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Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, JANUARY 31, 1906

Number 1167

A Morning Prayer



THE day returns and brings us the petty round of irritating concerns and duties. Help us to play the man, help us to perform them with laughter and kind faces; let cheerfulness abound with industry. Give us to go blithely on our business all this day, bring us to our resting beds weary and content and undishonored; and grant us in the end the gift of sleep. Amen.

Robert Louis Stevenson

The Best People Eat

Sunlight Flour Flakes

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

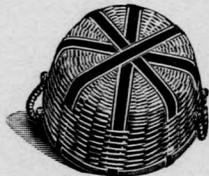
By Using Cheap Baskets

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

"There Ain't No Butt"



to a "good to the very end" cigar like the

S. C. W.

5c Cigar

because you can smoke it, with pleasurable satisfaction until there isn't a fingerhold left. That's only one of the many recognized good qualities of the S. C. W. It's a sweet smoke, a long smoke, and a smoke that makes you want another smoke.

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

95% of Your Capital

Is Tied Up in Your Stock!

The other 5 per cent. is in your daily cash balance.

Thrifty merchants believe it pays to invest \$200 to \$600 in cash registers to keep an accurate check on 5 per cent. of their investment.

How about the other 95 per cent.?

Have you a daily check on your *merchandise?*

No! And furthermore have you ever been able to estimate how much of a loss you are sustaining through your use of the old-fashioned, inaccurate scales?

Moneyweight Scales

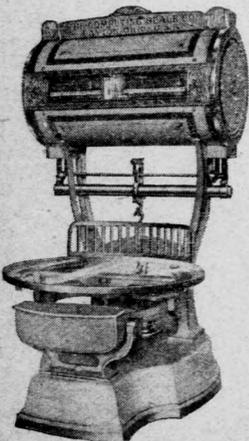
will weigh out 100 per cent. of the weight you paid for when you bought the goods. *No other scales will do this.*

MONEYWEIGHT scales are demonstrating every day that they save more than they cost while being paid for, therefore in reality they cost you *nothing!*

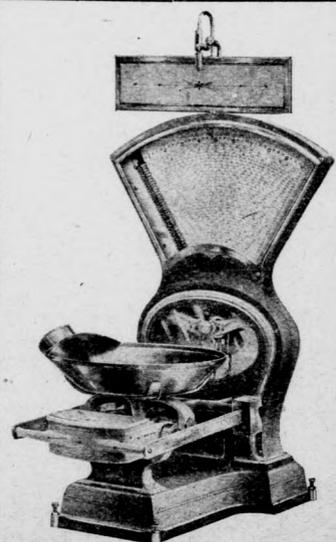
Although they cost the merchant but a *trifle* compared with a cash register, MONEYWEIGHT scales are the *only accurate check* on a stock worth *many times* the amount of the daily cash balance.

Drop us a line and let us explain how MONEYWEIGHT scales prevent *overweight* and in this way alone pay for themselves in a very short time.

MONEYWEIGHT SCALE CO., 58 State St., Chicago



Scale No. 95



No. 84 Pendulum Automatic

MICHIGAN TRADESMAN

Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, JANUARY 31, 1906

Number 1167

Commercial Credit Co., Ltd.

OF MICHIGAN

Credit Advances, and Collections

OFFICES

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

GRAND RAPIDS

FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich

Collection Department

R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

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

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.

SPECIAL FEATURES.

Page	
2.	What Is Forestry?
4.	Around the State.
5.	Grand Rapids Gossip.
6.	Citizen Garfield.
7.	Window Trimming.
8.	Editorial.
9.	Transient Merchants.
10.	Chance Acquaintance.
12.	Poor Poultry.
17.	Good Books.
19.	Too Ambitious.
20.	Woman's World.
22.	Clerks' Corner.
24.	Clothing.
26.	alemsmanship.
28.	Monahan's System.
30.	Employe Who Steals.
31.	Liking for Work.
32.	Shoes.
36.	Retail Organization.
40.	Commercial Travelers.
42.	Drugs.
43.	Drug Price Current.
43.	Grocery Price Current.
46.	Special Price Current.

THE VIADUCT PROBLEM.

Long before railways entered the city of Grand Rapids that section of our city west of South Division street, south of Fulton street and east of "the river road" was a land of bogs, brooks, sweet-flag and willows, with the turnpiked Grandville road running from Ionia and Fulton streets diagonally to what is now the corner of Bartlett street and Grandville avenue. And this depression, with its water and rank vegetation, continued directly south for half a mile or so, with the Rumsey farm on the west and the Antoine Campau farm on the east.

To-day this territory is occupied by railway tracks and shops, factories, warehouses, lumber, coal and wood yards—a great maze of commerce, industry and danger, which effectually cuts the riverside section of our city away from the remaining eastern portion. Sunk down from twenty to fifty feet below the elevations to the east and west, this busy basin, full of locomotives, trains, switches, shops and factories, is ideal as a railway and industrial center. It has been developed naturally and immeasurably to the benefit of Grand Rapids, and it is an institution we can not afford to lose, much less to harass.

The railway tracks are there because Nature fixed the gradients for both the city and the locomotive.

There are scores of cities in this country where natural shore elevations such as are at Division street and at the Grandville road do not exist as aids to the construction of viaducts, and in such cities the struggle for separate grades is going on and has been going on for years. Detroit, for instance, has had this matter before its Common Council for something like fifteen years, and all that city has to show for the work is two or three subways (for the city) and half a dozen viaducts with long sloping approaches.

Buffalo, Indianapolis, Syracuse, St. Louis, Milwaukee, Dayton and scores of other cities have had their strug-

gles and have secured results only after years and years of effort. Invariably, whether in the older and larger cities or the smaller and more modern places, the separation of grades involves two essentials—long-continued, earnest effort and large expense.

And these factors, egged on by the laws of the State and the divine law which says, "Thou shalt not kill," are confronting the people of Grand Rapids, and they are here to stay. Moreover, the longer we put off the duty of providing overhead ways at both Cherry street and Wealthy avenue the greater will be the tax when the improvements are secured.

From the west line of South Division street directly west to the east line of Ellsworth avenue, traversing Wealthy avenue, the distance is about 1,850 feet. Between the same terminals Cherry street traverses a distance of about 1,650 feet, a grand total distance of a trifle over half a mile of viaduct necessary to save human life, to put two separated parts of the city safely and in close touch with each other, and to give an impetus to those sections such as may not be achieved by half a century of effort under present conditions. And while the work must be done by the city, it is beyond question that the railway corporations, when they see an exhibit of fairness and public spirited enterprise on the part of our municipality, will co-operate cheerfully and most generously, whether we are represented by a joint committee of fifteen or fifty.

Dr. Wiley is sanguine that a pure food bill will be evolved by the present Congress—that the Senate will pass the Heyburn bill and that the House will pass the Hepburn bill, and that after this is done conference committees of both branches of Congress will get together and agree upon a measure that will be satisfactory to both houses. The Lannen bill, which is championed by the National Food Manufacturers' Association, has no standing whatever in Washington because it is now understood—thanks to the exposures of the Michigan's Tradesman—that the organization named does not represent either the wholesale or retail grocery trade or the food manufacturing interests of the country; that it really represents the manufacturers of poisonous preservatives, such as the Preservaline Manufacturing Co. and the Heller Chemical Co., who are anxious to secure the enactment of a bill that will legalize the use of salicylic acid and sulfites as food preservatives. Seldom has a good cause been hampered and misrepresented by such an unscrupulous gang of freebooters and fakirs as is the case with this organization.

HE DECLARES HIMSELF.

Mr. Wm. C. McMillan, of Detroit, inheritor of large industrial and financial interests built up by his father, the late United States Senator James McMillan, comes out squarely in the Detroit Free Press as a candidate for United States Senator to compete with Senator Alger and possibly succeed him. Mr. McMillan has a perfect right to aspire to such distinction, and the electors have an equal right to see to it, so far as they can do so, that the Legislature elects Gen. Alger, Mr. Hill of Saginaw, or Mr. Anybody from Anywhere, so that Mr. McMillan does not get it. We know now where Mr. McMillan stands. That is, in a way, we know. He speaks in an esoteric manner as to the policy he will pursue in achieving his desires and about his sudden appreciation of the fact that the people are tired of old-fashioned methods of making United States Senators; yet he doesn't say a word about the power of money. Inasmuch as Mr. McMillan is a large stockholder in the Free Press, that journal may be depended upon to give us the details when they are arranged. Judging from recent appointments to Detroit plums, General Alger is still very much in the race and, unlike Mr. McMillan, is not liable to make a sudden run over to Europe, accompanied by his physician.

Any one who is interested in the pure food bills now before Congress will derive much satisfaction by consulting the Congressional Record for Jan. 23 and noting the use Senator McCumber is making of the information which is being furnished him by such publications as the Commercial Bulletin, American Grocer and Michigan Tradesman. It is quite evident from the discussion in the Senate on the date named that the committees in Congress who have charge of the pure food bills are thoroughly posted as to the exact status of the National Food Manufacturers' Association. Some friends of food legislation by Congress have come to the conclusion that if the Heyburn bill is not the proper thing, the course to pursue is to have it amended and not undo the work of twenty or twenty-five years to gratify the whims of some party or clique. That bill was largely framed by the grocers, but they make a regular football of it, as will be noted by the action of the National Retail Grocers' Association at its recent convention at Niagara Falls. They first endorsed it, then kicked it over, endorsed the Mann bill, then endorsed the Heyburn bill again and then resolutions regarding it were tabled. Is it any wonder the Association has no influence at Washington or anywhere else?

