigation is often greater than that of her business-engrossed husband.

Where Some Dealers Are Weak.

To be successful a merchant must be imbued with such enthusiasm for his calling that he will not fail to believe the articles he is selling are

*Annual address of President Fred Meyer at sixth annual convention of the Indiana Retail Merchants' Association, which will be held at Fort Wayne, Ind., January 16, 17 and 18.

entitled to good prices. His enthusiasm falls short of full measure if it does not include appreciation of the merit of everything in his stock.

A man may take pride in the appearance of his store, in the system which he introduces into his accounts, in the methods which he uses in securing the attention of the public, and in the bargains he makes with those who sell goods to him, but he will fail in an essential requirement if he has not such faith in the value of the goods which he sells as to insist upon getting prices which will realize a fair profit, unless, of course, he has an object in making a leader of some one or more lines. We have known instances in which merchants thoroughly equipped to conduct their business, apparently proficient in all the qualities needed to make them successful, have proved weak in selling their goods. This possibly has arisen from overestimating the strength of competition from other merchants, or from a natural predisposition to pessimism.

The man who looks persistently on the dark side feels that to maintain his footing in the trade he must offer inducements to those who purchase from him and fears to ask a price fair to himself. The merchant who is thus constituted almost invariably comes to grief. During his career in a community he makes himself a continual thorn in the side of others who are in the same branch of trade. They may all be anxious to keep up their prices and secure a fair return on their investment, and proper compensation for their labors, but find themselves unable to do so by reason of his competition.

In the case of such a man this competition may not mean that he is endeavoring to increase his trade at their expense, but simply that he has not sufficient confidence in the merit of the goods which he sells to aim to secure what they are really worth. It is unfortunate for himself, as well as for the community, that any merchant should lack that pride in his business which makes him feel that the wares that he sells are too good to be sacrificed.—Iron Age.

Asks More Money for Hog Inspection.

Secretary Wilson, of the Department of Agriculture, has submitted to Congress, through the Secretary of the Treasury, a request for an immediate appropriation of \$135,000 in order that increased exportations of pork may be made.

The Secretary said that owing to the high price of pork abroad there had been such a demand for American pork that there were not inspectors or microscopists enough in the service to make it possible for extensive shipments to be made. He believes, however, that if the amount stated is given to him the Department will be able to respond to the call for relief made by packers. These had offered to pay the expense of the inspections, but under the law this could not be permitted.

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
120	4	1 1/2	10	10
129	4	1 1/2	9	10
128	4	1 1/2	8	10
126	4	1 1/2	6	10
125	4 1/4	1 1/2	5	10
154	4 1/4	1 1/2	4	10
200	3	1	10	12
208	3	1	8	12
236	3 1/4	1 1/2	6	12
265	3 1/4	1 1/2	5	12
264	3 1/2	1 1/4	4	12
Discount, one-third and five per cent.				
Paper Shells—Not Loaded				
No. 10, pasteboard boxes 100, per 100.	72			
No. 12, pasteboard boxes 100, per 100.	64			
Gunpowder				
Kegs, 25 lbs., per keg.	4 90			
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.	2 90			
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 60			
Shot				
In sacks containing 25 lbs				
Drop, all sizes smaller than B.	1 85			
Augurs and Bits				
Snell's	60			
Jennings' genuine	25			
Jennings' imitation	50			
Axes				
First Quality, S. B. Bronze	6 50			
First Quality, D. B. Bronze	9 00			
First Quality, S. B. Steel	7 00			
First Quality, D. B. Steel	10 50			
Barrows				
Railroad	15 00			
Garden	33 00			
Bolts				
Stove	70			
Carriage, new list	70			
Plow	50			
Buckets				
Well, plain	4 50			
Butts, Cast				
Cast Loose Pin, figured	70			
Wrought, narrow	60			
Chain				
Common	7 1/2 c.	6 c.	6 c.	4 1/2 c.
BB	8 1/4 c.	7 1/2 c.	6 1/2 c.	6 c.
BBB	8 3/4 c.	7 c.	6 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, 6 in., per doz.	net. 75			
Corrugated, per doz.	1 25			
Adjustable	dis. 40 & 10			
Expansive Bits				
Clark's small, \$18; large, \$26.	40			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
Files—New List				
New American	70 & 10			
Nicholson's	70			
Heller's Horse Rasps	70			
Galvanized Iron				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28				
List 12 13 14 15 16 17				
Discount, 70.				
Gauges				
Stanley Rule and Level Co.'s	60 & 10			
Glass				
Single Strength, by box	dis. 90			
Double Strength, by box	dis. 90			
By the light	dis. 90			
Hammers				
Maydole & Co.'s new list	dis. 38 1/2			
Yerkes & Plumb's	dis. 40 & 10			
Mason's Solid Cast Steel	80 c list 70			
Hinges				
Gate, Clark's 1, 2, 3	dis 60 & 10			
Hollow Ware				
Pots	50 & 10			
Kettles	50 & 10			
Spiders	50 & 10			
Horse Nails				
Au Sable	dis. 40 & 10			
House Furnishing Goods				
Stamped Tinware, new list	70			
Japanned Tinware	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 1/2
Miscellaneous	
Bird Cages	40
Pumps, Cistern	75 & 10
Screws, New List	85
Casters, Bed and Plate	50 & 10 & 10
Dampers, American	50
Molasses Gates	
Stebbins' Pattern	60 & 10
Enterprise, self-measuring	30
Pans	
Fry, Acme	60 & 10 & 10
Common, polished	70 & 10
Patent Planished Iron	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages 1/2 c per lb. extra.	
Planes	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
Nails	
Advance over base, on both Steel & Wire	
Steel nails, base	2 35
Wire nails, base	2 15
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	30
4 advance	45
3 advance	70
2 advance	50
Fine 3 advance	15
Casing 10 advance	25
Casing 8 advance	35
Casing 6 advance	25
Finish 10 advance	35
Finish 8 advance	45
Finish 6 advance	85
Barrel 1/2 advance	
Rivets	
Iron and tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
Ropes	
Sisal, 1/2 inch and larger	9 1/2
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	28 00
Sheet Iron	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz.	5 50
Second Grade, Doz.	5 00
Solder	
1/4 @ 1/2	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron	60-10-5
Tin—Melyn Grade	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25	
Tin—Allaway Grade	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50	
Boiler Size Tin Plate	
14x56 IX, for Nos. 8 & 9 boilers, per lb	13
Traps	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45
Wire Goods	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
Wrenches	
Barter's Adjustable, Nickle	80
Co's Genuine	40
Co's Patent Adjustable, Wrought	75 & 10

Crockery and Glassware

STONEWARE	
Butters	
½ gal. per doz.	48
1 to 6 gal. per doz.	6
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.	6½
Churn Dashers, per doz	84
Milkpans	
½ gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6
Fine Glazed Milkpans	
½ gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6
Stewpans	
½ gal. fireproof, bail, per doz	85
1 gal. fireproof bail, per doz	1 10
Jugs	
½ gal. per doz.	60
¼ gal. per doz.	45
1 to 5 gal., per gal.	7½
Sealing Wax	
5 lbs. in package, per lb.	3
LAMP BURNERS	
No. 0 Sun	31
No. 1 Sun	38
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
½ gallon.	3 00
Caps.	2 25
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
Anchor Carton Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top.	1 70
No. 1, Crimp top.	1 75
No. 2, Crimp top.	2 75
Fine Flint Glass in Cartons	
No. 0, Crimp top.	3 00
No. 1, Crimp top.	3 25
No. 2, CVrimp top.	4 17
Lead Flint Glass in Cartons	
No. 0, Crimp top.	3 31
No. 1, Crimp top.	4 00
No. 2, Crimp top.	5 00
Pearl Top in Cartons	
No. 1, wrapped and labeled.	4 60
No. 2, wrapped and labeled.	5 30
Rochester in Cartons	
No. 2, Fine Flint, 10 in. (85c doz.)	4 61
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2, Lead Flint, 10 in. (95c doz.)	5 50
No. 2, Lead Flint, 12 in. (\$1.65 doz.)	8 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 90
OIL CANS	
1 gal. tin cans with spout, per doz.	1 21
1 gal. galv. iron with spout, per doz.	1 28
2 gal. galv. iron with spout, per doz.	2 11
3 gal. galv. iron with spout, peer 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. Tiltng cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 55
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 80
No. 3 Street lamp, each	8 50
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx. 10c.	50
No. 0 Tub., cases 2 doz. each, bx. 15c.	50
No. 0 Tub., bbls. 5 doz. each, per bbl.2 00	
No. 0 Tub., Bull's eye, cases 1 dz. each	1 25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0 ½ in. wide, per gross or roll	25
No. 1, ¾ in. wide, per gross or roll	30
No. 2, 1 in. wide, per gross or roll	45
No. 3, 1½ in. wide, per gross or roll	85
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, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00
Credit Checks	
500, any one denomination	3 00
1000, any one denomination	3 00
5000, any one denomination	3 00
10000, any one denomination	3 00



Poultry Raising in Ireland.

Consul Knabenshue, of Belfast, responding to enquiries, furnishes the following report on a system of poultry raising recently established in Ireland:

The Department of Agriculture and Technical Instruction for Ireland, which was organized under act of Parliament, entered upon its duties four years ago. Among the many objects within its purview is poultry raising. An annual appropriation of public money is made to each county for poultry improvement. According to the last general report of the Department, there were employed during the year ending September 30, 1904, thirty instructresses in poultry keeping. The objects aimed at are, first, to improve existing breeds of poultry by infusion of pure bred stock; second, to develop the industry on the two lines of egg production and rearing fowls for table use.

To promote instruction in the best methods of hatching and rearing the Department recommends to the county committees the appointment of an official whose duty it is to stimulate popular interest. Of the thirty-three administrative counties in Ireland, only one failed to adopt the recommendation. In each of the thirty-two counties meetings have been held and poultry keepers have been advised and assisted in procuring eggs of pure breeds from the Department's egg distributing centers. The amounts appropriated that year by the government for poultry work ranged from \$3,475 in County Cork and \$2,186 in County Antrim to \$778 in County Carlow, lowest. During the year there were 3,165 meetings held in the interests of poultry improvement. The 392 egg distributing stations sent out 10,357 dozens of chicken eggs for hatching. The selection of breeds was left to the county committees, but the Department's regulations require a selection from the following:

Laying breeds: Minorcas, White or Brown Leghorns.

General purpose breeds: Houdans, Plymouth Rocks, Orpingtons and Faverolles.

The choice of the county committees mainly fell on the Buff Orpington and White Leghorn. The instructors in poultry work are allowed \$9.75 per week, in addition to second class railroad fare, jaunting car hire where necessary, or bicycle allowance of 4 cents per mile in lieu thereof. Their duties are to lecture upon the selection of breeds, the hatching, rearing, feeding and housing of chickens and marketing the product.

Squab Growing Industry.

One of the most enthusiastic squab growers of the country writes that he firmly believes that there is a great future for the squab growing

industry, and that more breeders are needed to supply the rapidly increasing demand. This is true, but the writer should have added that the demand is for a better quality and heavier weights. There is entirely too much of a belief that a squab is a squab no matter how large or how small. This is not true. Squabs that weigh under eight pounds to the dozen never sell at a profit.

Several years ago any kind of a young pigeon would sell profitably as a squab, but thorough investigation of the markets proves beyond a doubt that at the present time nothing but plump birds, well grown, at an average of over eight pounds per dozen, can be sold at a profit.

A dozen pairs of squab breeders are plenty for any one to start with. This will be enough to give you all that you will need for the first twelve months. After that you can easily be your own judge as to the number you are able to keep.

Good Reason For Keeping a Dog.

A prominent dog fancier and wealthy man stepped into a grocery the other night and accidentally stumbled over a fat old German, who was sitting in a corner smoking his pipe.

Under his chair was the most remarkable specimen of a dog that the gentleman had ever seen. It had the appearance of a pug, with rough red hair and a long tail. It was impossible to resist laughing at the placid old man and his nondescript dog.

"What kind of a dog is that?" asked the gentleman.

"I don't know," replied the German.

"I suppose you use him for hunting?"

"No."

"Is he good for anything?"

"No."

"Then why do you value him so?"

"Because he likes me," said the old fellow, still puffing at his pipe.

Did Not Pray for Butter.

Olivia is a little girl who was on a visit to her grandparents. She was well acquainted with the Lord's prayer, but did not say it at night. The other evening at bedtime she repeated her "Now I lay me" as grandma sat beside her cot. Just as good-nights were about to be exchanged she remembered about the Lord's prayer and said:

"When I'm home I sometimes pray to God to bring us bread."

"Do you, dear?" said grandma, "and butter, too, I suppose?"

"Nope, I don't pray for butter, 'cause the butter man brings it. Goo' night, gramma."

The Village of Content.

Did you ever hear of the town of No-good.

On the banks of the river Slow. Where the Sometimes-or-other scent the air

And the soft Go-lazies grow? It lies in the valley of What's-the-use, In the province of Let-her-slide;

It's the home of the reckless I-don't-care. Where the Give-it-ups abide. The town is as old as the human race, And it grew with the flight of years;

It is wrapped in the fog of the idler's dreams. Its streets are paved with discordant schemes

And are sprinkled with useless tears.

W. C. Rea

A. J. Witzig

REA & WITZIG

PRODUCE COMMISSION

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

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

REFERENCES

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

Established 1873

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

OLD CARPETS INTO RUGS

We pay charges both ways on bills of \$5 or over.

If we are not represented in your city write for prices and particulars.