WHAT IS FORESTRY?

What It Means to the People of Michigan.

Trees beautify your home; a few good shade trees add \$500 to the cash value of a town lot, and they add more than \$500 to your home.

Trees beautify the highway. An avenue of large thrifty maple and elm trees add to the cash value of your farm and the farms of your neighbors.

Trees shelter your buildings, your grounds and your stock against the summer's heat and the winter's wind.

A good woodlot makes you independent of the coal and wood yard, and thus makes you as regular an income as any other part of your farm. A good woodlot is better than money in the bank, it grows and the capital and interest are right before your eyes and a little effort can double the interest. The woods can use the poorer part of your land which you are now farming at a loss. Your woods can protect your steep land and keep this land from gulying and keep it fertile.

Your woodlot and the woodlots of your neighbors are among the chief points of beauty of your neighborhood, and they make your land worth \$10 an acre more than if your neighborhood were bare.

The forests are the only satisfactory means of preventing floods, and in this alone they can save Michigan (you and me) millions of dollars every year.

The forests can store water and thereby assure a steady flow in summer, which is worth millions of dollars in our State to provide power for our industries. The forests can us many a crop which otherwise against drying winds and thus save us many a crop which otherwise would turn out a failure.

The forests are the source of our building timber, of which we need here in Michigan alone over 2,000 million feet per year. The forests furnish the raw material for our second greatest industry, and if our forests are gone our woodmaking industries must leave the State, and the farmer loses an important part of his home market, besides being placed at the mercy of the importer for what he needs in this line.

The forests can make use of our inferior lands; they can produce an income large enough to pay our State taxes from the lands which have been reverting to the State because they were considered too poor or worthless to pay taxes on them.

The forests are the only crop of which we are certain that it can be produced satisfactorily on millions of acres of our lighter sandy lands.

The trees, the woodlot and the forest can help us do our duty to our children and to our State. The forest is the most potent agent of nature, making this world habitable for man, and there is no means now at our disposal which can help us more than the forest to preserve and to restore the beauty of our State and the fertility of our land, and thus live up to the universal moral obligation of leaving the country at least no

poorer than we found it; leaving this world no worse for our having been here.

Michigan uses a round 2,000 million feet of lumber timber, besides fire wood. Prices of timber have gone up with a jump and threaten going up from now on.

We, the people of Michigan, import timber and lumber. Your roof is covered with shingles which come from the Pacific Coast; your finishing timber comes from the South, your moldings from California; the oak in your table is shipped from Mississippi and costs you \$250 per carload for the freight alone.

In 1890 the lumber industry involved about 125 million dollars and furnished good market for labor and produce to thousands of our farmers. To-day over half of this immense capital has left the State and is used to make market and labor for other people, leaving dozens of our villages and towns idle and waste. Do we need the forests? Can there be any question?

In the State of Michigan in the year 1900 less than half of all the land was settled by farmers, and more than half was wild, unsettled land. In the same year less than one-third of our land was improved land. The same census tells us that in the northern half of the State, not merely the Upper Peninsula but a large part of the Lower Peninsula included, about 95 per cent. of all land was unimproved and about 87 per cent. not even settled!

According to the Auditor General's office there have been for years about six million acres of land which the State held for non-payment of taxes and which are making a useless expenditure of money for the State in the way of advertising and clerk-hire, this expenditure in five years amounting to over \$800,000.

Six million acres, or one-sixth of the entire State, in soak for taxes!

What this land is like requires no description; the fact that people did not care to pay taxes on this land is sufficient indication. It is cut and burned-over pinery, desolate, fire-charred stump-waste, which has not grown a crop since the forest was destroyed. It has lain and lies now idle and waste, involving a loss of more than a million dollars every year.

Several million acres of similar lands are held by private parties. These people are waiting to see what can be done with these lands and stand ready to do the right thing as soon as a chance is given.

"But these lands will all be settled," you will say. This same thing was said fifty years ago in New England; but after ruining thousands of families, more than a third of the land tilled in 1880 was given up and abandoned before the year 1900! Do you think, as long as a man can buy all the sand he wants in Connecticut, Massachusetts and New Jersey at a dollar an acre, that our lands will be much in demand? And do you suppose, because a few interested men shout, "All is farm land," that this will make a Jack Pine sand, which already hundreds of families have tried and have abandoned, into

a garden spot? Let us be reasonable; self deception is about the worst of all. Let us expect our soils to do just what similar soils are doing elsewhere. Let us hope that much of this land is good and will be settled, and also let us be clear and not expect that all will be settled any more here than in Pennsylvania, New York and other older states. Let us be clear and understand that those large areas of land on which no taxes could be paid are cull and that they form the part which will be a long time settling.

But, aside from the wild lands, we have in this State over three million acres of farm woodlots, where the good sense of the farmer prefers to keep woods in spite of all the smart argument of greater pay in field and meadow.

Have we the land for forests? Yes, and we shall always have it. Michigan is located well; she can and must, eventually, raise all she needs and more.

But is it not better if settled in farms? We have hundreds of farms in nearly every state and country where a struggle is made to make poor land produce good crops, and where in ten or twenty years the struggle ends in complete failure, the mortgage is foreclosed and this farm, a grave of human happiness, is ready for another victim.

We have hundreds of more farms where a miserable existence is eked out and generations of wretched, struggling people are trying to do the impossible. Is this kind of farming better than poverty? Is it better to have the land tilled by a lot of people who are bound to fail and turn broken hearted back to the cities, or is it better to have a thrifty forest, the only safe crop on such lands, make a handsome return of a material which is as necessary as wheat itself, and producing a net income equal even to that obtained on good farm land? Are not the town, county and state better off in the latter case? A good farmer on good land is a blessing and is the foundation of every state; a poor man on a poor acre is a detriment, and to place him there is a public mistake and calamity.

But this forestry is a new and untried experiment? Forestry in Central Europe is a thousand years old and grew up side by side with other forms of agriculture.

To-day over one hundred million acres of forests in Europe are managed according to forestry principles, and millions of people get all their wood and timber from forests planted and cared for by the hand of man.

Yes, but can this be done in our State? Why not? Trees, like corn and wheat, grow in our country in the same way as they do abroad. Plant trees and let them grow is all that is necessary anywhere in our State, for nature has carried on forestry here for untold ages and evidently had no difficulties. But you can not burn up your forest crop and succeed any more than you could succeed in farming were you to burn up your farm crops.

"I can not afford this for sentiment only." Perfectly right. Twenty-five

years ago the farmers in Southern Michigan raised this very point: "We can not afford woods; we want wheat fields." Why did they keep the woods? They have them now; there is more real forest in Washtenaw county than in Roscommon county. Why did they keep them? Because they could not afford to be without. The farmer in Iowa planted forest on land better than the best in our State. Why? Because he can better afford to do with a few acres less of corn than to haul coal five or ten miles and pay cash for every stick of wood or timber. The State of Wurtemberg has about 400,000 acres of woods belonging to the State itself. These woods are on the poor lands and yet the people get over two million dollars a year from these forests. Five dollars a year per acre! There is not a farm in our county that can be rented at that figure for any length of time. The forest normally beats the farm for a net income on ordinary lands and wherever timber is accessible and has a reasonable price. But that is not all: Your forest calls for a sawmill, for planing mill, cooperage shop, pulp mill and other industries, all of which make business, and make up the farmer's most important home market. Does it pay? Yes, the fact is we can not afford to be without it.

Yes. To begin with the United States Government has set aside over a hundred million acres of land for forest reserves, an area nearly three times as large as all Michigan, to be devoted to raising timber. New York has over a million acres and is buying more. Pennsylvania is buying all her run-down lands and pays up to \$5 per acre for them; she means to raise timber. Connecticut and Massachusetts are doing the same thing and are getting plenty of lands at from \$1 to \$4 per acre, lands which were "all farm land" before Michigan was a State. Our neighbor, Wisconsin, has set aside all her State lands as forest reserve. Minnesota has forest reserves, and the good work is extending clear out to California and Washington, which have State forests. We in Michigan have made the merest beginning, we are in the rear of the procession and ought to be at the front.

To begin with, the people of France, Germany, Scandinavia and Austria have large expanses of pinery on sandy lands. They have prevented fires and are doing it now. They lament if one acre in 10,000 gets touched by fire in any one year. The man who says that the people of Michigan can not do this reflects seriously on the honesty and capacity of this law-abiding commonwealth.

Forestry and fire go together, like farming and fire, or like city buildings and fire. You must stop the one to do the other. In our towns we keep somebody on hand to prevent and to stop fires. Do the same for your forest (a far greater property) and you will have no trouble.

Forestry is no "sugar trust baby," as so many are trying to make it out. Forests can pay taxes as well as any other property. The forests of the Old World pay taxes; New York pays taxes on her State forest,

and we ought to do the same on our State lands. But forestry is like any other honest business, it can not stand confiscation. And our present system of taxing forest lands in most parts of Michigan is not taxation but is confiscation. Do you know that the average tax rate in one of our counties was over \$60 for each \$1,000 of property, and that some lands were taxed over \$100 for each \$1,000 of actual value? Is this taxation or confiscation? Suppose you have a twenty acre lot of sugar beets and the assessor would hang around until the beets are ripe and then figure: The land is good; I assess it at \$75 per acre, and the crop is worth \$75 more, so that this property will stand at \$150. What would you say? But the assessor who assesses the timber as part of the real estate and assesses the same crop of timber year after year does precisely this thing. He assesses land and crop for the owner of a woodlot and forest, while for all other farmers he assesses only the land. To assess any ordinary farm at more than \$10 on the \$1,000 here in Michigan is to take part of the man's wages. Treat the farmer who raises timber like the farmer who raises corn and we shall hear no more about this taxation of forests, especially so if the State quits shirking and tax-dodging.

"Why should we farmers help to better the things which others spoiled and made money by it?" There are several things to be said. The lumberman who cut the pine made business, built railways, built towns, made market for labor, for produce and furnished us cheap lumber to build. He was like the pioneer farmer who burned up the walnut logs in Washenaw and Lenawee. He wasted and spoiled things not because he was destructive, but because he could not help himself and still do business. He added as much as anybody, except the farmer, to building up Michigan, and he does not deserve all the criticism which now is so freely bestowed on him. His methods were bad and the State should have changed then and helped this industry into right ways of doing.

But this is a by-gone. To-day we, as the people of Michigan, have the lands and we have the need for timber, and it is useless to lament and say, Why does not Mr. Doe, who skinned off this land and who is now skinning the lands of Oregon and Washington, come back and help us? He does not and can not.

But the lands are here and we, as people, are here, and we have the small choice of letting things drift down and to the bad and pay exorbitant import prices for timber or build up our forests, make this land pay us a rent, and provide a cheaper home supply of material.

There is still another thing to be said. This matter is not one of great expense. Save the money which is now wasted on advertisement and clerk hire for the tax lands, and use it to protect these lands and the forest will largely come of itself. The thing will pay handsomely in the end. The sacrifice you make in solving this problem the right way is less

than that which you now spend in doing it the wrong way.

Let the State pass a few simple laws; provide for the protection of forest property as we provide for other property; prevent confiscation under the guise of taxation; stop forcing its poor tax lands on the market, and go ahead with a good example on its own lands, and instead of holding them in a waste land condition, protect them and grow timber. When this is done the private man will take heart and do the rest.

Plant trees, take care of your woodlot, join the Michigan Forestry Association and get your neighbor to do the same. Read forestry books, which will be given you free of charge; talk forestry and let your representatives know that you understand this matter, that you believe in it and want the matter carried into effect.

Do it now, and write to Secretary T. M. Sawyer, of Ludington, for any further help or information.

Filibert Roth,
State Forest Warden.

Looking Backward Many Years.

Owosso, Jan. 27—Your eloquent and truthful birthday tribute to the career and character of my old friend, Dr. Geo. K. Johnson, in the Tradesman of Jan. 17, calls to my mind some very pleasing recollections of early Grand Rapids and of my first meeting with Dr. Johnson. I was among the first to shake hands with Dr. Johnson on the occasion of his first visit to Grand Rapids in the interest of the extension of the D. & M. Railway west from Pontiac. I was introduced to him in my store by the late Judge Freeman H. Lyon. The circumstance and surroundings are all as fresh in my memory as though they had occurred only yesterday. I was one of the very earliest to subscribe to the stock for the extension, Judge Lyon, Harvey P. Yale, myself and others each taking \$1,000. I never knew a more courtly, genial, Christian gentleman or one to inspire a stranger with greater confidence. When he was elected Mayor I ran on the same ticket for alderman against the late A. X. Carey and was defeated by a majority of six votes. I am the doctor's senior by more than four years. If I live until next August I shall be 89. Dr. Johnson, Harvey J. Hollister and myself are the only ones left of that old set of business men since the death of Henry Spring. W. S. H. Welton.

Salt has had much influence in shaping the civilization and exploration of the world. It is believed by many that the oldest trade routes were created for the salt traffic. This was certainly the case with the caravan routes in Libya and the Sahara, while the mines of North India were the center of a large trade before the time of Alexander. Salt, too, has played a considerable part in the distribution of man. He was forced to migrate to places where it could be obtained. This brought him to the seashore, where he gained his ideas of maritime commerce.

The Quaker Family

The Standard of Standards

Quaker Corn

It has the value inside the can.
It's always the same high grade.
It pleases the customer.
It pays a profit.

What more can you ask?

WORDEN GROCER COMPANY

(Private Brand)
GRAND RAPIDS, MICH.

Leading the World, as Usual

**LIPTON'S
CEYLON TEAS.**



St. Louis Exposition, 1904, Awards

GRAND PRIZE and Gold Medal for Package Teas.
Gold Medal for Coffees.

All Highest Awards Obtainable. Beware of Imitation Brands.

Chicago Office, 49 Wabash Ave.

1 lb., ½-lb., ¼-lb. air-tight cans.

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.

AROUND THE STATE

Movements of Merchants.

Cheboygan—Chas. Ives will soon open a drug store at this place.

Flint—A new grocery store has been opened by Shaft & Carlton.

Ludington—F. A. Jensen has engaged in the meat business here.

Pontiac—Mrs. Mary Root will soon open a new millinery store here.

Royal Oak—Ford Bros. will soon open a new meat market at this place.

Alma—Davis & Renner have purchased the grocery stock of Roy Miller.

Cheboygan—Henry Barber is succeeded in the meat business by E. J. Smith.

Grand Ledge—Taber & Co. have sold their stock of jewelry and wall paper to A. O. Halstead.

Barryton—A. L. Hawk has sold his drug stock to M. C. Preysz, who will succeed him in the business.

Turner—The banking firm of A. H. Phinney & Co. is to be succeeded by the State Savings Bank of Turner.

Charlotte—Treadwell & Rulison have sold their agricultural implement business to J. A. Munger & Son.

Sherman—Willis Wightman & Son expect to move their hardware stock to New Wexford in the near future.

Oxford—Wm. Poole has sold his bazaar store to J. F. Crawford, of Alpena, who will continue the business.

Belding—Thomas Welsh has resold the grocery stock to Lewis D. Pierce, which he recently purchased of him.

Oxford—Jesse Tope has purchased the feed store and implement business formerly conducted by Bailey & Ruby.

Boyer City—Cora M. Bush has sold her bakery and restaurant to Berry & Co., who will continue the business.

Nunica—Kinney & Gray, dealers in general merchandise, have dissolved partnership, Wm. Gray continuing the business.

Ann Arbor—H. M. Roys, formerly engaged in the drug business at Farwell, will shortly open a drug store at this place.

Ludington—Karl L. Ashbacher, formerly engaged in the tailoring business here, will conduct a clothing store in the future.

Parmelee—Mr. Bregg has sold his farm here and will move to Jackson, where he will open a grocery, meat market and bakery combined.

Gull Lake—James E. Prior, of Chicago, has purchased the general merchandise stock of Mrs. Emma C. Thomas and will continue the business.

Hastings—E. C. Russ and G. E. Cook succeed Hams & Russ in the grocery business and will continue the business under the style of Russ & Cook.

Cheboygan—H. E. Olson expects to close out the remainder of his grocery stock this week, after which

the store will be occupied by M. D. Fralick, grocer.

Pewamo—Harvey Murwin, formerly engaged in farming near this place, has purchased the grocery stock of J. C. Osborn and will continue the business.

Port Huron—John J. Bourke and John Needham will soon open a store to conduct an implement and carriage business under the style of Bourke & Needham.

Calumet—L. J. Carrington has returned to this city after an absence of two years and will become manager of the ready made clothing department in the Benson store.

Flint—E. J. Curts, County Treasurer, and Ed. M. Page have formed a co-partnership and will engage in the clothing business about April 1, under the style of Curts & Page.

Charlotte—Harry Lewis, who has been assistant at J. H. Bryan's drug store for the past two years, is opening a drug store in Brookfield, to be ready for business in about a week.

Sunfield—Wm. E. Gustine, general merchant, has purchased the general stock of H. Kellerman & Co., of Elkton, and has consolidated the Sunfield stock with the one at Elkton.

Battle Creek—W. R. Simons, of Marshall, has purchased an interest in the hardware stock of H. R. Chown. The firm will conduct its business under the style of Chown & Simons.

Holland—Henry Groenwond, dealer in implements, has admitted Henry J. DeVries to the business. The new firm will conduct its business under the style of Groenwond & DeVries.

Kalamazoo—Arthur P. Sprague, who has been engaged in the shoe business here for the past thirty-seven years, has sold his stock to S. B. Wilkus, of Detroit, who will continue the business.

Bellaire—Byron M. Underhill has sold a half interest in his meat business to Geo. L. Montague, formerly of Lowell. The business will be continued under the style of Underhill and Montague.

Port Huron—J. B. Haviland has resigned his position as superintendent of the Mooney Biscuit and Candy Co., at Stratford, Ont., to engage in the wholesale and retail confectionery business at this place.

Middleville—J. W. Armstrong has purchased the drug store of F. E. Heath for his son, Ross, the latter having already taken possession. Mr. Armstrong has acted as clerk in his father's store for several years.

Hudson—Clarke & Riddle, who have been engaged in the drug business here for the past seven years, have dissolved, Mr. Riddle, the junior member of the firm, having bought Mr. Clarke's interest in the business.