THE YOUNG RUG CO., KALAMAZOO, MICH.

Ice Cream Creamery Butter Dressed Poultry

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

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

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

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

Empire Produce Company

Port Huron, Mich.

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

If any to offer write us.

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

FOOTE & JENKS

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

Sold only in bottles bearing our address

FOOTE & JENKS
JAXON
Highest Grade Extracts.

Foot & Jenks
JACKSON, MICH.

COLEMAN'S
HIGH FOOTE & JENKS CLASS
EXTRACTS

Live Up To Your Telephone Privileges.

Written for the Tradesman.

As a rule, few merchants, general or special, make such use of the telephone as they might, to bring in more business. To be sure, they answer it when the bell rings—but that not always as promptly as they could—and they may call up the lady of the household to inform her that the store is just out of the particular thing or things she ordered and when such are expected to be replenished, or to say what is in stock that might be substituted until the new goods arrive; but what I mean is this: As a general proposition, dealers do not utilize the jingle to joggle the memory of sluggish patrons as such memory might be jogged, to add to the establishment's surplus in bank.

Of course, in this age of hustle-bustle, of hurly-burly hullabaloo, of worry and anxiety and excitement and consequent lack of time for the social amenities in the life commercial, a storekeeper is not supposed to call up his patrons for a prolonged conversation over the wire, but this much he can do:

When a lady—they do the bulk of the shopping—has called for a certain article and the merchant hasn't it on his shelves but has said he expects more in, or if he never has kept such but will execute the commission of getting it for her from away, he should make a memorandum of the item where it will not be lost or mislaid and, upon receipt of the expected merchandise, communicate with the lady immediately, so that she may wait for the desired article no longer than after it is opened up.

Then, upon ringing the lady's phone, let him make a point of the fact that he has notified her just as soon as the goods came to hand, as he "knew she would appreciate that he was not dilatory in the matter," etc., adding to the length of the talk according to the known disposition of the listener. Don't, however, commit the easy error of "spreading it on too thick." Don't overdo—better underdo than that—but conduct the affair just right. Your good judgment and tact should dictate the measure of taffy.

One merchant I know brings in hundreds of extra dollars to his till in the course of a year by pursuing a systematic course of telephoning. His clerks all have strict instructions to use the telephone freely—not for personal "visiting" but for the enhancement of the establishment in the eyes of steady customers and transients or floating trade it is wished to influence.

The place in question is a department store, and once a month the

proprietor gathers together all his working force for the purpose of the exchange of ideas and to admonish, advise and praise where he deems it advantageous and necessary. He never mentions names, but the one referred to recognizes himself and, if he has the interests of his employer and himself at heart, he strives to profit by the warning, counsel or approbation, as the cap may fit his head.

At this monthly convention, the clerks and minor workmen are directed to call up patrons at all times in regard to goods ordered—to let no opportunity go by to impress it on the minds of buyers that their pleasure is that of the store; that the store stands ever ready to do everything in its power to satisfy the purchasing public.

When new laces come in the lace girl must notify by telephone those of her patrons who always like to get the "first pick" of choice selections. She must vary this method by calling up ladies seen only occasionally at her counter but who are known as persons of taste, of nice discrimination. Also she must not forget the office girl, the girl who stays at home and helps her mother, the little factory maid and that oftendowntrodden one who works in another's kitchen and makes for the comfort of the family at the expense of her own.

The time to do this is usually taken on a rainy day, when trade is not so brisk, or when, for some occult reason, the day seems an "off one" for business.

The lace girl is only an illustration, but all down along the line the body of laborers in this particular vineyard must get the money's worth out of the telephone to the last penny.

If more sellers of wares walked in this store-owner's footsteps they would be nearer treading the "footpath to peace" in the mercantile world.

J. Jodelle.

The Funny Man Said

A shoemaker is a whole-souled man and generally well-heeled.

A baker can always raise the dough.

A butcher can usually contrive to make both ends meet.

A hatter is sure to be a block ahead of all other men.

In these days when so much is heard of the domestic service problem, it is interesting to note that a woman who died the other day in New York had served one family for sixty-one years. It goes without saying that she was faithful and efficient and that her service did not lack substantial appreciation.

When You Think of Shipping Eggs to New York

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

L. O. Snedecor & Son, Egg Receivers

36 Harrison St. New York.
ESTABLISHED 1865.

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

Egg Cases and Egg Case Fillers

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

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

Butter, Eggs, Potatoes and Beans

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

R. HIRT, JR., DETROIT, MICH.

Your orders for

Clover and Timothy Seeds

Will have prompt attention.

Wanted—Apples, Onions, Potatoes, Beans, Peas

Write or telephone us what you can offer

MOSELEY BROS., GRAND RAPIDS, MICH.

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

Place your Thanksgiving order with us now for

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

We are in the market for

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

THE VINKEMULDER COMPANY

14-16 Ottawa St.

GRAND RAPIDS, MICH

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

Ship Us Your Veal, Hogs, Poultry

Live Chickens 11c. Veal 7½ to 9c. Hogs 5½ to 6c.

Check goes back day after goods arrive.

We buy Butter and Eggs.

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

Both Phones 1254

71 Canal St.

MILLERS AND SHIPPERS OF

Established 1883

WYKES-SCHROEDER CO.

FEEDS

Write for Prices and Samples

GRAND RAPIDS, MICH.

Fine Feed

Corn Meal

Cracked Corn

STREET CAR FEED

Mill Feeds

Oil Meal

Sugar Beet Feed

MOLASSES FEED

GLUTEN MEAL

COTTON SEED MEAL

KILN DRIED MALT

LOCAL SHIPMENTS

STRAIGHT CARS

MIXED CARS



Michigan Knights of the Grip.
President, H. C. Klockseim, Lansing;
Secretary, Frank L. Day, Jackson; Treas-
urer, John B. Kelley, Detroit.

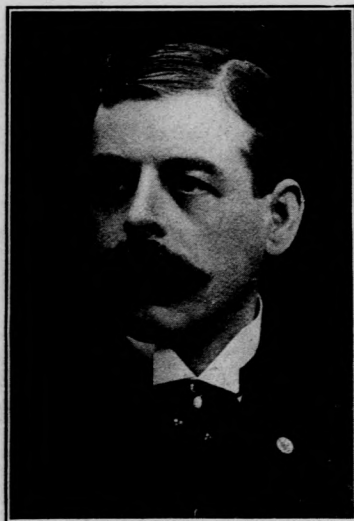
United Commercial Travelers of Michigan
Grand Counselor, W. D. Watkins, Kal-
amazoo; Grand Secretary, W. F. Tracy,
Flint.

Grand Rapids Council No. 131, U. C. T.
Senior Counselor, Thomas E. Dryden;
Secretary and Treasurer, O. F. Jackson.

SUCCESSFUL SALESMEN.

Fred DeGraff, Representing Foote & Jenks.

H. Fred DeGraff was born at Seneca Falls, New York, Oct. 20, 1866. When he was a year old his parents removed to Canandaigua, where they remained four years. They then removed to Kendallville, Indiana, where they remained two years, when they took up their residence in Grand Rapids. Mr. DeGraff received his education in the Grand Rapids public schools, graduating from the grammar grade in 1883, when he entered the employ of the Hazeltine & Perkins Drug Co. as an errand boy. He was afterwards promoted to the



H. Fred DeGraff

order department and subsequently to the sundry department and finally made manager of the sundry department. In 1897 he received a proposition from Foote & Jenks, of Jackson, to represent them in Indiana and Ohio and he continued in this capacity for four years, after which he put in two years in Northern Michigan for the perfumery department of the Michigan Drug Co. For the past two years he has covered Michigan and Indiana for the Wells & Richardson Co., of Burlington, Vermont. On Jan. 1 he goes back to his former connection with Foote & Jenks, covering the northern half of Michigan and Wisconsin, including Grand Rapids, St. Paul and Minneapolis. He will undertake to see his trade four times a year, continuing his headquarters in Grand Rapids. Mr. DeGraff was married in December, 1902, to Miss Hattie Hein, of Luther. The family reside at 132 North Division street.

Mr. DeGraff is a member of Elks Lodge, No. 48, and Grand Rapids Council, U. C. T., No. 131. He attributes his success to strict attention to business and square dealing with his trade.

Added One-Third To the Membership.

Chicago, Jan. 15—Nearly 2,000 Knights of the Grip met in Oriental Hall, Masonic Temple, Saturday, and for three hours a friendly tussle was waged over the affairs of the Illinois Commercial Men's Association, the occasion being the annual convention and election of Directors of that organization.

Enthusiasm despite the recent scandals in insurance affairs was manifest at the meeting, for the Association is said to be more truly mutual in its methods and operations than any other insurance corporation. It is confined strictly to commercial travelers and commercial buyers, and is said to be "run at cost," which enables its officials, they say, to keep down the cost to each member to the minimum.

There were seventeen candidates for the directorate, and five were elected. A total of 11,142 voters were cast, and the following were elected by overwhelming majorities, each receiving over 10,000 votes: Robert G. Murdoch, Robert F. Carr, Robert M. Sweitzer, Fred W. Seyfarth, Patrick E. Hickey.

Patrick E. Hickey is the only new member. The rest of the officers, who are elected every two years and who hold over this year, are:

President—George W. Smith.

Vice-President—L. A. Tyler.

Secretary-Treasurer—R. A. Cavanaugh.

Directors—J. Wilber Stott, F. A. Warren, S. S. Blum, W. W. Hinkley and T. F. Joyce.

The report presented by Secretary Cavanaugh shows that the growth of the organization has been unprecedented during the last year, 7,204 having been added. The total membership Dec. 30, 1905, was 28,685, and additions since that date have brought it up to 29,000. In 1897, when Secretary Cavanaugh was first elected, there were a little over 2,000 members, and, as he was the first Secretary-Treasurer under the new charter which obliges that official to give all of his time to the work, the result of his efforts has been shown in the growth of the Association.

The polls for election were closed at 2:30 p. m., and while the ballots were being counted William Dieterle, a defeated candidate for director, offered a resolution recommending to the Board of Directors various changes in the by-laws. One provided that the Secretary-Treasurer's bond be raised from \$10,000 to \$100,000, and the other provided that no officer except the Secretary-Treasurer may hold office more than two terms consecutively. Both were defeated by an almost unanimous vote, although Secretary Cavanaugh refused to vote 9,000 proxies held by him against the resolution, preferring to leave the settlement of the question to the members present. It

was explained by various speakers, in bond, that the official can not pay out any money without the counter-signatures of the Committee on Claims or the President.

In the Day's Work We Reap What We Sow.

What are you putting into this day—fear, uncertainty, growls, grouches, discouragements? Doubt of yourself and your powers—fear lest the thing you want to do you will not be able to do? Or are you taking to it a glad faith and assurance, a determination to succeed, a live, thrilling belief in yourself and in the work you are to do?

Whatever your attitude may be, each morning when you awaken to face another day remember this: Whatever you put into that day you will get out of it.

Perhaps you have been in the habit of waiting to see what the day would bring to you—waiting upon its events, so to speak. Perhaps, while wishing for inspiration and for success in your work, you have deferred to conditions and influences yet to be manifested.

If those conditions and influences proved to be unfavorable you blamed luck for it. You believed yourself to be at the mercy of circumstances. If the day brought you a blue mood, instead of the happy, energetic one you wanted, you thought there was no help for it, and fought your blues as best you could.

Why not get at the root of the matter? Why not put the blame where it belongs? The fact is that by your own words you decide what the day shall mean to you. It is in your power to say each morning what you intend to realize before night comes.

The hours stretch before you plastic to your thought. It is you who must determine the shape their events shall take.

If you have been facing the morning with a mind full of ifs, buts and howevers, why wonder that you have not succeeded as you hoped?

It is one thing to hope and another to decree. You may hope with fervency every day of your life for the good you desire, but if you fortify that hope with nothing more positive than ifs, buts and howevers, you need not be disappointed to see that you are continually doomed to disappointment.

Whatever you put into the day you get out of it.

Take the conquering attitude. At the very beginning ally yourself with success forces by declaring that you intend to do the things you want to do. Determine to realize happiness from whatever you undertake. Determine to fill your work with magnetism and joy.

When you take this stand you league your mind with all the success forces in the universe. Just so soon as you cease waiting upon conditions and declare your rights as ruler you summon these forces to work with you and for you in every endeavor.

Be glad, and complain no longer of handicaps, of moods, of discour-

agements. Let go of your fears, let go of your uncertainty, your doubt, your unfaith. Success is for you if you are for success. Happiness is with you if you are with happiness. Greet the day with a glad hand.

What are you putting into the day? Ask yourself the question. Whatever you put into it you will get from it.

A Paean To Texas.

Did you ever stop to think that you can bake your bread from Texas flour, cover it with Texas molasses and butter, eat Texas rice and roll it in Texas ham gravy, have Texas oats for breakfast, Texas beef roast for your dinner, Texas fruit and vegetables on your table at all times, sweeten your coffee with Texas sugar and top off your meal with a Texas grown and made cigar? Well, you can. In addition you can have your chickens and eggs and plenty to sell to the poor fellow who lives in the city. Now you can eat home grown canteloupes and watermelons, peaches, grapes and plums. You can now get Texas grown blackberries, strawberries and dewberries. And if you exercise a little energy and good judgment you can have plenty of luscious ham and sausage this winter and some to sell. You can pick your cotton in Texas made sacks made of Texas cotton, and when our men of means wake up to the opportunities for manufacturing the great cotton crop of this State you can wear Texas made clothes. You can even have Texas made wines, whiskies and beers, but the less you have of the latter and the more you have of the former the better off you'll be both in purse and health. This is not a temperance sermon. It is an appeal to Texans to use Texas made goods and live off that which their own State produces. Take out coffee and your tea, and every Texan could live comfortably at home from the food products grown in his own State.—Waxahachie Enterprise.