Benton Harbor—J. G. Corey & Son have purchased the meat market of J. W. Jones and will continue the business. They will also continue to conduct the meat market which they have occupied during the winter. Mr. Jones will assume the management of the Hotel Grant, which he has purchased.

Owosso—C. A. Lawrence has purchased the interest of his partner, Wm. Almoth, in the New York Racket store and will add new lines to the business, increase the stock and probably arrange for more floor space in the near future.

Muskegon—T. Clock & Co., undertakers and dealers in art goods and wall papers, have dissolved partnership, T. Clock taking charge of the undertaking business and Wm. L. Smith continuing the other branches of the business.

Kaleva—A corporation has been formed under the style of the Farmers' Mercantile Stock Co. for the purpose of conducting a general store. The authorized capital stock of the company is \$15,000, of which amount \$7,500 has been subscribed and \$1,500 paid in in cash.

Cheboygan—J. R. Kramer, proprietor of the Fair, who filed a petition in bankruptcy several weeks ago, met last week with his creditors and made a proposition to settle on a basis of 25 per cent. The majority accepted and a final hearing will be held shortly before the United States Court at Bay City.

Battle Creek—The wholesale grocery business formerly conducted by Godsmark, Durand & Co. has been merged into a stock company under the same style, with an authorized capital stock of \$75,000, of which amount \$60,000 has been subscribed, \$1,206.40 being paid in in cash and \$58,793.60 in property.

Ann Arbor—Cutting, Ryer & Co., clothiers have decided to go out of business and in order to expedite matters a trust deed is given to Arthur Brown, as trustee, for the benefit of creditors. The assets are placed at \$25,000 and the liabilities at \$16,000. A long session was held between the creditors and the firm Tuesday.

Detroit—The business formerly conducted by the Stecker Electric Co., which manufactures electric appliances, has been merged into a stock company under the style of the Stecker Electric & Machine Co., which has an authorized capital stock of \$10,000, of which amount \$8,000 has been subscribed, \$552.27 being paid in in cash and \$7,457.73 in property.

Central Lake—C. W. McPhail and W. S. Richardson, of McPhail & Richardson, proprietors of the Antrim County Bank, together with A. R. Taggett, who has been a trusted employe of the firm for nearly four years, will establish a bank at Levering under the firm name of McPhail, Richardson & Taggett. Mr. Taggett will have charge of the new bank, and expects to establish himself in Levering early in the coming month.

Mason—Grover Dean, a clerk in McCrossen's drug store, had his face seriously burned by exploding acid last Friday evening and for a time it was thought that he would lose his eyesight. He put up a compound of mercury and nitric acid for a lady customer, who had already been refused the mixture at another drug store, when the cork flew out and threw the acid into his eyes. A physician attended him and Saturday an-

nounced that his eyesight would be saved. The customer is said to have gone to still another store, and on being refused the compound said, "I just laid out one man with that stuff."

Cadillac—The Snider-Olsen-Harris Co. has been organized with a capital stock of \$10,000. M. J. Rogan, of Detroit, is the President; R. Clifford Snider is Vice-President, Bengt Olsen is Secretary and Harry Harris is Treasurer. These four, with Richard B. Moore, Secretary of the Peerless Manufacturing Co., at Detroit, are the stockholders. Mr. Moore has been traveling in Northern Michigan for the Peerless Co. for twenty-five years. Mr. Rogan is Michigan representative for Solomon Brothers & Lempert, clothing makers at Rochester, New York. Mr. Rogan is a stockholder in four other retail clothing stores in Michigan and Ohio. Mr. Snider, Mr. Olsen and Mr. Harris, who are to be in charge of the store, are natives of this place.

Manufacturing Matters.

Detroit—The capital stock of the National Cutlery Co. has been increased from \$50,000 to \$120,000.

Hermansville—After being closed for some time the hardwood mill of the Wisconsin Land & Lumber Co. has resumed operations.

Traverse City—The Potato Implement Co., which manufactures planters, has increased its capital stock from \$20,000 to \$100,000.

Oxford—Geo. D. Hueber & Co. succeed the Harris Wire Fence Co. The new firm will install a machine shop for the repair of engines and harvesting machinery.

Detroit—The Eureka Manufacturing Co., which manufactures china kilns and automobile specialties, has changed its name to the Eagle Brothers Manufacturing Co.

Menominee—The Menominee River Improvement Co. has been organized to improve the navigation of the Menominee River and its tributaries in Michigan and also part of the Brule River.

Lakeview—The Stebbins factory buildings have been purchased by the city and negotiations practically concluded with the Tabard Office Supply Co., of Iowa City, Iowa, for the location of that company in the buildings.

Mancelona—The Antrim Light & Power Co. has been incorporated for the purpose of furnishing electricity. The company has an authorized capital stock of \$30,000, of which amount \$20,000 has been subscribed and \$10,000 paid in in property.

Detroit—Referee in Bankruptcy H. P. Davock announces that in the case of the Detroit Box Co. a dividend of 10 per cent. has been declared, and in the case of George Winterhalter a 12½ per cent. dividend will be paid the creditors.

Detroit—A company has been incorporated under the style of the Rexora Manufacturing Co. to manufacture kalsomine. The corporation has an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$1,000 paid in in cash.



The Produce Market.

Apples—Steady and strong at \$3 for ordinary, \$3.25 for choice and \$3.50 for fancy. All lines are firm and promise to go higher as the season advances, especially on No. 1 stock. Poor lines are always slow sellers, but there is an unusually large amount of such stock in sight this year.

Bananas—\$1.25 for small bunches, \$1.50 for large and \$2 for Jumbos. Fine fruit in unlimited quantities has been the rule this week, but the city trade only has had the benefit. Fancy shipping stock is on an unchanged price basis, but city buyers have had some fine snaps offered them in ripe fruit that has meant a loss to receivers.

Butter—Creamery is strong at 26c for choice and 27c for fancy. Dairy grades are active at 21@22c for No. 1 and 15c for packing stock. Renovated is in fair demand at 21c. Trade is running along in a smooth channel, neither supply nor demand being of extraordinary proportions. Extras in creameries are more strongly maintained in price than the remainder of the list, as the supply is not as plentiful as rules on firsts and seconds. Present buyers in the market show a decided preference for extreme tops, and are inclined to grade closely. This has forced some lines into a selling basis of firsts, making larger than average offerings of that grade. Seconds are slow and bidders will not pay full quotations for large lines. Dairies and rolls and prints keep fairly well cleaned up, the call for packing stock taking care of seconds, while there is a certain class of trade who want "home made" butter at this time of the year, which takes care of the goods sweet enough for table use. Packing stock buyers are taking all offered at quotations, but there is not strongly developed competitive buying, and endeavors to secure a premium meet with little encouragement.

Cabbage—75c per doz.

Carrots—\$1.20 per bbl.

Celery—30c per bunch.

Cranberries—Late Howes are firm at \$15 per bbl.

Eggs—Local dealers pay 16@18c on track for case count for strictly fresh, holding candled at 19@20c. Jobbers hesitate to buy at top prices, owing to the uncertainty regarding the market and the weather. The price of cold storage stock is now a matter of negotiation, no guilty buyer being permitted to escape. While holdings of storage eggs are not very heavy here the stocks are too large for the holders, to put the matter plainly, and an advance of a cent or two per dozen here would attract heavy shipments in this direction, as the unlucky holders at this season of the year are anxious to clean up their deals even at a loss. One of the features of the local market is that speculative outsiders hold the

bulk of the storage stock, which they purchased for strictly speculative purposes, and a great many of them will be satisfied to keep out of the egg market next year.

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.

Lemons—Both Californias and Messinas fetch \$3 per box. The demand is not heavy.

Lettuce—18c per lb. for hot house.

Onions—Local dealers have reduced their quotations on red and yellow to 65c and white to 80c. Spanish are in moderate demand at \$1.60 per crate.

Oranges—Floridas are steady at \$3 and Californias fetch \$2.85 for Navels and \$3 for Redlands. Values hold steady. The demand would be a heavy one under favorable conditions, and a big movement is looked for soon.

Parsley—40c per doz. bunches.

Parsnips—\$.50 per bbl.

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

Potatoes—Country dealers generally pay 45@50c, which brings the selling price up to about 55@60c in Grand Rapids. The situation shows weakness, and a lower range on both white and red stock. The outlet to the South has been cut off to such an extent as to be really serious, and conservative handlers look for a mess of the situation when the spring marketing begins to come in. All reports are to the effect that there are large holdings in the hands of farmers, the moderate prices of the fall causing a large number to hold in hopes of a more favorable spring market. While we have no desire to depress the situation, we feel we should give the facts as they come to us. With the consumptive demand the chief outlet from now on, there seems to be no good reason for looking for higher prices, or even a maintaining of present figures. Many large holders, who make a business and study of the potato situation, are making strong efforts to get from under, and are accepting offers that they would have ignored thirty days ago.

Squash—Hubbard, 1c per lb.

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

Hon. Peter Doran is receiving numerous enquiries as to when the Wiesman mercantile stock, at East Jordan, will be sold under order of the bankruptcy court, and requests the Tradesman to announce that the sale of this stock, as well as the sale of all other bankrupt stocks in which he is interested as attorney, will be duly announced through the advertising columns of the Michigan Tradesman.