Traveling Men Say!

After Stopping at

Hermitage European Hotel

in Grand Rapids, Mich.

that it beats them all for elegantly furnished rooms at the rate of 50c, 75c, and \$1.00 per day. Fine cafe in connection. A cozy office on ground floor open all night. Try it the next time you are there.

J. MORAN, Mgr.

All Cars Pass Cor.

E. Bridge and Canal

Livingston Hotel Grand Rapids, Mich.

In the heart of the city, within a few minutes' walk of all the leading stores, accessible to all car lines. Rooms with bath, \$3.00 to \$4.00 per day, American plan. Rooms with running water, \$2.50 per day. Our table is unsurpassed—the best service. When in Grand Rapids stop at the Livingston.

ERNEST McLEAN, Manager

Attitude of Cadillac Council on New Book.

Detroit, Jan. 16—At a regular meeting of Cadillac Council, No. 143, U. C. T., an editorial was read from the Michigan Tradesman as follows: "The traveling men of Michigan are evidently condemned to use the proposed \$9.75 mileage book, owing to the rapidity with which the Detroit and Saginaw jobbers, shippers and traveling men accepted the \$9.75 book and notified the Governor and the railroads of the fact of its acceptance.

It was moved, supported and carried that the Secretary be instructed to write the Michigan Tradesman as follows:

Resolved—That the statement in the Michigan Tradesman of Dec. 13 is both wrong, misleading and unjust to the traveling men of Detroit and should be retracted, for the following reasons: Cadillac Council was the one Council who started the fight against the Central book, first made the attempt to get the Governors of Michigan, Ohio, Indiana and Illinois interested by sending circular letters to each and every council in the four States, and, after the railroads had given out they would put the miserable \$9.75 rebate book on the market, kept up the agitation for the Central book torn on the train; and the only delegates to attend the joint meeting in Chicago on Dec. 9, 1905, to fight the \$9.75 proposition were from the two councils in Detroit (did Grand Rapids send a delegate from their traveling men?); and be it further

Resolved—That, knowing what we do and what we have done and what little support we have had from the general traveling public, it is no more than right that we be put where we belong, and if the editor has been misinformed it is time he was set right as to our attitude and labors in the interests of the traveling men; and be it further

Resolved—That the traveling men of Detroit be asked to continue the same ceaseless effort for what we should have, and not rest until that point is attained—simply the acceptance of the Central book to be torn on the train. J. W. Schram, Sec'y.

It naturally affords the Tradesman much pleasure to learn that a portion of the traveling men of Detroit are not reconciled to the new Michigan mileage book put on sale Jan. 1 by the Central Passenger Association. It is a fact that a large number of Detroit traveling men and shippers notified the Governor and the railroads that the new book was satisfactory. At that time it was not known that the book was to be inferior to the Northern book by reason of its not being made good into Toledo or Chicago, as the Northern book always was. Probably if the traveling men and shippers who were so anxious to approve the new book had been made acquainted with this fact they would have been less enthusiastic in accepting it.

Inasmuch as the new book is not satisfactory, because it does not embody the demands of the traveling men and the promises of the rail-

roads, the Tradesman believes that the traveling public should immediately inaugurate a campaign having for its object the amendment of the regular C. P. A. book, making it good on the trains.

If this were done and the present Michigan book abandoned, the traveling public would probably be entirely satisfied, although it is barely possible that no inconsiderable portion of the fraternity would insist that the book be sold at \$20 flat instead of \$30 with a \$10 rebate.

Gripsack Brigade.

F. H. Humphrey, formerly employed by the E. E. Sutherland Medicine Co., of Paducah, Kentucky, has engaged to represent the Jennings Manufacturing Co. in Iowa and Western Wisconsin.

Marquette Mining Journal: C. A. Bergsten, who has represented the Remington Typewriter Co. in the Upper Peninsula for several years, has resigned and will hereafter represent the Underwood Typewriter Co., having his headquarters in Milwaukee.

Belding Banner: W. B. Travis, who for several years past has had charge of the canvas department of the Ballou Basket Works, has resigned his position in the factory to accept a position as traveling salesman for the same company. He left this week for an extended trip through the West and Southwest and expects to be gone about three months. Mr. Travis has already traveled about seven years for the company and knows the business pretty well. He is succeeded in the factory by Arthur Foss, who has worked in the factory for the past fourteen years.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, Jan. 17—Creamery, 22@27c; dairy, fresh, 17@21c; poor, 16@17c; roll, 16@18c.

Eggs—Fresh, candled, 22c; storage, 18@19c.

Live Poultry—Fowls, 11@13½c; chickens, 12@13½c; ducks, 14@15c; geese, 13c; old cox, 9c.

Dressed Poultry—Chickens, 12@14c; fowls, 12@13c; turkeys, 18@20c; ducks, 16c; geese, 12@13c.

Beans—Hand picked marrows, new, \$2.75@3; mediums, \$2@2.10; pea, \$1.75; red kidney, \$2.40@2.65; white kidney, \$3.

Potatoes—60@70c per bushel.
Rea & Witzig.

Will Try Co-operative Distribution.

Michigan City, Ind., Jan. 16—A co-operative mercantile company has been formed among the merchants of this city. The incorporators are R. J. Krueger, Robert Brinckmann, L. G. Paul, Jacob Levine, Otto Ohming and A. C. Rouch, all of whom are engaged in business at the present time. The company will handle all lines of merchandise from needles to automobiles and meats and groceries. The capitalization is \$250,000, and the stock will be sold to the consumers at par, each stockholder being entitled to a discount of 5 per cent. on all purchases.

Retirement of the Clark-Jewell-Wells Co.

The Clark-Jewell-Wells Co., which has conducted a wholesale grocery business at this market for the past quarter of a century, has transferred its stock and good will to the Judson Grocer Co., the negotiations having been completed last Friday evening. The retirement of the old house is due to the determination of Messrs. Clark and Jewell to engage even more extensively in the future than in the past in the lumber and iron mining business. They will continue to make Grand Rapids their headquarters and all of their large and varied interests will be directed and managed from an office in this city.

As will be noted in the official announcement of the Judson Grocer



The Head of the House.

Co., on the front cover of this week's issue of the Michigan Tradesman, four of the traveling men of the old house join the very efficient traveling force of the Judson establishment, thus increasing the road force of that house to nineteen men. This accession clearly establishes the title of the house to the claim it has made for some years back that it is the largest handler of food products in Michigan and one of the largest in the Middle West.

Inasmuch as the four other traveling men of the Clark house will undoubtedly seek and find pleasant affiliations elsewhere, there is no reason to fear that the interests of the retail trade of Western Michigan will suffer by the retirement of the old house. There are still four wholesale grocery establishments at this market, all well managed and all competing actively for the trade naturally tributary to this market.

Standard Bearers for the Ensuing Year.

At a recent meeting of the Grand Rapids Retail Grocers' Association the following officers were elected:

President—Fred W. Fuller.

Vice-President—John Lindemulder.

Second Vice-President—F. W. Ferguson.

Treasurer—F. L. Merrill.

Secretary—Homer Klap.

Executive Committee—L. John Witters, F. J. Dyk, John Lindemulder, Wm. Andre, C. J. Seven,

Trade Interest—Norman Odell, John Roesink, Hubert Daane.

Legislative—F. L. Merrill, E. A. Connelly, Ralph Andre, D. Viergever, O. C. Garrett.

Delinquent List—Wm. Andre, Ed. Wykkel, Herman De Boer.

Banquet—F. L. Merrill, L. John Witters, E. L. May, O. C. Garrett, John Lindemulder.

Food Show—F. J. Dyk, Norman Odell, Homer Klap, Daniel Viergever, Ed. Wykkel, F. L. Merrill, C. J. Seven, John Roesink, O. C. Garrett, E. L. May, C. H. Cline, L. John Witters, W. K. Plumb, F. W. Fuller, Herman De Boer.

Executive State Convention—F. W. Fuller, F. L. Merrill, L. John Witters, John Roesink, Daniel Viergever, E. L. May, W. K. Plumb, Homer Klap, John Lindemulder, Ralph Andre.

Holland's Three New Factories.

Holland, Jan. 16—Business prospects for this city are brighter than ever before. Building activity is almost phenomenal and beyond a doubt the population of this city will be increased more than 1,000 during the next few months. The three new factories which will soon begin operations will employ over 700 men. The prospects of securing other factories are most promising.

The Western Machine & Tool Works is rapidly doubling its present force and, in addition to the machine shops, will soon begin the construction of a large foundry.

The Holland Sand Brick Co. has just installed another press, which will double the present capacity of 15,000 bricks daily.

The Holland Sugar Co. had a fairly successful year, having sliced over 24,000 tons of beets, and manufactured 5,300,000 pounds of sugar.

The new Bush & Lane piano factory is installing its machinery, and will begin operations the last of this month.

Putting Out An Illegal Product.

New York, Jan. 16—There is a great deal of talk in the butter trade that many of the leading creameries in Michigan are adulterating their butter by loading it with water. In a good many of these creameries fully 25 per cent. of water is being soaked in the butter. This is contrary to law and the local receivers of this butter are making a strenuous kick over the matter. They promise developments in the near future in regard to this adulterating goods that will cause a sensation in the trade. They claim to be in possession of the names and addresses of a number of creameries in Michigan that are doing this kind of business and promise to furnish them to the public if this practice is continued.

Depreciating others will not help the world to appreciate you.

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.



Michigan Board of Pharmacy.

President—Harry Helm, Saginaw.
Secretary—Arthur H. Webber, Cadillac.
Treasurer—Sid. A. Erwin, Battle Creek.
J. D. Muir, Grand Rapids.
W. E. Collins, Owosso.
Meetings during 1906—Third Tuesday of January, March, June, August and November.

Michigan State Pharmaceutical Association.

President—Prof. J. O. Schlotterbeck, Ann Arbor.
First Vice-President—John L. Wallace, Kalamazoo.
Second Vice-President—G. W. Stevens, Detroit.
Third Vice-President—Frank L. Shiley, Reading.
Secretary—E. E. Calkins, Ann Arbor.
Treasurer—H. G. Spring, Unionville.
Executive Committee—John D. Muir, Grand Rapids; F. N. Maus, Kalamazoo; D. A. Hagans, Monroe; L. A. Seltzer, Detroit; S. A. Erwin, Battle Creek.
Trades Interest Committee—H. G. Colman, Kalamazoo; Charles F. Mann, Detroit; W. A. Hall, Detroit.

The Average Man.

The average man is the man of the mill.
The man of the valley, or man of the hill.
The man at the throttle, the man at the plough—
The man with the sweat of his toil on his brow.
Who brings into being the dreams of the few.
Who works for himself, and for me, and for you.
There is not a purpose, a project or plan
But rests on the strength of the average man.

The growth of a city, the might of a land,
Depend on the fruit of the toil of his hand;
The road, or the wall, or the mill, or the mart,
Call daily to him that he furnish his part.
The pride of the great and the hope of the low.
The toll of the tide as it ebbs to and fro.
The reach of the rails and the countries they span
Tell what is the trust in the average man.

The man who, perchance, thinks he labors alone.
The man who stands out between hovel and throne.
The man who gives freely his brain and his brawn
Is the man that the world has been builded upon.
The clang of the hammer, the sweep of the saw,
The flash of the forge—they have strengthened the law.
They have rebuilt the realms that the wars overran.
They have shown us the worth of the average man.

So here's to the average man—to the one
Who has labored unknown on the tasks he has done.
Who has met as they came all the problems of life.
Who has helped us to win in the stress and the strife.
He has bent to his toil, thinking neither of fame
Nor of tribute, nor honor, nor prize, nor acclaim—
In the forefront of progress, since progress began—
Here's a health and a hail to the average man!

The Drug Market.

Opium—Continues to decline, although firm in the primary market. It is said that absence of demand is responsible for the low price.

Morphine—Is unchanged.

Quinine—Has declined 2c per ounce, all brands.

Haarlem Oil—Has advanced again on account of small stocks.

Oil Lemon—Has advanced and is tending higher.

Oils Orange and Bergamot—Have also advanced.

Oils Anise and Cassia—Are very firm and tending higher.

Oil Cloves—Is slightly lower on account of lower prices for the spice.

Gum Camphor—Has again advanced 3c per pound.

Squill Root—Has doubled in value and is tending higher.

Sunflower Seed—Is scarce and is advancing.

Cloves—Are weak and lower.

Mercurials—Have declined.

Tannin—Has advanced.

Vacant Food Factories Now Being Utilized.

Battle Creek, Jan. 16—The American Stone & Construction Co. reports good business this winter. About 20,000 brick are being turned out each week, and every one of them has had an advanced sale. An order for 75,000 brick this week was declined because there are more orders on the books than can be filled. In order to enable the men to turn out more brick the plant is being enclosed, and a steam heating plant will be installed, so that the men can work in the cold weather.

At the annual meeting of the Union Steam Pump Co. the old directors were re-elected. The business of the company has been so prosperous that it was decided to erect two new buildings the coming year. A large number of orders from foreign countries have been received.

At the annual meeting of the Citizens' Electric Light Co. a second dividend was declared, and the salary of Manager Beardslee was raised.

The fine new \$50,000 depot of the Grand Trunk Western is nearly completed. It is now announced that the company will commence building operations on the new locomotive works March 1. When the land for the site of these shops was bought for the company by the Battle Creek Business Men's Association, there was a surplus of \$5,000 left over on the subscription list, which is now deposited in the bank ready to be used to further some other new enterprises in this city.

Citizens are rejoicing because some of the vacant food factory buildings are to be utilized for new industries. The building of the Battle Creek Food Co., which was occupied the past year by the Dr. Perkins Refrigerator Co., is to be occupied and operated by the Corn Products Co. of Chicago, in which Chicago capital is interested. It will be used for a factory for the purpose of manufacturing condensed milk and other products.

Factories Enlarged To Keep Pace With Demand.

Kalamazoo, Jan. 16—The Burt Manufacturing Co., which makes the Cannon automobile, is having plans prepared to more than double the capacity during the coming spring. The company will put about \$50,000 into new buildings and machinery. The factory is located in the south part of the city. It is the intention to begin the work as soon after March 1 as possible, and have it completed by the middle of the summer.

The Kalamazoo Railway Supply Co. added about \$25,000 in improvements to the plant last year, and this year will add twice that amount. The business of this company has been increasing rapidly for more than a year, and it has far outgrown the capacity.

Work was started this week on placing the machinery in the buildings of the Monarch Paper Co. The company will have a three machine mill, and the floor space will be larger than any paper mill in Michigan. It will take five months to get all the machinery in place. Work on the plant began early last spring, and it will take until next fall to have it ready for operation.

W. A. Luby is organizing a company for the manufacture of an automatic electric alarm, which he recently invented.

A. Robbin, a carpenter, has been granted a patent on an automatic spacer to be used by carpenters. It does away with the old-fashioned compass, and is something that carpenters and machinists have been wanting for years. A company is being formed here for the manufacture.

The new buildings of the Davidson Baking Co. are nearing completion, and will be ready for occupancy the last of this month. The company is spending \$10,000 in increasing the capacity, and will seek business throughout this section of the State.

Prospect of Landing a New Industry.

Bay City, Jan. 16—Within the next few days important developments with regard to the construction in this city of a watch factory are expected. The Board of Trade has progressed with negotiations with responsible parties to a point where a decision will be reached within a fortnight, it is thought. Several gentlemen interested in the proposed factory are to be in the city next week.

The organization of two or more launch and small boat building concerns during the past week has drawn attention to the remarkable development of the launch and marine engine building industry in this city. There are now seven such firms in the city, the Smalley Motor Co. and the Brooks Boat Building Co. being

the largest and employing several hundred men. Their products are sold in practically every civilized country in the world, while they have succeeded in breaking into the South American trade. The Smalley Motor Co. is now making engines which use wood alcohol in place of gasoline and this feature alone was a big factor in placing the product in the South American market.

The Board of Trade and local manufacturers are immensely pleased with the showing made by Bay county in the annual report of the State Labor Commissioner, Bay having moved from fifth to third place in the State in the number of manufacturing industries within the past two years, passing Saginaw and Kalamazoo.

The Kind of Young Men Needed.

In the business world how many of us know the constant demand for moral courage, if one would strive for that which is highest and best. In this life of to-day, so full of struggle and contest, in the effort to get ahead, to gain wealth, power, influence or position, the watch-word seems to be, gain it honestly if you can, but gain it at any cost. No quality should receive such careful consideration and cultivation among young men as moral courage. For, unless the young men exhibit this courage, this great republic is doomed to the end of civilizations gone before. John D. Rockefeller, Jr.

Progressing.

"How are you getting on with your new house, Maude?"

"Oh, just splendid! Harry is letting me select all the colors for the parlor, drawing-room, dining-room, and bedrooms, and after he gets some money he's going to see somebody about building it."

The sure way to get there is to work and not waste.

OUR
RUBBER
STAMPS
ARE
GOOD
STAMPS

Dating Stamps
Paid Stamps
Self-Inking Stamps

Numbering Stamps
Received Stamps
Stamp Pads

Volk Stamp and Stencil Co.
W. J. VOLK. J. P. SOLGMAN.

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

The Jennings Perfumery Co.'s

"Natural Flower" Perfumes

True White Rose
Crab Apple Blossom
Harvard Carnation
Lily of the Valley

Kent Violets
Sweet Arbutus
Lust Lilac
Heliotrope

etc., etc.

Our special offer is now on. Order direct or through your jobber.

JENNINGS MANUFACTURING CO., Grand Rapids
Manufacturing Perfumers

Also sole owners and makers of that distinctively rare perfume
"DOROTHY VERNON"
which is rapidly going over the American continent.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Acidum		Copaiba	.....1 15@ 25	Scillae Co	.....@ 50
Aceticum	6@ 8	Cubebae	.....1 20@ 30	Tolutan	.....@ 50
Benzoicum, Ger.	70@ 75	Evcechthitos	.....1 00@ 10	Prunus virg	.....@ 50
Boracic	.....@ 7	Erigeron	.....1 00@ 10	Tinctures	
Carbolicum	25@ 29	Gaultheria	.....2 25@ 35	Anconitum Nap'sR	.....60
Citricum	42@ 45	Geranium	.....oz 50 75	Anconitum Nap'sF	.....50
Hydrochlor	3@ 5	Gossipil Sem gal	50@ 60	Aloes	.....50
Nitricum	8@ 10	Hedeoma	.....1 60@ 70	Arnica	.....50
Oxalicum	10@ 12	Juniper	.....40@ 20	Aloes & Myrrh	.....50
Phosphorium, dil	.....@ 15	Lavandula	.....90@ 75	Asafoetida	.....50
Salicylicum	42@ 45	Limonia	.....1 00@ 10	Atrope Belladonna	.....50
Sulphuricum	1 1/4@ 85	Mentha Piper	.....3 00@ 25	Auranti Cortex	.....50
Tannicum	.....75@ 85	Mentha Verid	.....5 00@ 50	Benzoin	.....50
Tartaricum	38@ 40	Morrhuae gal	.....1 25@ 50	Benzoin Co	.....50
Ammonia		Myrica	.....3 00@ 50	Barosma	.....50
Aqua, 18 deg.	4@ 6	Olive	.....75@ 00	Cantharides	.....75
Aqua, 20 deg.	6@ 8	Picis Liquida	.....10@ 12	Capiscum	.....75
Carbonas	13@ 15	Picis Liquida gal	.....@ 35	Cardamon	.....50
Chloridum	12@ 14	Ricina	.....98@ 102	Cardamon Co	.....75
Aniline		Rosmarini	.....@ 00	Castor	.....1 00
Black	2 00@ 2 25	Rosae oz	.....5 00@ 60	Catechu	.....50
Brown	80@ 100	Succini	.....40@ 45	Cinchona	.....50
Red	45@ 50	Sabina	.....90 1 00	Cinchona Co	.....50
Yellow	2 50@ 3 00	Santal	.....2 25@ 40	Columbia	.....50
Baccaee		Sassafras	.....75@ 85	Cubebae	.....50
Cubebae	po. 20 15@ 18	Sinapis, ess, oz.	.....@ 65	Cassia Acutifol	.....50
Juniperus	7@ 8	Tigil	.....1 10@ 20	Cassia Acutifol Co	.....50
Xanthoxylum	30@ 35	Thyme	.....40@ 50	Digitalis	.....50
Balsamum		Thyme, opt	.....@ 60	Ergot	.....35
Copaiba	45@ 50	Theobromas	.....15@ 20	Ferri Chloridum	.....50
Peru	.....@ 150	Potassium		Gentian	.....50
Terabin, Canada	60@ 65	Bi-Carb	.....15@ 18	Gentian Co	.....50
Tolutan	35@ 40	Bichromate	.....13@ 15	Gulaca	.....50
Cortex		Bromide	.....25@ 30	Gulaca ammon	.....50
Abies, Canadian	18	Carb	.....12@ 15	Hyoscyamus	.....50
Cassiae	20	Chlorate	.....po. 12@ 14	Iodine	.....75
Cinchona Flava	18	Cyanide	.....34@ 38	Iodine, colorless	.....75
Buonymus atro.	30	Iodide	.....3 60@ 65	Kino	.....50
Myrica Cerifera	30	Potassa, Bitart pr	.....30@ 32	Labolla	.....50
Prunus Virgini.	12	Potass Nitras opt	.....7@ 10	Myrrh	.....50
Quilella, gr'd	12	Potass Nitras	.....6@ 8	Nux Vomica	.....50
Sassafras	po. 25 24	Prussiate	.....23@ 26	Opil	.....75
Ulmus	25	Sulphate po	.....15@ 18	Opil, camphorated	.....50
Extractum		Radix		Opil, deodorized	.....1 50
Glycyrrhiza Gl.	24@ 30	Aconitum	.....20@ 25	Quassia	.....50
Glycyrrhiza, po.	28@ 30	Althae	.....30@ 33	Rhatany	.....50
Haematox	11@ 12	Anchusa	.....10@ 12	Rhel	.....50
Haematox, 1s	13@ 14	Arum po	.....@ 25	Sanguinaria	.....50
Haematox, 1/4s	14@ 15	Calamus	.....20@ 40	Serpentaria	.....50
Haematox, 1/4s	16@ 17	Gentiana po 15	.....12@ 15	Stromonium	.....50
Carbonate Precip.	15	Glycyrrhiza pv 15	.....16@ 18	Tolutan	.....50
Citrate and Quina	2 00	Hydrastis, Canada	.....1 90	Valerian	.....60
Citrate Soluble	55	Hydrastis, Can. po	.....@ 200	Veratrum Veride.	.....50
Ferrocyanidum S	40	Hellebore, Alba.	.....12@ 15	Zingiber	.....20
Solut. Chloride	15	Inula, po	.....18@ 22	Miscellaneous	
Sulphate, com'l	2	Ipecac, po	.....2 25@ 2 35	Aether, Spts Nit 3f 30@	35
Sulphate, com'l. by	70	Iris plox	.....35@ 40	Aether, Spts Nit 4f 34@	38
bbl. per cwt.	70	Jalapa, pr	.....25@ 30	Alumen, grd po 7	3@ 4
Sulphate, pure	70	Maranta, 1/4s	.....@ 35	Anatto	.....40@ 50
Flora		Podophyllum po.	.....15@ 18	Antimoni, po	.....4@ 5
Arnica	15@ 18	Rhel	.....75@ 100	Antimoni, et po T	40@ 50
Antemith	22@ 25	Rhel, cvt	.....100@ 125	Antipyrin	.....@ 25
Matricaria	30@ 35	Rhel, pv	.....75@ 100	Antifebrin	.....@ 20
Folia		Spigelia	.....30@ 35	Argent Nitras oz	.....50
Barosma	25@ 30	Sinaginarl, po 18	.....@ 15	Argent Nitras	.....10@ 12
Cassia Acutifol.	25@ 30	Serpentaria	.....50@ 55	Balm Gilead buds	60@ 65
Cinthevelly	15@ 20	Senega	.....85@ 90	Bismuth S N.....	1 85@ 90
Cassia, Acutifol.	25@ 30	Smlax, off's H.	.....@ 40	Calcium Chlor, 1s	.....@ 9
Salsvia, officinalis,	25@ 30	Smlax, M	.....@ 25	Calcium Chlor, 1/4s	.....@ 12
1/4s and 1/2s	18@ 20	Scillae po 45	.....20@ 25	Calcium Chlor, 1/4s	.....@ 9
Uva Ursi	8@ 10	Synplocarpus	.....@ 25	Cantharides, Rus	61 75@ 75
Gummi		Valeriana Eng	.....@ 25	Capsci Fruc's af	.....@ 20
Acacia, 1st pkd.	@ 65	Valeriana, Ger.	.....15@ 20	Capsci Fruc's po	.....@ 22
Acacia, 2nd pkd.	@ 45	Zingiber a	.....12@ 14	Cap'i Fruc's B po	.....@ 15
Acacia, 3rd pkd.	@ 25	Zingiber j	.....16@ 20	Carphyllus	.....18@ 20
Acacia, sifted sts.	@ 25	Semen		Carmine, No. 40.	@ 25
Acacia, 4th pkd.	@ 25	Anisum po 20	.....@ 16	Cera Alba	50@ 55
Aloe Barb	45@ 65	Apium (gravel's)	13@ 15	Cera Flava	.....40@ 42
Aloe, Cape	22@ 25	Bird, 1s	4@ 6	Crocus	.....1 75@ 1 80
Aloe, Socoltri	@ 45	Carul po 15	10@ 11	Cassia Fructus	.....@ 35
Armoniac	@ 25	Cardamon	70@ 90	Centraria	.....@ 16
Asafoetida	55@ 60	Cardamum	70@ 90	Cataceum	.....@ 35
Benzoinum	50@ 55	Cannabis Sativa	7@ 14	Chloroform	32@ 32
Catechu, 1s	@ 13	Cynobul	75@ 100	Chloro'm Squibbs	.....@ 50
Catechu, 1/4s	@ 14	Chenopodium	25@ 30	Chloral Hyd Crs1	35@ 60
Catechu, 1/4s	@ 16	Dipterix Odorate	80@ 100	Chondrus	20@ 25
Comphorae	1 05@ 1 10	Foeniculum	@ 18	Cinchonidine P-W	38@ 48
Euphorbium	@ 40	Foroenigreek, po.	7@ 9	Cinchonid's Germ	33@ 48
Galbanum	@ 100	Lini	4@ 6	Cocaine	3 80@ 4 00
Gamboge	po. 1 25@ 1 35	Lini, grd. bbl. 2 1/2	3@ 6	Corks list D P Ct.	75
Guaiaacum	po 35	Labolla	75@ 80	Croosotum	.....@ 45
Kino	po 45c	Parlarlis Cana'n	9@ 10	Creta	.....bbl 75
Mastic	@ 45	Rapa	5@ 6	Creta, prep	.....@ 5
Myrrh	po 50	Sinapis Alba	7@ 9	Creta, precip	9@ 11
Opil	3 20@ 3 25	Sinapis Nigra	9@ 10	Creta, Rubra	.....@ 8
Shellac	50@ 60	Spiritus		Crocus	.....1 40@ 1 50
Shellac, bleached	50@ 60	Frumentum W D. 2	00@ 25 50	Cudbar	.....@ 24
Tragacanth	70@ 100	Frumentum	1 25@ 1 50	Cupri Sulph	6 1/2@ 8
Herba		Juniperis Co O T	65@ 60	Dextrine	.....@ 18
Absinthium	4 50@ 4 60	Juniperis Co	1 75@ 50	Emery, al Nos.	.....@ 6
Eupatorium oz pk	20	Saccharum N E	1 90@ 2 10	Emery, po	.....@ 6
Labolla	oz pk 25	Spt Vini Galli	1 75@ 50	Ergota	po 65 60@ 65
Majorum	oz pk 28	Vini Oporto	1 25@ 2 00	Ether Sulph	70@ 80
Mentra Plp. oz pk	23	Vina Alba	1 25@ 2 00	Flake White	12@ 15
Mentra Ver. oz pk	25	Sponges		Galla	.....@ 23
Rue	oz pk 39	Florida Sheeps' wool	.....@ 30	Gambler	8@ 9
Tanacetum	oz pk 22	carriage	3 00@ 3 50	Gelatin, Cooper.	.....@ 60
Thymus V. oz pk	25	Nassau sheeps' wool	.....@ 30	Gelatin, French	35@ 60
Magnesia		carriage	3 50@ 3 75	Glassware, fit box	75
Calcedine	55@ 60	Velvet extra sheeps' wool, carriage.	@ 2 00	Less than box	70
Carbonate, Pat.	18@ 20	Extra yellow sheeps' wool, carriage.	@ 1 25	Glue, brown	11@ 13
Carbonate, K-M.	18@ 20	Grass sheeps' wool, carriage	@ 1 25	Glue white	15@ 25
Carbonate	18@ 20	Hard, slate use.	@ 1 00	Glycerina	13 1/2@ 18
Oleum		Yellow Reef, for slate use	@ 1 40	Grana Paradisi.	.....@ 25
Absinthium	4 90@ 5 00	Syrups		Humulus	35@ 60
Amygdalae, Dule.	50@ 60	Acacia	.....@ 50	Hydrarg Ch.....Mt	.....@ 95
Amygdalae, Ama	8 00@ 8 25	Auranti Cortex	.....@ 50	Hydrarg Ch Cor	.....@ 85
Anisi	1 75@ 1 80	Zingiber	.....@ 50	Hydrarg Ox Ru'm	.....@ 1 00
Auranti Cortex	2 60@ 2 80	Ipecac	.....@ 60	Hydrarg Ammo'l	.....@ 1 10
Bergamii	2 75@ 2 85	Ferri Iod	.....@ 50	Hydrarg Ungue'm	50@ 60
Capitupi	85@ 90	Rhel Arom	.....@ 50	Hydrargurgum	.....@ 75
Caryophylli	1 10@ 1 20	Smlax Off's	50@ 60	Ichthyobolla, Am.	90@ 100
Cedar	60@ 90	Senega	.....@ 50	Indigo	75@ 100
Chenopadii	8 75@ 4 00	Scilla	.....@ 50	Iodine, Resubi	3 85@ 3 90
Cinnamoni	1 15@ 1 25	Senega	.....@ 50	Iodoform	3 90@ 4 00
Citronella	60@ 65	Senega	.....@ 50	Iodulin	.....@ 40
Citronum Mac	80@ 90	Senega	.....@ 50	Lycopodium	85@ 90
		Senega	.....@ 50	Macis	65@ 70