Dr. W. B. Knapp, who is soon to vacate the store building at the corner of East street and Wealthy avenue, will locate in the store building at the corner of East street and Oakdale avenue.

The Grocery Market.

Coffee—There has been a very general advance of ½c on both package and low grade coffees and the market is therefore higher on all the medium and low priced goods. This is not surprising to any one who has followed the conditions of the market from time to time as advances have been anticipated for some months. Receipts at the primary points continue to run very light and the legislation of the Brazilian government is such as to add strength to the market.

Canned Goods—Corn is moving very freely at the low prices which have held for some time. This vegetable is being substituted very largely for tomatoes on account of the high prices of the latter. Apparently there is lots of corn still to be had. There is a big demand for canned peas in spite of the rather firm market and prices are a little higher than the normal. String and wax beans are moving steady at unchanged prices. There has been a big demand for asparagus and the market is pretty well cleaned up. Canned pumpkin and similar lines are beginning to move a little. Practically all the jobbers have now advanced their prices on tomatoes as the asking prices in Baltimore have gotten to a point where they were higher than some of the jobbers in this section were selling tomatoes for. For the most part the Northwestern jobbers seem to be fairly well supplied with tomatoes. Naturally the demand is curtailed more or less by the higher prices, and it will not take so much stock to carry the trade through as is usually the case. Some few offerings have been made the jobbers on the 1906 pack, but little has been done in this line, as the prices are naturally high. There has been no change in the California fruit situation. Everything is firm and the market shows no sign of any let-up before the new crop is available. The consumption of apricots, cherries and peaches seems to be showing something of an increase. Canned apples are scarce and as high as they have been. Strawberries and other berries are coming in for moderate demand. The salmon market continues its strength with no signs of any let up. There appears to be little doubt but what high prices will prevail during the summer months.

Cheese—The cheese market remains stationary. There is a good consumptive demand and stocks are gradually decreasing. The market is on a fair basis, and is not likely to make any radical change in the near future. The present market is about 1c above last year's on account of a lighter make.

Tea—The demand for tea during January has been disappointing. There have been no changes in price during the week, and no developments of any character. All the business doing is consumptive, the market showing no speculative movement whatever. The demand is fair, all grades sharing. It has become apparent that unless the demand improves the available supply, in spite

of its shortage, will be plenty large enough to go round.

Syrups and Molasses—Molasses is very strong, this referring to all grades. There is no further advance, but a gradual hardening tendency throughout. Actual scarcity of supply is the reason. Glucose is steady and unchanged. Compound syrup is unchanged in price and in fair demand. Sugar syrup is unchanged, and the demand in a grocery way is very light.

Rice—The demand is steady and possibly showing some increase as the public is learning to appreciate the food value of this product more and more.

Fish—Cod, hake and haddock have been knocked endways by the recent warm weather, and are still dull, with a weak tone. Herring are dull but firm. Salmon are unchanged and Red Alaska salmon is weak, but moderately active. The fish market is in fairly good condition. Mackerel is wanted to some extent. Prices show no further change, but the situation is hardening. Mustard sardines are stiffer, other grades remaining dull, unchanged and somewhat weak. As reported elsewhere, some firms have named future prices on sardines, the basis being considerably above the present spot basis. There have been few sales, however, and the naming of these high prices may have some connection with the fact that the packers who named them have considerable spot stock to sell.

Dried Fruits—Peaches are unchanged, being still very high and very scarce. The advance in raisins reported in the last issue was made by the independent packers, who now rule ¼c above the combine. The latter was expected to advance prices ¼c last week, but the advance has not come as yet, although likely to at any time. The demand for raisins at the declined price has been heavy. Apricots are dull at unchanged prices. Currants are strong and in good demand. The tendency is upward. Apples are strong and fairly active. Prunes remain unchanged, the coast basis being 3¼c and the Eastern 3½@3¾c. The demand for prunes is good, intermediate sizes, smaller than 60's, being scarce. The future of the market is a little uncertain, but prices are much more likely to advance than to decline.

Dr. Wiley asserts that the Tradesman occupies a totally illogical position in advocating the use of benzoic acid. It might be in order for the Doctor to explain why he permits the Almighty to grow cranberries which contain 5 per cent. of benzoic acid and russet apples which contain 2½ per cent. of benzoic acid. If he proposes to prohibit the use of benzoic acid in the proportion of one part of acid to 1,200 parts of cat-sup, for instance, he should certainly promulgate a rule that would prohibit the Great Cause from depositing benzoic acid in the cranberry and the apple.

W. D. Struik has sold his stock of boots and shoes at 189 Plainfield avenue to H. A. Brink, who will continue the business.

CITIZEN GARFIELD.

His Splendid Gift To the City He Loves.

A number—more or less—of years ago there was an enthusiastic, very much alive and devoted pupil at the stone Union school building-on-the-hill, who, as will be readily recalled by many of his schoolmates—now leading merchants, manufacturers and attorneys in Grand Rapids—was esteemed for his sincerity, his congeniality and his broad, fair-minded mental attitude toward all with whom he came in contact.

And he was distinguished further because it was known to all that he came from the stalwart, everlasting dark line of pine forests which all could see away off to the south each time they looked from the school house in that direction. And the popular belief was that he walked to and from the school, a total distance of about six miles, each school day.

More than all these, he could talk intelligently of the grades, up and down, all along the country road which passed the Catholic cemetery out Paris-way. He could tell about the hazel bushes and their nuts, the wild cherry, walnut and hickory trees and their product. Those great and heavily leaning oak trees on the "boys' side" of the school yard were an open book to him and he could explain how and why the flying squirrels sailed from tree to tree, to the intense excitement of the hundreds of school boys who loved to throw stones and things at the web-legged little animals.

The city's southern bulwark of pine has disappeared; the old road south from Cherry street has been starched and ironed out; the nut trees have lost their individuality in the serene punctiliousness of pavements, curb stones and formal lawn effects; the chipmunks and garter snakes have traveled—have surrendered and moved away from the limitations of sidewalks and sewers; but Charley Garfield, the boy, remains with us in splendidly accentuated fashion as Charles W. Garfield, the man; the public spirited citizen, the broad-brained business worker, whose ambitions, reaching to and touching affairs of city, township, county, State and Nation in generous, intelligent and most helpful form, give to our city widespread and valuable fame.

Mr. Garfield, not content with bestowing general benefits, is now in the forefront with a specific gift to our city, in the conferring of which he is supported by his venerable mother, Harriet E. Garfield; his wife, Jessie Smith Garfield; Mrs. N. A. Fletcher and O. C. Simonds. This gift consists of twenty-five acres of land at the corner of Burton and Madison avenues for public park purposes, donated by Mr. and Mrs. Garfield and Mrs. N. A. Fletcher, and valued at \$30,000; a cash donation of \$6,000 to cover the cost of an adequate park pavilion from Mrs. Harriet E. Garfield, and the plans for beautifying the grounds and personal services during the development of the plans by Mr. Si-

monds, who stands high as a landscape architect.

The first and best lesson taught by this action on the part of Mr. Garfield and his associates is one of civic loyalty and pride and of actual practical appreciation of the pleasure of doing something direct, tangible and permanent for the public good.

And the next lesson is that which shows the wisdom on the part of our municipality of placing the care of its parks and boulevards in the hands of a Commission that is not only competent but is absolutely apart from political influences. So long as the old-time practice as to the control of public parks obtained it is not at all probable that Mr. and Mrs. Garfield, Madame Garfield, Mrs. Fletcher and Mr. Simonds would have conferred the gifts in question. And now that the conditions are correct

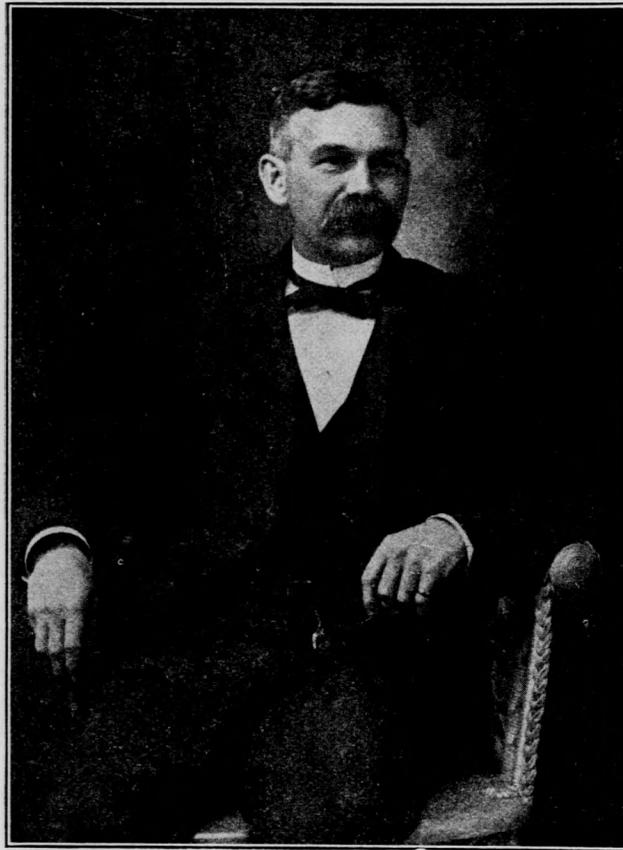
beautiful a series of public parks connected by boulevard ways as can be found in the country.

Believes the Heyburn Bill Will Pass the Senate.

Washington, Jan. 30—Those merchants who have read the Congressional Record the last two or three weeks have probably modified their views respecting the pure food bill. It is certain to pass the Senate. A few days ago Senator Heyburn asked unanimous consent that the Senate vote for the bill on the first day of February. Senator Hale, of Maine, objected, saying he still wanted to hear from his constituents, but added, "The Senator from Idaho will get his day. I am not opposed to the bill." I think that it is more than probable that the bill will pass the Senate in February, since it is doubt

and presenting the bill which you so well and so caustically described in the Michigan Tradesman of January 17.

They who preach rarely have time to practice.



Hon. Charles W. Garfield

it is not too much to hope that other grants of a similar character to the Garfield Playgrounds will come to our city as future favors.

And to look a bit into the future: Burton avenue, upon which the new city park is located, extends west in nearly a direct line to within a half a mile of the new Riverside Boulevard. To the east it connects with a prospective boulevard north to Reed's Lake, thus completing the parkway circuit south and east. From the lakes west and north abundant opportunities — woodland, meadow, hill and dale, brooks and all the rest—exist, so that, with an expansion of the spirit and purpose so admirably exemplified already by Mr. Garfield, Grand Rapids may, beyond any question, ultimately possess as

ful if a single Senator will vote against it when it really comes before the body.

Representative Hepburn will report his bill the last day of February and immediately secure an order to have it put through the House. I, therefore, feel fully confident that these two bills, after being properly adjusted in a Committee of Conference, will be enacted into a law.

There are two powerful interests secretly at work, but no one in the House or Senate will dare to come out openly in their favor. One is the rectifying interest, which has a strong and highly-paid lobby here, and the other is the so-called National Food Manufacturers' Association — Deming-Lannen-Yerington—who hope to beat the bill by obscuring the issue



Merchants

ask yourself these pointed questions: Wouldn't it be advisable?

To reduce your stock and have less indebtedness.

To convert slow selling and undesirable goods into cash and have more capital.

To have a rousing special sale, personally conducted by an expert, who can guarantee results.

My original plans "make good" and are successful at any season.

If in doubt write to R. M. Miller, Edmore, Mich., where a sale is now actively going on. Get in line now for a big business movement in February.

B. H. Comstock, Sales Specialist

933 Mich. Trust Bldg.

GRAND RAPIDS, MICHIGAN

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.

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.

REDUCTION

CLOSING OUT OR AUCTION MERCHANTS We guarantee to turn your stock into money quick. To get for you 100 cts. on the dollar. To do this at the least possible expense, and give you the best service in the business. Our methods are of the best and our references A No. 1. Write to us. Address **STANWOOD & SMITH, 123-125 LaSalle St., Chicago.**

WINDOW TRIMMING.

Five Good Points To Be Considered.

Some merchants have queer ideas regarding window trims, or, one might say, no ideas at all. In the first place, they have no set time to change the windows and they leave the same old goods in evidence day after day, and sometimes week after week, before a glimmer begins to gleam on them that they are negligent concerning one of their very best of opportunities. Why, actually, one Grand Rapids druggist has been known to leave the same display in his window for fully five weeks without a suspicion seeming to cross his mind that all was not right with his stock at the very outset. As one goes past this man's so-called window exhibit he is moved to pity a dealer who so stands in his own light. The store stands on a corner, therefore all the more need to get all the advertising good out of the space.

Having decided what shall be given prominence in the window, there still remains something to be done: Each clerk in the store should be instructed beforehand as to the display in front and when the shades are pulled up a regular campaign should be set going. Every one from "the prop." down should have a word to say to each customer concerning the goods in the window.

Some of such goods, if small articles, should be made into ledge and counter trims, so that they may speak for themselves. If the pieces are too large for ledge and counter, utilize aisle spaces.

Then there's a point which seems not to be considered by many dealers. I don't know why it wouldn't be a good plan to press into service, for advertising purposes, the delivery wagons and open vans or larries of a firm, even if, by the loss of their service for certain portions of the day, the store is put to some inconvenience; but outside delivery wagons could be hired to help out the regular ones. We will suppose that the goods on show in the window consist of couches. If the weather is fair, and promises to remain so, have the vans carry around a number of these couches, arranged with an eye to effect and neatly placarded, the cards to call attention to the fact that the couches are duplicates of those to be seen in the store window. The cards should state the price, and give any other short detailed information desired. Then, as said, at stated intervals have the vans traverse the principal business and residence thoroughfares, the horses going no faster than a walk, to give observers a chance to read the attached cards.

The advertisements in the city and country newspapers should be devoted to this special merchandise, with the added statement that the goods may be seen on the streets of the city at such and such times during the day.

To capitate:

I. Have a first-class display in the window--

2. Each clerk in the store is to mention the goods to customers.

3. The ledges and counters or aisles should have the same trim as in the window.

4. Delivery wagons, open vans or larries should carry the placarded goods around the most important streets at stated intervals of the day.

5. Always the advertisements, in both city and country papers, should accord with the exhibit in the window.

If this method were followed--everything pulling together, instead of each force exerting itself in a different direction--the windows would be "paying for their keep," so to speak, much more than some of them do.

* * *

I am wondering whether or not Foster, Stevens & Co. did not have something like this in mind when their teams went up and down the streets this last week loaded with washing machines such as are standing in their east window. An augmented interest is given them by having them run with electricity, showing how they work when they are ready for business. Anything moving in a window compels people to stop, and such a practical thing as a washing machine in operation appeals to every housewife, whether she wishes to save her own back or that of her more or less, hardworked domestic. These rotary machines have a changeable speed, thus filling a long-felt want for a machine that it is possible for the operator to gear up to a higher speed.

The manufacturer claims: "When they are filled with heavy pieces such as bed spreads, quilts, blankets and other heavy garments the ordinary speed may be used. When washing children's clothes--usually very dirty--it can be instantly changed to the high speed which will wash them perfectly clean. In observing a washwoman washing on a washboard she will be seen to rub children's clothes and other garments as are most soiled very fast and the larger pieces slower. The Two Speed Washer does away with the universal complaint that the machine is too slow. It also has four strokes and plunges the clothes up and down and turns them back and forth in the tub. It has no lost motion and does twice the work of any other washer on the market. It has a malleable gear and is the simplest and strongest machine made. No other machine made with a changeable speed."

In the opposite window, very appropriately, are a lot of Asbestos Sad Irons, the features of which are set forth as follows:

Wood Handle--Shaped to fit the hand; strong, smooth, always cool.

Bolt--Strengthens the handle and never works loose.

Shield--Prevents heat being communicated from iron to handle.

Hood--Lined with asbestos. Keeps the heat inside the iron and away from the handle, a feature possessed only by Asbestos Sad Irons.

Heat Reservoir -- An air-space which prevents any waste of heat.

Core--Solid heat-retaining iron; ironing surface slightly convex and elegantly finished.

Malta Vita No Longer a Household Word.

Central Lake, Jan. 29--No dealer in town is more anxious to do business right or to serve the wants of his customers promptly and satisfactorily than John Vaughan.

Eternal vigilance is the price of business peace and when the live merchant gets a call for an unusual article, it is immediately up to him to find out whether or not it is likely to prove a seller and, if so, to supply himself with a quantity at the earliest opportunity.

Not so very long ago John had a call for Malta Vita. There was something strangely familiar in the name, and although he could not remember having been asked for it before, his conscience promptly informed him that he had been a little negligent in not keeping at least a small quantity of the new drug in stock. So he informed his customer that he was temporarily out, but would order at once and endeavor to keep it on hand in future.

When A. W. Peck, salesman for the wholesale drug house, came along John asked him the price of Malta Vita. Peck started to look it up; looked high and low in his drug list--didn't find it. Hunted among a lot of special lists in his grip--didn't find it some more.

"Funny thing!" said Peck. "Got it, though, and when I get in to the house I'll call the turn on the whole bunch for not listing it. The price'll be right--I'll see to that. How many will I make it?"

"Oh," said John, "guess I won't load up much until I see how it goes. Send on a twelfth of a dozen for a starter."

After a while the goods came in and John, whose curiosity regarding the new medicine had been gnawing away at him with unpleasant regularity, opened the box and drew forth the package.

There was something familiar in its appearance, yet, try as he would, the druggist could not tell where he had seen it before. He examined the invoice and there found it charged:

1-12 doz. Malta Vita.....13 cts.

"Not so very expensive," commented John. "Wonder what it retails for?" Just then one of his lady customers happened in.

"Hello!" said she, as her eye fell upon the package in his hand, "do you handle Malta Vita?"

"Why, yes," answered John. "I had a call for it the other day and just got this in to see what it was like. Did you ever buy any? Do you know what it sells for?"

"Oh, yes! They sell for 10 cents a package all over town, and it o-u-g-h-t to be sold three packages for a quarter, only the grocers are all so stingy they won't do it; but y-o-u will, w-o-o-n't you, Mr. Vaughan?" And the fair customer gazed pleadingly into John's eyes and smiled hopefully as she saw surprise, doubt and incredulity chase one another across his ingenuous countenance.

"Do they handle this in the grocery stores?" gasped John, at last.

"Why, of course."