Liquor Arsen et		Rubia Tinctorum	12@	14	Vanilla	9 00@	
Hydrarg Iod ..	@ 25	Saccharum La's.	22@	25	Zinci Sulph	7@	8
Liq Potass Arsinat	10@	Salacin	4 50@	75	Oils		
Magnesia, Sulph.	2@	Sanguis Drac's..	40@	50	Whale, winter ..	bbl. gal.	
Magnesia, Sulph bbl	@ 1%	Sapo, W	12@	14	Lard, extra	70@	70
Mentha, S F	45@	Sapo, M	10@	12	Lard, No. 1	60@	65
Morphia, S P & W	3 30@	Sapo, G	@ 15		Linseed, pure raw	45@	45
Morphia, S N Y Q2	35@	Seiditz Mixture	20@	22	Linseed, boiled ..	46@	49
Morphia, Mal. ..	2 25@	Sinapis	@ 18		Neat's-foot, w/str	65@	70
Moschus, Catton ..	40@	Sinapis, opt ..	@ 30		Spts. Turpentine ..	Market	
Myristica, No. 1	25@	Snuff, Maccaboy,			Paints	bbl. L.	
Nux Vomica po 15	@ 10	DeVoos	@ 51		Red Venetian	1 1/2@	2
Os Sepia	25@	Snuff, S'h DeVos	@ 51		Ochre, yel Mars 1 1/2	@ 2@	
Pepsin Saac, H &		Soda, Boras	9@	11	Ocre, yel Ber. 1 1/2	@ 2@	
P D Co	@ 1 00	Soda, Boras, po.	@ 9	11	Putty, commer'1 2 1/2	@ 3@	
Picis Liq N N 1/2		Soda et Pot's Tart	25@	28	Putty, strictly pr2 1/2	@ 3@	
gal doz	@ 2 00	Soda, Carb	1 1/2@	2	Vermillion, Prime		
Picis Liq qts	@ 1 00	Soda, Bi-Carb ..	@ 3	5	American	13@	15
Picis Liq, pints.	@ 60	Soda, Ash	3 1/2@	4	Vermillion, Eng. 75	@ 80	
Pil Hydrarg po 80	@ 50	Soda, Sulphas ..	@ 2		Green, Paris	14@	18
Piper Nigra po 22	@ 18	Soda, Cologne ..	@ 2 60		Green, Pennsular 13	@ 16	
Piper Alba po 35	@ 30	Spts, Ether Co.	50@	55	Lead, red	7 1/4@	7 1/4
Pix Burgum	@ 8	Spts, Myrcia Dom	@ 2 00		Lead, white	7 1/4@	7 1/4
Plumbi Acet	12@	Spts, Vini Rect bbl			Whiting, white S'n	@ 90	
Pulvis Ip'e et Opil	1 30@	Spts, V'i Rect 1/2 b			Whiting Gilders' ..	@ 95	
Pyrethrum, bxs H	@ 1 50	Spts, V'i R't 10 gl			White, Paris Am'r	@ 1 25	
& P D Co, doz	@ 75	Spts, V'i R't 5 gal			Whit'g Paris Eng		
Pyrethrum, pv ..	20@	Stychnia, Crystl	1 05@	1 25	cliff	@ 1 40	
Quassiae	8@	Sulphur Subl ..	2 1/4@	4	Universal Prep'd 1	10@	1 20
Quino, S P & W ..	19@	Sulphur, Roll ..	2 1/4@	3 1/2	Varnishes		
Quina, S Ger	19@	Tamarinds	@ 8	10	No. 1 Turp Coachl	10@	1 20
Quina, N. Y.	19@	Cerebrih Venice	28@	30	Extra Turp	1 60@	1 70
		Theobromae	45@	50			

Drugs

We are Importers and Jobbers of Drugs,
Chemicals and Patent Medicines.

We are dealers in Paints, Oils and
Varnishes.

We have a full line of Staple Druggists' Sundries.

We are the sole proprietors of Weatherly's
Michigan Catarrh Remedy.

We always have in stock a full line of
Whiskies, Brandies, Gins, Wines and
Rums for medical purposes only.

We give our personal attention to mail orders and guarantee satisfaction.

All orders shipped and invoiced the same day received. Send a trial order.

**Hazeltine & Perkins
Drug Co.
Grand Rapids, Mich.**

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

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Y	
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AXLE GREASE

1lb. wood boxes, 4 dz.	3 00
1lb. tin boxes, 3 doz	2 35
3 1/2 lb. tin boxes, 2 dz.	4 25
10lb. pails, per doz.	6 00
15lb. pails, per doz.	7 20
25lb. pails, per doz.	12 00
Arctic Ammonia	Doz.
12 oz ovals 2 doz box	75
BAKED BEANS	
Columbia Brand	
1lb. can, per doz.	90
2lb. can, per doz.	1 40
3lb. can, per doz.	1 80
BATH BRICK	
American	75
English	85
BLUING	
Arctic Bluing	Doz.
6 oz ovals 3 doz box	40
16 oz round 2 doz box	75
BROOMS	
No. 1 Carpet	2 75
No. 2 Carpet	2 35
No. 3 Carpet	2 15
No. 4 Carpet	1 75
Parlor Gem	2 40
Common Whisk	85
Fancy Whisk	1 20
Warehouse	3 00
BRUSHES	
Scrub	
Solid Back 8 in.	75
Solid back, 11 in.	95
Pointed ends	85
Stove	
No. 3	75
No. 2	1 10
No. 1	1 75
Shoe	
No. 8	1 00
No. 7	1 30
No. 6	1 70
No. 3	1 90
BUTTER COLOR	
W. R. & Co.'s, 15c size	1 25
W. R. & Co.'s, 25c size	2 00
CANDLES	
Electric Light, 8s.	9 1/2
Electric Light, 16s.	10
Paraffine, 6s.	9
Paraffine, 12s.	9 1/2
Wicking	20
CANNED GOODS	
Apples	
3lb. Standards	1 00
Blackberries	
Standards	
Gals. Standards	3 00
Beans	
Baked	80@1 30
Red Kidney	85@ 95
String	70@1 15
Wax	75@1 25
Blueberries	
Standard	@1 40
Brook Trout	
Gallon	@5 75
2lb. cans, spiced	1 90
Clams	
Little Neck, 1lb.	@1 25
Little Neck, 2lb.	@1 50
Clam Bouillon	
Burnham's 1/2 pt.	1 90
Burnham's pts.	3 60
Burnham's qts.	7 20
Cherries	
Red Standards	1 30@1 50
White	1 50
Corn	
Fair	60@75
Good	85@90
Fancy	1 25
French Peas	
Sur Extra Fine	22
Extra Fine	19
Fine	15
Moyen	11
Gooseberries	
Standard	90
Hominy	
Standard	85
Lobster	
Star, 1/2 lb.	2 15
Star, 1lb.	3 90
Picnic Tails	2 60
Mackerel	
Mustard, 1lb.	1 80
Mustard, 2lb.	2 80
Soused, 1 1/2 lb.	1 80
Soused, 2lb.	2 80
Tomato, 1lb.	1 80
Tomato, 2lb.	2 80
Mushrooms	
Hotels	15@ 20
Buttons	22@ 25
Oysters	
Cove, 1lb.	@ 80
Cove, 2lb.	@1 55
Cove, 1lb. Oval	@ 95
Peaches	
Pie	1 00@1 15
Yellow	1 45@2 25

2

Peas	
Marrowfat	90@1 00
Early June	90@1 60
Early June Sifted	1 65
Plums	
Plums	85
Pineapple	
Grated	1 25@2 75
Sliced	1 35@2 55
Pumpkin	
Fair	70
Good	80
Fancy	1 00
Gallon	@2 00
Raspberries	
Standard	@
Russian Caviar	
1/4 lb. cans	3 75
1/2 lb. cans	7 00
1lb. cans	12 00
Salmon	
Col'a River, tails	@1 80
Col'a River, flats	1 85@1 90
Red Alaska	1 35@1 45
Pink Alaska	@ 95
Sardines	
Domestic, 1/4s.	@ 3%
Domestic, 1/2s.	5
Domestic, Must'd 5 1/2	@ 9
California, 1/4s.	@14
California, 1/2s.	@24
French, 1/4s.	@14
French, 1/2s.	@28
Shrimps	
Standard	1 20@1 40
Succotash	
Fair	85
Good	1 00
Fancy	1 25@1 40
Strawberries	
Standard	1 10
Fancy	1 40
Tomatoes	
Fair	@1 25
Good	@1 30
Fancy	1 40@1 50
Gallons	@3 65
CARBON OILS	
Perfection	@10 1/2
Water White	@ 9 1/2
D. S. Gasoline	@12
Deodor'd Nap'a	@12
Cylinder	29 @34 1/2
Engine	16 @22
Black, winter	9 @10 1/2
CEREALS	
Breakfast Foods	
Bordeau Flakes, 36 1 lb	2 50
Cream of Wheat, 36 2 lb	4 50
Crescent Flakes, 36 1 lb	2 50
Egg-O-See, 36 pkgs	2 85
Excello Flakes, 36 1 lb	2 75
Force, 36 2 lb.	4 50
Grape Nuts, 2 doz.	2 70
Malta Ceres, 24 1 lb.	2 40
Malta Vita, 36 1 lb.	2 75
Mapl-Flake, 36 1 lb.	4 05
Pillsbury's Vitos, 3 doz	4 25
Ralston, 36 2 lb.	4 50
Sunlight Flakes, 36 1 lb	2 85
Sunlight Flakes, 20 lge	4 00
Vigor, 36 pkgs.	2 75
Zest, 20 2 lb.	4 10
Zest, 36 small pkgs	4 50
Rolled Oats	
Rolled Avena, bbl.	5 50
Steel Cut, 104 lb. sacks	2 90
Monarch, bbl.	5 25
Monarch, 100 lb. sack	2 55
Quaker, cases	3 10
Cracked Wheat	
Bulk	3 1/4
24 2 lb. packages	2 50
CATSUP	
Columbia, 25 pts.	4 50
Columbia, 25 1/2 pts.	2 60
Snider's quarts	3 25
Snider's pints	2 25
Snider's 1/2 pints	1 30
CHEESE	
Acme	@14 1/2
Carson City	@14
Peerless	@14
Elsie	@15 1/2
Emblem	@14 1/2
Gem	@15
Jersey	@14 1/2
Ideal	@14 1/2
Riverside	@14 1/2
Warner's	@14 1/2
Brick	@15
Edam	@90
Leiden	@15
Limburger	14 1/2
Pineapple	@40
Sap Sago	@19
Swiss, domestic	@1 1/2
Swiss, imported	@20
CHEWING GUM	
American Flag Spruce	50
Beeman's Pepsin	55