"Then," said John, and his teeth snapped tightly together as the tentacles of an unalterable resolve fixed themselves upon the interstices of his brain, "then I don't mix. I never did think much of the grocery business, and now that I'm next to the percentage of profit, I'll be blamed if I understand how anybody can make a living at it." Geo. L. Thurston.

A Money Maker

The Great Western Oil Refining and Pipe Line Co., of Erie, Kansas, with its 1,000 barrel plant complete, tanks ranging from 600 to 10,000 barrels each, its own private pipe lines in touch with 100 wells belonging to various companies, its refinery site of 53 acres, two magnificent gas wells upon same that will furnish fuel for the entire plant, thereby saving 50 per cent. on the cost of refining, with leases on hundreds of acres of oil lands. Its plant and properties valued at over \$300,000, \$50,000 in bank and bills receivable, two-thirds of the capital stock still in the treasury, will pay dividends ranging from 10 to 25 cents per share annually on all outstanding stock, with the present 1,000 barrel plant. We expect to increase the capacity to fully 5,000 barrels, so you see the tremendous dividends in sight for persons purchasing the stock at the present price--25c per share. This price will soon be advanced to 50c per share, as there is only a limited number of shares to be sold at 25 cents. I would advise quick action in this matter. There is no company in the United States that will stand a more thorough investigation and has a cleaner record. If you have from \$50 to \$5,000 that you desire to invest in a good, first-class proposition, send it to me at once. Investigate thirty days, and if not perfectly satisfactory every dollar of your money will be returned. If you desire other information write for same. Make all checks payable, address all communications to

W. P. Fife

Suite 1124-1125 Missouri Trust Bldg., St. Louis

(Cut out this application blank)

.....1906
 W. P. FIFE, Missouri Trust Bldg., St. Louis, Mo.:
 Dear Sir:--Enclosed find \$.....for which please send me certificate for
shares of the full paid and non-assessable stock of the Great
 Western Oil Refinery at 25 cents per share.
 Name.....
 St. No. or R. F. D.....
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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, January 31, 1906

THE FALL OF NATIONS.

The record of a nation is made by its people. The history of the nations of the earth is a history of wars, and those nations whose annals are the most distinguished are those that have gained the greatest military prestige.

There is a painting which some years ago attracted great attention, in which was represented a vast armed host, at the head of which were marching the world's greatest conquerors. Sesostris, the mightiest of the Pharaohs of Egypt; Alexander the Great; Caesar; Attila, the Hun; Timour, the Tartar; Bonaparte and others of that terrible brotherhood of bloodshed were seen driving in chariots or riding upon horses, always pressing forward and trampling under the feet of their war chargers the bodies of the millions of human beings whom they had slain.

It is the warrior whose fame goes down to the farthest posterity. It is the fame won on the battlefield, which has been dignified with the title of "Glory," while the world-conquering nations are those which have occupied the largest places in history. But the annals of every such world power are embraced in three eras, their rise, culmination and fall. The time came to each of them when it could dictate terms to the other nations of the earth, and then there came another period when they fell into the abysses of oblivion and had no longer a name or place among the peoples and countries which they had once dominated.

Many enquiries have been made into the mystery of the fall of nations. It has been attributed by some to the growth of wealth and the spread of luxury and vice, while others have assigned as the cause the loss of wealth by the withdrawal of men from the peaceful, productive industries, to fill the ranks of the armies that were sent abroad to overrun and conquer, but these were only circumstances and incidents which attended the national rise to great power. The fact remains that Rome subsisted as a great nation for nearly a thousand years, and for four hundred was the greatest military power upon the globe. All the conquered countries were ravaged and plundered, in order to pile up wealth in the

metropolis, and all the vices of the Orient found ready devotees in the Roman youths; but, for all that, Rome continued for centuries to send out to the wars in which she was engaged great captains and victorious legions.

The most practical enquirers into the fall of nations believe they have found the cause in the final destruction and consequent dearth of the real manhood of such countries. The bravest, the most adventurous and daring men flock to the armies in time of war. When peace is established they move to the frontiers or emigrate to new countries, where they find a field for the exercise of their courage, their intrepidity, their fortitude and their enterprise. This is a universal rule, while the less energetic, the more selfish, the prudent, not to speak of the shirkers, the loafers, the vicious and criminal classes, always remain behind.

It has been supposed that the idle and vicious classes would find opportunities for their operations in wars, but, if ever they are found, that they are always camp-followers and never soldiers. Such fellows are constitutional cowards and are in a far different class from the highwayman and the pirate, who were at least bold and daring cut-throats.

But thus it is that a country which has been engaged in many wars finally becomes denuded of its best blood. Its heroes have poured out their life blood on the plains and hills, in the tropic jungles and amid the winter snows of many countries, and finally the time comes when the manhood of the country is reduced to such an inferior and degenerate class that there are no longer men to maintain and support the glory and the prowess that former generations had won.

Of the nations now existing which have gained great prowess in war, Spain, which discovered and conquered the New World, and no small part of the Old, is in her decadence. She has taken her place with the feeble nations of Europe and doubtless will remain there. France, whose military prestige was at the summit of grandeur a century ago, can never hope again to dictate to Europe. England, which learned from the Spaniards how to conquer and colonize, is now probably at the greatest height to which she can attain. Already her philosophers and philanthropists are deploring the growing weakness and degeneracy of the race that planted its colonies and fixed its flag upon every important headland and every considerable island on the globe.

Germany, one of the oldest of the nations, is also one of the newest. With the worn and broken fragments of its ancient domain now united and consolidated into an empire whose inspiration seems to be a determination to get rich by the arts of peace, so that its programme of war and aggression may be made possible, conditions so peculiar are presented that they obscure the prospect and render any reasonable forecast difficult.

As to Russia, all depends upon what will be her condition when she comes out of the present hurricane

of revolution. Whether, like France, she will find her Bonaparte and go forth to conquer, remains unrevealed. The Turks were once the most formidable of military races. They victoriously fought their way westward across Asia, and established themselves in that region of Europe which was the last stronghold of the Roman Empire of the East, and for four centuries have held sway there. Their destiny is to be driven out of Europe; but who will do it, and when, are still concealed in the darkness.

Our great Republic is rapidly rising to the foremost place in the Congress of Nations. It has never had more than one great war—that was among its own people. All the indications are that it is to be the Rome of the modern world. It has manhood enough for any enterprise and wealth enough to carry its conquests around the planet. War is to make up a great part of its activity, for despite the talk about universal peace and national arbitration of differences, there has never been a time when the conflagration of revolution raged more fiercely, or when the prospect of widespread and general war was more lurid and menacing. It does not require any inspired seer to forecast this.

HARD TIMES IN JAPAN.

It may be remembered that when the recent treaty of peace was made between Japan and Russia there was great disappointment in Japan that no indemnity fund was exacted from Russia, and the Japanese people, who had been led to believe that their government would get at least a thousand million dollars, raised a great outcry when they found they were to receive nothing.

It was understood at the time that such a sum was necessary to pay the enormous war debt contracted by Japan, and to relieve the people from the heavy taxes which the war expenses forced upon them. It should be borne in mind that Japan is not rich in natural resources, but its people are, perhaps, the most industrious in the world, with the possible exception of the Chinese, and at the same time they are extremely frugal in their way of living.

Wages in Japan are not above thirty cents a day for skilled labor of any sort, and the unskilled laborers get less. For the masses of the population to support themselves and to pay the enormous taxes out of their small earnings is a problem of the utmost difficulty. According to an article in the Paris European, by M. Y. Konishi, a Japanese writer of importance, the situation in that country is already well-nigh desperate. He cites the Japanese press on the subject.

According to the Japanese Jiji Shimpō, a domestic loan could not be negotiated by the government even at the (to that country) high rate of interest of 7 or 8 per cent. The Nihon, a Conservative paper, declares that "the special taxes which were raised during the war will continue to be levied. But they will not be sufficient to fill the treasury, and the Japanese people will therefore be loaded with intolerable burdens.

What, then, can the government do? This is the great problem of the day. According to our figures, the additional expenses which the people of Japan will be compelled to support because of the war are some \$53,000,000 for the war proper, \$25,000,000 for pensions, incidentals, etc., and an immense sum for developing the new territories. These new responsibilities, which the war has brought about, for example the exploitation of the Liaotung Peninsula, of the southern portion of Sakhalin, and of Corea, will require immense sums. And it is not excessive to estimate that in the end the total of the new expenditures will be in the neighborhood of \$200,000,000 per year."

Many poor families during the recent bloody war lost the men who were their main or only support, and they are plunged in extreme poverty. At the beginning of the war many charitable societies were formed to care for the families of soldiers who were fighting the battles of their country, but now that the war is over and so many of the brave and patriotic fellows were killed and are wholly lost to their families, such charity can not be depended on forever.

In the meantime Japan, burdened with a vast debt, can not, as it would wish, take care of the thousands of families thus made destitute, and the situation is described as deplorable. Japan gained very little out of the war with Russia except glory. There was an abundance of that for the Japanese arms, but that does not pay war debts, or relieve the people of taxes. The only thing besides victory which the Japanese got out of the war with Russia was possession of but a few natural resources, and Corea, which is a poor country of thus it is that the grand victories gained by the Japanese have only saved them from the danger of Russian invasion, but at a tremendous cost.

BOYNTON'S PROPOSITION.