3

Best Pepsin	45
Best Pepsin, 5 boxes	2 00
Black Jack	50
Largest Gum Made	50
Sen Sen	90
Sen Sen Breath Perf.	95
Sugar Loaf	50
Yucatan	50
CHICORY	
Bulk	5
Red	7
Eagle	7
Frank's	7
Schener's	6
CHOCOLATE	
Walter Baker & Co.'s	
German Sweet	22
Premium	26
Vanilla	41
Caracas	35
Eagle	28
COCOA	
Baker's	31
Cleveland	41
Colonial, 1/4s	35
Colonial, 1/2s	35
Epps	42
Huyler	12
Van Houten, 1/4s	20
Van Houten, 1/2s	40
Van Houten, 1s	72
Webb	28
Wilbur, 1/4s	41
Wilbur, 1/2s	42
COCOA BUTTER	
Dunham's 1/4s	26
Dunham's 1/2s & 1/4s	26 1/2
Dunham's 1/4s	27
Dunham's 1/2s	28
Bulk	13
COCOA SHELLS	
20lb. bags	2 1/2
Less quantity	3
Pound packages	4
COFFEE	
Rio	
Common	13
Fair	14
Choice	16 1/2
Fancy	20
Santos	
Common	13
Fair	14 1/2
Choice	16 1/2
Fancy	19
Peaberry	
Maracalbo	
Fair	15
Choice	18
Mexican	
Choice	16 1/2
Fancy	19
Guatemala	
Choice	15
Java	
African	12
Fancy African	17
P. G.	25
O. G.	31
Mocha	
Arabian	21
Package	
New York Basis	
Arbuckle	14 50
Dilworth	14 00
Jersey	14 50
Lion	14 50
McLaughlin's XXXX	
McLaughlin's XXXX sold	
to retailers only. Mail all	
orders direct to W. F.	
McLaughlin & Co., Chicag-	
go.	
Extract	
Holland, 1/2 gro boxes	95
Felix, 1/2 gross	1 15
Hummel's foil, 1/2 gro.	85
Hummel's tin, 1/2 gro.	1 43
CRACKERS	
National Biscuit Company	
Brand	
Butter	
Seymour, Round	6
New York, Square	6
Family	6
Salted, Hexagon	6
Soda	
N. B. C. Soda	6
Select Soda	8
Saratoga Flakes	13
Zephyrettes	13
Oyster	
N. B. C. Round	6
N. B. C. Square, Salted	6
Faust, Shell	7 1/2
Sweet Goods	
Animals	10
Atlantic, Assorted	10
Bagley Gems	9
Belle Isle Picnic	11
Brittle	11
Cartwheels, S & M	8
Current Fruit	10
Crackles	16
Coffee Cake, N. B. C.	
plain or iced	10
Cocoanut Taffy	12
Cocoa Bar	10
Chocolate Drops	17
Cocoa Drops	12
Cocoanut Macaroons	18
Dixie Cookie	9
Fruit Honey Squares	12 1/2
Frosted Cream	8
Fluted Cocoanut	11
Fly Sticks	12
Ginger Gems	8
Graham Crackers	8
Ginger Snaps, N. B. C.	7 1/2
Hazelnut	11
Honey Cake, N. B. C.	12
Honey Fingers As. Ice	12
Honey Jumbles	12
Household Cookies, As.	8
Iced Honey Crumpets	10
Imperial	8

4

Jersey Lunch	8
Jamaica Gingers	10
Kream Klips	20
Lady Fingers	12
Lem Yen	11
Lemonade	11
Lemon Gems	10
Lemon Biscuit Sq.	8
Lemon Wafer	16
Lemon Cookie	8
Malaga	11
Mary Ann	8
Marshmallow Walnuts	16
Marshmallow Creams	16
Muskegon Branch, Iced	11
Moss Jelly Bar	12
Molasses Cakes	9
Mixed Picnic	11 1/2
Mich. Frosted Honey	12
Mich. Cocoanut Fstd.	12
Honey	12
Newton	12
Nu Sugar	12
Nic Nacs	8 1/2
Oatmeal Crackers	8
Orange Slices	16
Orange Gems	8
Penny Cakes, Asst.	8
Pineapple Honey	15
Pretzels, Hade Md.	8 1/2
Pretzellettes, Hand Md.	8 1/2
Pretzellettes, Mac Md.	7 1/2
Raisen Cookies	8
Revere, Assorted	14
Richwood	8 1/2
Richmond	11
Rube	8
Scotch Cookies	10
Snowdrop	16
Spiced Gingers	9
Spiced Gingers, Iced	10
Spiced Sugar Tops	9
Sultana Fruit	15
Sugar Cakes	9
Sugar Squares, large or small	9
Superba	8
Sponge Lady Fingers	25
Urchins	11
Vanilla Wafers	16
Vienna Crimp	8
Whitehall	10
Waverly	8
Water Crackers (Bent & Co.)	16
Zanzibar	9
In-er Seal Goods.	
Almond Bon Bon	\$1.50 Doz.
Albert Biscuit	1.00
Animals	1.00
Brenner's But. Wafers	1.00
Butter Thin Biscuit	1.00
Cheese Sandwich	1.50
Cocoanut Macaroons	2.50
Cracker Meal	.75
Faust Oyster	1.00
Five O'clock Tea	1.00
Frosted Coffee Cake	1.00
Frotana	1.00
Ginger Snaps, N. B. C.	1.00
Graham Crackers	1.00
Lemon Snaps	.50
Marshmallow Dainties	1.00
Oatmeal Crackers	1.00
Oysterettes	.50
Pretzellettes, H. M.	1.00
Royal Toast	1.00
Saltine	1.00
Saratoga Flakes	1.50
Seymour Butter	1.00
Social Tea	1.00
Soda, N. B. C.	1.00
Soda, Select	1.00
Sponge Lady Fingers	1.00
Sultana Fruit Biscuit	1.50
Unedda Biscuit	.50
Unedda Jinjer Wayfer	1.00
Unedda Milk Biscuit	.50
Vanilla Wafers	1.00
Water Thin	1.00
Zu Zu Ginger Snaps	.50
Zwieback	1.00
CREAM TARTER	
Barrels or drums	29
Boxes	30
Square cans	32
Fancy caddies	35
DRIED FRUITS	
Apples	
Sundried	7 @ 8
Evaporated	10 @11
California Prunes	
100-125 25lb boxes	
90-100 25lb boxes	@ 5
80-90 25lb boxes	@ 5 1/2
70-8 25lb boxes	@ 6
60-70 25lb boxes	@ 6 1/2
50-60 25lb boxes	@ 7 1/4
40-50 25lb boxes	@ 7 1/2
30-40 25lb boxes	@ 8 1/2
1/2c less in 50lb cases.	
Citron	
Corsican	@14 1/2
Currants	
Imp'd 1 lb. pkg.	@ 7 1/2
Imported bulk	@ 7 1/2
Peel	
Lemon American	13
Orange American	13
Raisins	
London Layers, 3 cr	
London Layers, 4 cr	
Cluster, 5 crown	
Loose Muscatels, 2 cr	
Loose Muscatels, 3 cr.	6 1/2
Loose Muscatels, 4 cr.	6 1/2
L. M. Seeded, 1 lb.	7 1/2 @8 1/2
L. M. Seeded, 1/2 lb.	
Sultanas, bulk	
Sultanas, package	7 1/2 @ 8
FARINACEOUS GOODS	
Beans	
Dried Lima	6
Med. Hd Pk'd.	1 75 @1 85
Brown Holland	2 25
Farina	
24 lb. packages	1 75
Bulk	1 75

6

HERBS

Sage	15
Hops	15
Laurel Leaves	15
Senna Leaves	25
JELLY	
5 lb. pails, per doz.	1.70
15 lb. pails, per pail.	35
30 lb. pails, per pail.	65
LICORICE	
Pure	30
Calabria	23
Sicily	14
Root	11

MEAT EXTRACTS

Armour's, 2 oz.	45
Armour's, 4 oz.	80
Liebig's, Chicago, 2 oz.	75
Liebig's, Chicago, 4 oz.	50
Liebig's Imported, 2 oz.	55
Liebig's Imported, 4 oz.	50
MOLASSES	
New Orleans	
Fancy Open Kettle	40
Choice	35
Fair	26
Good	22

MINCE MEAT

Columbia, per case	2.75
MUSTARD	
Horse Radish, 1 dz	1.75
Horse Radish, 2 dz	3.50

OLIVES

Bulk, 1 gal. kegs.	1.25
Bulk, 2 gal. kegs.	1.20
Bulk, 5 gal. kegs.	1.15
Manzanilla, 8 oz.	90
Queen, pints	2.35
Queen, 19 oz.	4.50
Queen, 28 oz.	7.00
Stuffed, 5 oz.	90
Stuffed, 8 oz.	1.45
Stuffed, 10 oz.	2.30
PIPER	
Clay, No. 216	1.70
Clay, T. D., full count	65
Cob, No. 3	85

PICKLES

Barrels, 1,200 count	4.75
Half bbls., 600 count	2.88
Small	
Barrels, 2,400 count	7.00
Half bbls., 1,200 count	4.00

PLAYING CARDS

No. 90 Steamboat	85
No. 15, Rival, assorted	1.20
No. 20, Rover, assorted	1.60
No. 572, Special	1.75
No. 98 Golf, satin finish	2.00
No. 808 Bicycle	2.00
No. 632 Tourn't whist	2.25

POTASH

48 cans in case	4.00
Babbitt's	4.00
Penna Salt Co.'s	3.00
PROVISIONS	
Barreled Pork	
Mess	
Fat Black	16.00
Short Cut	14.75
Bean	12.50
Pig	20.00
Brisket, clear	15.00
Clear Family	13.50

Dry Salt Meats

S. P. Bellies	10%
Bellies	10%
Extra Shorts	8%
Smoked Meats	
Hams, 12 lb. average	10
Hams, 14 lb. average	10
Hams, 16 lb. average	10
Hams, 18 lb. average	10
Skinned Hams	10
Ham, dried beef sets	13
Shoulders, (N. Y. cut)	
Bacon, clear	11
California Hams	7 1/2
Picnic Boiled Ham	12 1/2
Boiled Ham	15 1/2 @ 16
Berlin Ham, pressed	8
Mince Ham	9

Lard

Compound	6 1/2
Pure	8 1/2
80 lb. tubs, advance	7 1/2
60 lb. tubs, advance	7 1/2
50 lb. tubs, advance	7 1/2
20 lb. pails, advance	7 1/2
10 lb. pails, advance	7 1/2
5 lb. pails, advance	1
3 lb. pails, advance	1

Sausages

Bologna	5
Liver	6 1/2
Frankfort	7
Pork	6 1/2
Veal	8
Tongue	9 1/2
Headcheese	6 1/2

Beef

Extra Mess	9.50
Boneless	10.50
Rump, new	10.50
Pig's Feet	
1/4 bbls., 40 lbs.	1.10
1/4 bbls., 40 lbs.	1.85
1/4 bbls.	3.75
1 bbl.	7.75

Tripe

Kits, 15 lbs.	70
1/4 bbls., 40 lbs.	1.50
1/4 bbls., 80 lbs.	3.00
Casings	
Hogs, per lb.	28
Beef rounds, set	16
Beef middles, set	45
Sheep, per bundle	70

Uncolored Butterine

Solid dairy	10 @ 11 1/2
Rolls, dairy	10 @ 11 1/2

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Canned Meats

Corned beef, 2	2.50
Corned beef, 14	17.50
Roast beef, 2.00 @ 2	50
Potted ham, 1/4s	45
Potted ham, 1/2s	85
Deviled ham, 1/4s	45
Deviled ham, 1/2s	85
Potted tongue, 1/4s	45
Potted tongue, 1/2s	85

RICE

Screenings	@ 3 1/2
Fair Japan	@ 5
Imported Japan	@ 5 1/2
Fair La. hd.	@ 6
Choice La. hd.	@ 6 1/2
Fancy La. hd.	@ 6 3/4
Carolina, ex. fancy	@ 7 1/2

SALAD DRESSING

Columbia, 1/2 pint	2.25
Columbia, 1 pint	4.00
Durkee's, large, 1 doz.	4.50
Durkee's Small, 2 doz.	5.25
Snider's, large, 1 doz.	2.35
Snider's small, 2 doz.	1.35

SALERATUS

Packed 60 lbs. in box	
Arm and Hammer	15
Deland's	3.00
Dwight's Cow	15
Emblem	2.10
L. P.	3.00
Wyandotte, 100 1/4s	3.00

SAL SODA

Granulated, bbls	85
Granulated, 100 lb cases	1.00
Lump, bbls	80
Lump, 145 lb kegs	95
SALT	
Common Grades	
100 3 lb. sacks	2.10
60 5 lb. sacks	2.00
28 10 1/2 lb. sacks	1.90
56 lb. sacks	30
28 lb. sacks	15

Warsaw

56 lb. dairy in drill bags	40
28 lb. dairy in drill bags	20
Solar Rock	
56 lb. sacks	20
Common	
Granulated, fine	80
Medium fine	85

SALT FISH

Cod	
Large whole	@ 7
Small whole	@ 6 1/2
Strips or bricks	7 1/2 @ 10
Pollock	@ 3 1/4
Hallbut	
Strips	13
Chunks	13 1/2

Herring

White Hoop, bbls	11.50
White Hoop, 1/2 bbls	6.00
White Hoop, keg	@ 75
White Hoop mchs	@ 80
Norwegian	@ 80
Round, 100 lbs	3.75
Round, 40 lbs	1.75
Scaled	14

Trout

No. 1, 100 lbs	7.50
No. 1, 40 lbs	3.25
No. 1, 10 lbs	90
No. 1, 8 lbs	75
Mackerel	
Mess, 100 lbs	13.50
Mess, 40 lbs	5.90
Mess, 10 lbs	1.40
No. 1, 100 lbs	12.50
No. 1, 4 lbs	1.55
No. 1, 10 lbs	1.55
No. 1, 8 lbs	1.55

Whitefish

No. 1 No. 2 Fam	
100 lb.	9.50 @ 3.50
50 lb.	5.00 @ 1.95
10 lb.	1.10 @ 52
8 lb.	90 @ 44

SEEDS

Anise	15
Canary, Smyrna	6
Caraway	8
Cardamom, Malabar	1.00
Celery	15
Hemp, Russian	5
Mixed Bird	4
Mustard, white	8
Poppy	8
Rape	4 1/2
Cuttle Bone	25

SHOE BLACKING

Handy Box, large, 3 dz.	2.50
Handy Box, small	1.25
Elxby's Royal Polish	85
Miller's Crown Polish	85
SNUFF	
Scotch, in bladders	37
Maccaboy, in jars	35
French Rapple in jars	43

SOAP

Central City Soap Co.	
Jaxon	2.85
Boro Naphtha	3.85
J. S. Kirk & Co.	
American Family	4.05
Dusky Diamond, 60 8oz	2.80
Dusky D'nd, 100 6oz	3.80
Sap Rose, 50 bars	3.75
Javon Imperial	3.10
White Russian	3.10
Dome, oval bars	2.85
Satinet, oval	2.15
Snowberry, 100 cakes	4.00

LAUTZ BROS. & CO.

Acme soap, 100 cakes	2.85
Naphtha, 100 cakes	4.00
Big Master, 100 bars	4.00
Marseilles White soap	4.00
Snow Boy Wash P'w'r	4.00

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Proctor & Gamble Co.

Lenox	2.85
Ivory, 6 oz.	4.00
Ivory, 10 oz.	6.75
Sweet Burley	4.40
Tiger	4.40

A. B. Wisley

Good Cheer	4.00
Old Country	3.40
Soap Powders	
Central City Soap Co.	
Jaxon, 16 oz.	2.40

Gold Dust

Gold Dust, 24 large	4.50
Gold Dust, 100-5c	4.00
Kirkoline, 24 4lb.	3.80
Pearline	3.75
Soapine	4.10
Babbitt's 1776	3.75
Roseine	3.50
Armour's	3.70
Wisdom	3.80

Soap Compounds

Johnson's Fine	5.10
Johnson's XXX	4.25
Nine O'clock	3.35
Rub-No-More	3.75
Scouring	
Enoch Morgan's Sons	
Sapallo, gross lots	9.00
Sapallo, half gross lots	4.50
Sapallo, single boxes	2.25
Sapallo, hand	2.25
Scourine Manufacturing Co	
Scourine, 50 cakes	1.80
Scourine, 100 cakes	3.50

SODA

Boxes	5 1/4
Kegs, English	4 1/4
SOUPS	
Columbia	3.00
Red Letter	90

SPICES

Whole Spices	
Allspice	12
Cassia, China in mats	12
Cassia, Canton	16
Cassia, Batavia, bund.	28
Cassia, Saigon, broken	40
Cassia, Saigon, in rolls	55
Cloves, Amboyana	22
Cloves, Zanzibar	15
Mace	55
Nutmegs, 75-80	45
Nutmegs, 105-10	35
Nutmegs, 115-20	30
Pepper, Singapore, blk.	15
Pepper, Singp. white	25
Pepper, shot	17

Pure Ground in Bulk

Allspice	16
Cassia, Batavia	28
Cassia, Saigon	28
Cloves, Zanzibar	48
Ginger, African	15
Ginger, Cochlin	18
Ginger, Jamaica	25
Mace	65
Mustard	18
Pepper, Singapore, blk.	17
Pepper, Singp. white	28
Pepper, Cayenne	20
Sage	20

STARCH

Common Gloss	
1 lb packages	4.05
3 lb packages	4 1/4
5 lb packages	5 1/4
40 and 50 lb. boxes	2 1/4 @ 3 1/4
Barrels	@ 2 1/4

Common Corn

20 lb packages	5
40 lb packages	4 1/4 @ 7
SYRUPS	
Corn	
Barrels	23
Half Barrels	25
20 lb cans 1/4 dz in case	1.70
10 lb cans 1/2 dz in case	1.65
5 lb cans 2 dz in case	1.75
2 1/2 lb cans 2 dz in case	1.80

Pure Cane

Fair	16
Good	20
Choice	25
TEA	
Japan	
Sundried, medium	24
Sundried, choice	32
Sundried, fancy	35
Regular, medium	24
Regular, choice	32
Regular, fancy	35
Basket-fired, medium	31
Basket-fired, choice	33
Basket-fired, fancy	43
Nibs	22 @ 24
Siftings	9 @ 11
Fannings	12 @ 14

Gunpowder

Moyune, medium	30
Moyune, choice	32
Moyune, fancy	40
Pingsuey, medium	30
Pingsuey, choice	30
Pingsuey, fancy	40

Young Hyson

Choice	30
Fancy	36
Formosa, fancy	42
Amoy, medium	35
Amoy, choice	35
English Breakfast	30
Medium	32
Choice	30
Fancy	40

India

Ceylon choice	32
Fancy	42
TOBACCO	
Fine Cut	
Cadillac	54
Sweet Loma	54
Hawatha, 5 lb pails	58
Hawatha, 10 lb pails	58

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Telegram

Pay Car	33
Prarie Rose	49
Protection	40
Sweet Burley	44
Tiger	40

Plug

Red Cross	31
Palo	35
Hiawatha	41
Kylo	35
Battle Ax	37
American Eagle	33
Standard Navy	37
Spear Head 7 oz.	47
Spear Head, 1 1/4 oz.	44
Nobby Twist	55
Jolly Tar	39
Old Honesty	43
Toddy	34
J. T.	38
Piper Heidsick	66
Boot Jack	80
Honey Dip Twist	40
Black Standard	40
Cadillac	34
Forge	34
Nickel Twist	52
Mill	32
Great Navy	36

Smoking

Sweet Core	34
Flat Car	32
Warpath	26
Bamboo, 16 oz.	25
1 X L, 16 oz. pails	27
Honey Dew	40
Gold Block	40
Flagman	40
Chips	43
Klin Dried	21
Duke's Mixture	40
Duke's Cameo	43
Myrtle Navy	44
Yum Yum, 1 1/4 oz.	39
Yum Yum, 1 lb. pails	40
Cream	38
Corn Cake, 2 1/4 oz.	25
Corn Cake, 1 lb.	22
Plow Boy, 1 1/4 oz.	39
Plow Boy, 3 1/4 oz.	39
Peerless, 3 1/4 oz.	35
Peerless, 1 1/4 oz.	38
Air Brake	36
Cant Hook	30
Country Club	32-34
Forex-XXXX	30
Good Indian	25
Self Binder, 16oz, 8oz 20-22	22
Silver Foam	24
Sweet Marie	32
Royal Smoke	42

TWIN

Cotton, 3 ply	22
Cotton, 4 ply	22
Jute, 2 ply	14
Hemp, 6 ply	13
Flax, medium	20
Wool, 1 lb. balls	6

VINEGAR

Malt White Wine, 40gr 8	
Malt White Wine, 80gr 11	
Pure Cider, B & B	12
Pure Cider, Red Star	12
Pure Cider, Robinson	13
Pure Cider, Silver	13

WICKING

No. 0 per gross	30
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Special Price Current

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon55 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
1 lb cans 3 75
1 1/2 lb cans 4 80
3 lb cans 13 00
5 lb cans 21 50

BLUING



C. P. Bluing

Doz.
Small size, 1 doz box....40
Large size 1 doz box....75

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 hd
Less than 500. 33
500 or more32
1,000 or more31
Worden Grocer Co. brand
Ben Hur
Perfection35
Perfection Extras35
Londres35
Londres Grand.35
Standard35
Puritans35
Panatellas, Finas.35
Panatellas, Bock35
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
35 1/4 lb pkg, per case 2 60
16 1/2 lb pkg, per case 2 60

FRESH MEATS

Beef

Carcass5 @ 8
Carcass4 1/2 @ 7 1/2
Hindquarters6 @ 9 1/2
Loins7 @ 16
Ribs7 @ 13
Rounds5 1/2 @ 6 1/2
Chucks4 @ 5
T-bones5 @ 8

Pork.

Loins@ 9
Dressed@ 7
Boston Butts@ 7 1/2
Shoulders@ 7
Leaf Lard@ 8 1/2

Mutton

Carcass@ 12
Lamb@ 12

Veal

Carcass7 @ 9

CLOTHES LINES

Sisal
60ft. 3 thread, extra..1 00
72ft. 3 thread, extra..1 40
90ft. 3 thread, extra..1 70
60ft. 6 thread, extra..1 29
72ft. 6 thread, extra..1 50

Jute

60ft.75
72ft.90
90ft.1 05
120ft.1 50

Cotton Victor

60ft.1 10
72ft.1 10
90ft.1 60

Cotton Windsor

50ft.1 30
60ft.1 44
70ft.1 80
80ft.2 00

Cotton Braided

40ft.95
50ft.1 35
60ft.1 65

Galvanized Wire

No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1lb
White House, 2lb
Excelsior, M & J, 1lb ..
Excelsior, M & J, 2lb ..
Tip Top, M & J, 1lb ..
Royal Java
Royal Java and Mocha..
Java and Mocha Blend..
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Saginaw;
Meisel & Goeschel,
Bay City; Godsmark, Du-
rand & Co., Battle Creek;
Fielbach Co., Toledo.



CONDENSED MILK

4 doz. in case
Gail Borden Eagle6 40
Crown5 90
Champion4 52
Daisy4 70
Magnolia4 00
Challenge4 40
Dime3 85
Peerless Evap'd Cream 4 00

FISHING TACKLE

1/2 to 1 in6
1 1/4 to 2 in7
1 1/2 to 2 in9
1 3/4 to 2 in11
2 in15
2 1/2 in20

Cotton Lines

No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

Small20
Medium26
Large34

Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size1 10
Cox's 2 qt. size1 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's1 50
Oxford75
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, large3 75
Halford, small2 35

We sell more 5 and 10 Cent Goods Than Any Other Twenty Wholesale Houses in the Country.

WHY?

Because our houses are the recognized headquarters for these goods.

Because our prices are the lowest.

Because our service is the best.

Because our goods are always exactly as we tell you they are.

Because we carry the largest assortment in this line in the world.

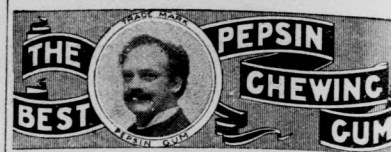
Because our assortment is always kept up-to-date and free from stickers.

Because we aim to make this one of our chief lines and give to it our best thought and attention.

Our current catalogue lists the most complete offerings in this line in the world. We shall be glad to send it to any merchant who will ask for it. Send for Catalogue J.

BUTLER BROTHERS

Wholesalers of Everything---By Catalogue Only
New York Chicago St. Louis



HATS

At Wholesale

For Ladies, Misses and Children
Corl, Knott & Co., Ltd.

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

Harness

Double and Single

Have you given us your spring order?

Our harness makes money for the dealer.

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

Every Cake



of FLEISCHMANN'S
YELLOW LABEL COMPRESSED
YEAST you sell not only increases
your profits, but also gives complete satisfaction to your patrons.

The Fleischmann Co.,

Detroit Office, 111 W. Larned St., Grand Rapids Office, 29 Crescent Ave.

Leading the World, as Usual

LIPTON'S

CEYLON TEAS.

St. Louis Exposition, 1904, Awards

GRAND PRIZE and Gold Medal for Package Teas.

Gold Medal for Coffees.

All Highest Awards Obtainable. Beware of Imitation Brands.

Chicago Office, 49 Wabash Ave.

1-lb., 1/2-lb., 1/4-lb. air-tight cans.



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—Drug stock in live Northern Michigan town of 1,500, invoicing \$1,250. Discount for cash. Address "Cinchona," care Tradesman. 344

Drug Stock For Sale—Located in a smart, up-to-date town of 1,500; good agricultural country surrounding; easy rent; in good location; stock light; will give purchaser a fair deal; poor health, reason for selling. B. C. Eldred, Chesaning, Mich. 255

An opportunity to buy one of the best meat market businesses in the State, consisting of two story brick, living rooms above, basement below, 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

Drug Stock—Best paying drug business in North Mississippi; new stock and fixtures; invoice \$6,500; perscription, town and country trade good; annual cash sales, \$15,000, four years' lease on store rooms; a bonanza for right party; will give particulars on investigation. Address P. O. Box 251, Oxford, Miss. 342

W. A. Anning, the hustling salesman. Merchants! Get in touch with me and arrange for a rousing February sale that will quickly turn your stock into money. Clean and legitimate methods that build a future business for the merchant. Every sale conducted under my personal direction. No failures. Just closed my second sale for the Simons Dry Goods Co., Lansing, Mich. Write them for particulars. If you want a successful sale, address W. A. Anning, Aurora, Ill. 341

For Sale—\$950 stock of gents' furnishings and fixtures in booming town of Muskegon. Enquire Lemire & Co., Muskegon, Mich. 343

For Sale—Absolutely pure country peach butter in mason jars or bulk. Geo. B. Hall, Rural, Bravo, Mich. 330

For Sale or Rent—Two-story frame store building with living rooms overhead, located in New Salem, Allegan Co. Well adapted to stock of general merchandise. Address John Schichtel, New Salem, Mich. 331

Furniture For Sale—Wanting to give my undivided attention to the undertaking business in my new building recently erected for that purpose. I offer for sale my stock of furniture and fixtures at invoice prices, also freights and drayages, amounting to about \$6,800. Stock in good shape, centrally located for 24 years in Peru, Indiana. Population 10,000 and bound to increase with new business industries just starting and buildings now being built. A fine opportunity for party with experience who will give the business personal attention. Address at once, Jas. H. Fetter, Peru, Ind. 333

For Sale or Rent—A woodworking factory with shafting, engines, dry kiln and warehouses. Well located in the center of the city. D. D. Smith, Gilfillan Block, St. Paul, Minn. 334

For Sale—Cold storage and produce plant, new four years ago. Located in central Michigan, doing a good business. A snap if taken at once. Owners wish to go South. Address Stroud & Post, Mason, Mich. 335

For Sale—Drug store; snap; stock and fixtures, \$4,000; good location; cash \$2,000; no trade; good reason for selling. A. C. Mills, Nauvoo, Ill. 336

Come West and get this farm. 160 acres, five miles from excellent market; black loam soil; large crops; well fenced and watered; good buildings; beautiful scenery; ideal climate; mild short winters. Price \$20 per acre, for short time only. Will give terms. Address Geo. F. Steele, Coeur d'Alene, Idaho. 337

Drug Store for sale in small city lower Michigan. First-class proposition in every respect. Invoice \$3,000, upwards. Address No. 338, care Michigan Tradesman. 338

For Sale—A first-class bakery in a city of 10,000, doing a good business. Will sell cheap. Address F. C., care Michigan Tradesman. 339

For Sale—Clean and well selected grocery stock. Present owner has owned the business for sixteen consecutive years. Rent reasonable. Located on best business street in Grand Rapids. Reason for selling, owner has engaged in other business. Address No. 340, care Michigan Tradesman. 340

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—75 barrel steam flour mill; fine location; good trade; price \$5,000; easy terms. J. D. Wilsey, 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

Sue 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

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

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

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—Harness business in city of 5,000 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

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

Pure Country Sorghum For Sale—Address F. Landenberger, Jr., Olney, Ill. 293

POSITIONS WANTED

Wanted—Position by young man with six years experience in hardware business. Good references. Address No. 332, care Michigan Tradesman. 332

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

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

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Want Ads. continued on next page.

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SAGINAW HOSPITALITY.**It Was Tried and Not Found Wanting.**

The Tradesman of last week presented the initial proceedings of the annual convention of the Michigan Retail Grocers and General Merchants' Association, which was held in Saginaw last Tuesday and Wednesday, including the annual address of the President and the annual report of the Secretary.

The annual report of the Treasurer showed a balance of \$95.63 on hand when he assumed the office a year ago. Cash received from all sources during the year amounted to \$345.25; paid out, \$417.39, leaving a balance at the present time of \$23.49.

The President then appointed the following committees:

Auditing—John A. Steketee, Kalamazoo; A. R. Canhan, Port Huron; P. F. Treanor, Saginaw.

Credentials—Fred Fuller, Grand Rapids; E. O. Gilkey, Lansing; Frank Rothsburg, Imlay City.

Ways and Means—H. J. Schaber, Kalamazoo; C. W. Grobe, Flint; A. E. Horrod, Albion.

Resolutions—C. A. Day, Detroit; N. H. Branch, Jackson; F. C. Wood, Port Huron.

Constitution and By-Laws—Homer Klap, Grand Rapids; Charles Wellman, Port Huron; August Miller, Detroit.

While waiting for the committees to formulate their reports a roll call was made of the several towns in the State where organizations had at some time been in operation.

The first town to respond was Davison, represented by Sidney Lane. Mr. Lane stated that though there were but 700 inhabitants in his town they had a strong working association of 21 members. Business was conducted on a systematic plan. The merchants were protected better than ever before against the "dead beat" and none would, for any price, return to the old system.

J. C. Currie made a brief response when Detroit was called, saying that a full delegation of sixteen was present to work for the best interests of all.

C. W. Grobe responded to the call for Flint, saying that they had a working association that had found a way to abolish the trading stamp and would be glad to give any town directions for the wiping out of this evil.

The call of Grand Rapids brought Homer Klap to his feet and in his energetic way he told of the many reforms which had been brought about through the local Association.

John A. Steketee answered for Kalamazoo, saying he had come to the convention with ten delegates and a mascot—H. J. Schaberg. Mr. Steketee told the convention they were there for work and hoped that great results were to follow.

Lansing reported a full delegation present and took occasion to thank the convention for the honors following the convention held in that city a year ago.

E. C. McElroy responded to the call for Lapeer. He was recognized

as the aggressive speaker at the convention of last year and showed that he had lost none of his power since that time. He said the association in Lapeer had been of inestimable value to the retail merchant.

Port Huron was represented by F. C. Wood who spoke very briefly of the work and its results in his home city.

H. J. P. Graebner answered the call for Saginaw and gave the convention a sample of Saginaw push by citing the fact that although their association was but one year old it had a membership of 130 and the only reason it was not larger was because there were no more grocers to ask to join.

Several responses were made by delegates from other towns, the usual tenor of the remarks being that nothing but good had as yet come from the association work.

An invitation from the school board of the city was extended the delegates to attend a session of the manual training school, one of the most completely fitted and largest in the country being located here. On motion the invitation was accepted for 8:30 a. m. Wednesday.

During the afternoon session remarks were made by nearly all the local jobbers and by several from Detroit and other cities. The uniform advice given by them to the delegates was to keep up the work, and all conveyed the idea that they much preferred to deal with the grocers of a town where an organization existed rather than with those who paid no attention to this feature. The speakers asserted that no retail grocer could afford not to belong to an association. Their remarks were greatly enjoyed by the convention.

On behalf of the management of the Vincent Hotel Mr. Treanor presented to the convention an invitation to partake of a Bohemian lunch at 5 o'clock. The invitation was accepted and an adjournment taken until 9 a. m. Wednesday.

Wednesday Morning.

It was after 10 o'clock when the convention was called to order Wednesday morning. The chairman read a letter from President John A. Green expressing regret at not being able to be present, owing to other engagements of great importance to association work. Mr. Green sent greetings to the convention with his hope for a successful meeting.

The report of the Credentials Committee showed delegates present from sixty different towns in the State and a total attendance of 180.

The chairman then announced that Deputy State Treasurer Haar was present for the purpose of addressing the convention on the subject of peddlers and hawkers, and wishing to leave on an early train the regular order of business was suspended to accommodate Mr. Haar, who gave a very intelligent address on the working of the present peddlers' law in this state. Mr. Haar stated that the law was a very old one, having been passed many years ago, but it was not until the grocers' associations came into existence that it became prominent. At the last session of the

Legislature the law was changed somewhat, the amount of the license being cut in half. As the law now stands, peddlers using two-horse wagons pay \$40 per year, one-horse wagons \$20, and foot peddlers \$5 per year. At the present time there were 118 licenses in force from which a revenue of about \$10,000 is derived. Mr. Haar furnished the Secretary with a list of all those holding licenses in the State and promised that his department would quickly prosecute any violations of the law. He asked the co-operation of the association members in ferreting out such violations. Mr. Haar stated that under the operation of the interstate commerce law his department was powerless to enforce the law against others than residents of the State.

On motion a vote of thanks was given Mr. Haar for his kindness in coming to this convention and explaining the operation of the law.

The Ways and Means Committee reported in favor of an increase of the annual dues from 25 cents per capita to 50 cents, and also that provision be made for a membership fee. The report was referred to the Committee on Constitution and By-laws.

The Committee on Constitution and By-laws recommended a change in the constitution whereby traveling men, salesmen, jobbers, manufacturers and their representatives could become members of the Association on payment of a membership fee of \$10, which shall entitle them to all the advantages of the Association except the right to vote. The report was adopted.

The Committee on Resolutions presented resolutions favoring a reduction in letter postage to one cent and opposing the parcels post bill now before Congress, which were adopted.

Fred Mason was invited to address the convention and spoke for nearly two hours. He was listened to with the greatest of attention and heartily applauded at frequent intervals. His address was of a practical nature and bristled with good advice for securing the best results to be attained through association work.

Wednesday Afternoon.

The convention was again called to order at 2 p. m. The Auditing Committee reported that the books of the Secretary and Treasurer had been examined and found to be correct. The report was accepted and placed on file.

The amendment to the constitution relative to allowing jobbers and manufacturers to become honorary members which was adopted this forenoon was again brought up and that action rescinded. An opinion prevailed that an annual tax of \$10 for an honorary membership was excessive; however, after considerable discussion and a fuller understanding of the amendment it was again carried.

The Committee on Resolutions reported against the adoption of a rule fixing the charter fee of each new association.

On motion State President Cady and Secretary Percival were elected delegates to the national convention. Secretary Percival was voted \$200 for his services of the past year.

On motion of Homer Klap the rules were suspended and the Secretary was instructed to cast the entire vote of the convention for Claude E. Cady, of Lansing, the present incumbent, for President. The same method was pursued in the election of First Vice-President, the entire vote being cast for Fred W. Fuller, of Grand Rapids. J. C. Currie, of Detroit, was selected as Second Vice-President in the same manner.

Homer Klap, of Grand Rapids, placed J. C. Percival in nomination for Secretary and the rules being suspended Mr. Percival was re-elected by acclamation. C. W. Grobe was elected to the office of Treasurer by unanimous vote. The selection of an Executive Committee was quickly solved by unanimous re-election of the same committee as had served the association last year.

The claims of Grand Rapids for the next convention were presented by F. W. Fuller, who read a letter of invitation from the Mayor of this city.

N. H. Branch, of Jackson, presented the claims of that city and read letters from prominent citizens asking the convention to come there next year.

A vote resulted in favor of Grand Rapids by a majority of 14.

After a talk by the delegates on the subject of fire insurance, which was finally referred to a special committee of three members, final adjournment was taken.

The Worden Grocer Company, of this city, is offering its superb "Quaker" brands of coffees and spices with great measure of success. Grocers in this section of the country are mightily interested in the great wave of revival in the interest of pure food products and they are taking on the "Quaker" as an earnest of a firm determination to put up an effective fight against imitations and adulterations in such pertinent-to-the-household articles as coffees and spices.

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We pay cash or will trade good real estate, including farm lands, for merchandise stocks. Powell Co., 20 W. Canal St., Wabash, Ind. 347

For Sale—Drug and jewelry store in a good mining and lumbering town in northern part of Wisconsin. Oldest store and best location. Wish to retire from business. Address H. Jacobson, Hurley, Wis. 346

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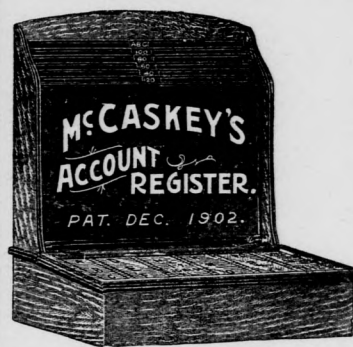
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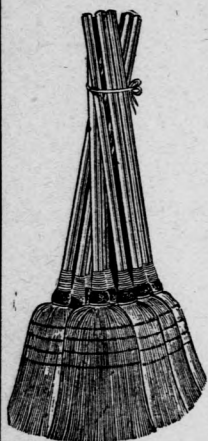
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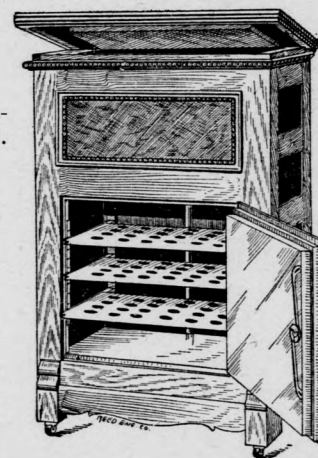
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