Jerry Boynton, a gentleman who has long been known as a railway promoter, is out with a proposition to put a road through from Grand Haven and Grand Rapids to Battle Creek, Coldwater, Quincy and Hillsdale, to Pioneer, Ohio, and so on to Toledo. It is a good prospect—so good, indeed, that already the owners of the electric railway operating west from Toledo to Pioneer have made surveys, figured estimates as to freight and passenger possibilities and, in brief, looked into the matter thoroughly of extending their line to Hillsdale, thence to Quincy, Coldwater and Union City to Kalamazoo.

Now, if Jerry has succeeded in not only tying up to these people, but in prevailing upon them to come to Grand Rapids and so on to Grand Haven, he is certainly loyal to our city—only, the railway and financial journals seem to hold to the opinion that the coming year is not going to be favorable to railway building and that is bad for all concerned.

TRANSIENT MERCHANTS.

Practically Prohibitive Law Sustained in Indiana.*

A Boston minister startled his audience by saying, "I have forgotten my notes and shall have to trust to Providence; but this evening I will come better prepared."

Fearing, therefore, that Providence might desert me, like the preacher, I have come "better prepared" and have my manuscript at hand.

The subject I have been assigned is that of the Transient Merchant. I do not know that under this assignment there lurks any hidden malice. I am entirely ignorant as to who is responsible for my appearance in my present role and for the selection of the particular subject on which I am to talk. I half suspect some practical joker residing not many leagues from this goodly city of Fort Wayne may have a hand in the business. There are those within the sound of my voice who know I can speak with much feeling, not to say considerable experience, upon the subject of the Transient Merchant. If they are responsible for my appearance here at this time, I wonder they did not make my subject to read: "The Transient Merchant or the Dealer Who Was Hoisted by His Own Petard."

In street parlance, I have, my friends, been "up against" the State law that I helped to enact, providing for license fees and special taxes to be paid by "transient merchants" in whatever towns in the State of Indiana they may attempt to do business. I have fought the questions involved through the lower and the higher courts and beg leave to report that I find myself much like the man who was asked how he came out in a fight. "Well," said he, "I lost a little patch of my hair, had my nose blooded and one eye closed, dropped a few teeth, and had my right arm dislocated, but, thank God, I preserved my self respect."

In all happened in this way: A certain dealer in Oriental rugs, well known to Indiana merchants under the name of Artin Simoyan, blew into Fort Wayne one day in April, 1902. He had much "excess of baggage" and it consisted of rugs from the Orient, bringing with them the twenty-seven different kinds of smells that such rugs do have and by which they are proved to be real antiques, having hung for many decades to form a partition between the family quarters of the "unspeakable Turk" and the stable of his camels.

For many years Mr. Simoyan had been annually visiting Indiana cities as a transient merchant, making sales of his rugs and greatly annoying such regular dealers in carpets and rugs as were engaged in the well nigh hopeless task of trying to convince the fair ladies of Indiana that they could buy Oriental rugs of their home merchants as cheaply and with far more safety than of the brown-skinned traders of the followers of Mahomet. They saw Mr. Simoyan and others far less scrupulous come

*Paper read by D. N. Foster, of Fort Wayne, at sixth annual convention of the Indiana Retail Merchants' Association, held at Fort Wayne January 16, 17 and 18.

into our cities, rent an empty store room and in a few days sell thousands of dollars' worth of rugs at fabulous profits and soon "depart to pastures new" without yielding up a dollar in taxes or in any other way helping to bear the public burdens so bountifully heaped upon the business man in every community. So you and I wended our way to Indianapolis and interviewed the gentlemen with high foreheads, who had traveled thence on railroad passes and were sitting as the Legislature of Indiana. We asked them to protect the public and, it is not to be denied, incidentally ourselves, by passing a bill that we had prepared to drive transient traders out of the State, or if they persisted in coming providing a license fee of \$20 per day, to be paid to the County Treasurer, beside making their stock of goods liable to assessment for taxation, to be immediately paid. The law provided that the goods were to be taxed but once in any one year and the receipt of the county treasurer where the tax had been paid was to act as a protection from further taxation in any city to which the goods might afterward be taken for sale.

Well, as I said, Mr. Simoyan came to Fort Wayne in April, 1902, to sell rugs, but not desiring to pay a license fee of \$20 a day, he arranged to consign his stock for the time being to me, and agreed to give me a commission of 10 per cent. on all goods sold at private sale and 7½ per cent. on those sold at auction. I was to hire the auctioneer, do the advertising, furnish the display room in our carpet department, provide additional help to Mr. Simoyan and his assistant to handle, display and sell the goods, and all rugs sold were to be paid for into our money drawer or charged upon our books, and we were to be responsible for the collection of such accounts, exactly as for any other accounts upon our ledger. I congratulated myself that the merchants had at last compelled Mr. Simoyan and others of his kind to "divy up" with the regular dealer in the selling of his rugs.

Within a few days we made sales of about \$5,000 worth and I would have been considerably elated with our success but for the fact that a rival auctioneer to the one I had hired instigated the County Treasurer to assess the stock for taxation. We produced the County Treasurer's receipt at Muncie, Indiana, showing that Mr. Simoyan had been assessed and paid his taxes there only a few weeks before. Our pig-headed Allen county Treasurer wouldn't take the bluff and put Mr. Simoyan on the stand, and made him admit that the stock was nearly all stuff that he had not had at Muncie, and so the court decreed that we must pay \$141 of new taxes on the new goods. Furthermore, the County Treasurer held that the goods had not been consigned to me in good faith, but to evade the law, and that Mr. Simoyan must pay \$20 a day as a transient merchant. I replied, "We wouldn't do it. He took us into court and the court said we must do

it. My lawyer and I disagreed with the court and said the decision was not right or in accord with the evidence, and so we carried it to the Appellate Court, and the other day that court had the bad taste to agree with the Allen Circuit Court, and I am to go down into my breeches pocket and pay taxes of \$141, \$20 a day license fee and all the costs that have accrued beside. Truly, I have been "hoisted with my own petard." but I stand here, nevertheless, to congratulate you that you have a law that I couldn't beat, even when I thought I had a perfectly clear case, that to-day fully and amply protects Indiana merchants and Indiana citizens from the deceptions, misrepresentations and robberies of that piratical class of dealers who formerly were constantly appearing in our midst for a few weeks at a time, advertising pretended "salvage stocks," "bankrupt stocks," "administrators' sales," "fire sales" and the like; deceiving the ignorant, outwitting the unwary, demoralizing regular trade and frequently ending by packing up and getting out of town between two days, leaving in their wake a lot of unpaid local bills and hundreds of dissatisfied and swindled customers. These trade pirates bank upon the well known fact that there is a sucker born every minute and that a new crop awaits each comer in his turn.

The right of the State under its police authority to burden and restrict the transient merchant in the interest of the general public is now as well settled a principle of Indiana law as the right of the State to burden and restrict the liquor traffic. You have the law, it has stood the test of the higher courts, now go home and promptly invoke its aid for your protection and that of your communities whenever occasion demands.

In concluding, may I say just a word on the value of organization in furthering our efforts to abate trade evils? Of all forms of force none is so ineffective as that of a mob. An organized, well drilled company of soldiers, a hundred strong, will put a mob of many thousands to flight. For all the years, until recently, a numerous crowd of retail dealers, with no more organization than that of a mob, has been loudly protesting against

manifold and accumulating trade evils that bore with heavy and constantly increasing weight upon them. Offending dealers and scheme promoters have not been ignorant of the protests offered, but they have been altogether unmindful of them. So let us learn the simple lesson that unorganized opposition amounts to nothing. It frightens nobody and corrects no abuses. This magnificent organization, which is this week honoring Fort Wayne by its presence among us, has only to go unitedly and enthusiastically forward and it will speedily become a tremendous power in the abatement of all trade evils and in the securing of needed legislation that shall put a premium on honesty and a discount on rascality.

May Get Power from Sky.

Franklin's bolt never has been snatched from the skies and harnessed in human service. But M. A. Breydel, a Frenchman, thinks it should. Explorations of the atmosphere have proved that large differences of potential exist in it at points not widely separated. It has been found that a difference of potential of 100 volts per meter has been measured, and even values as high as 300 volts. A conductor might be placed with its ends at two points where the difference of potential is 10,000; or under favorable conditions it might reach 30,000 volts. There should be some means of utilizing these enormous forces of atmospheric electricity. It is suggested that a possible method of collecting the energy would be to send up balloons surrounded with a network of conductors. It is thought that by means of a transmission line carried up a mountain so as to give a difference in altitude of about 800 meters between the upper and lower ends, that this should make available a potential of from 10,000 to 30,000 volts. Remains the question how this high tension is to be converted to pressure suitable for commerce.

Made His Flesh Creep.

"You say both his legs were shot off!"
 "Yes."
 "How did he ever get home—seven miles away?"
 "Why, he said the shrieks of the wounded made his flesh creep so that he got home in very short time."

H. M. R.
Asphalt Granite Surfaced
Ready Roofings

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

All Ready to Lay

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

CHANCE ACQUAINTANCE.

How It Resulted in a Successful Career.

Written for the Tradesman.

It was in those good old days when the Hornellville station had a record among "drummers," as they were then called, as having the best dinners on the road. Why, many's the time I've skipped Elmira just so that I might make Hornellville for dinner.

Ladson Butler and I had boarded the Eastern Limited one evening at Clifton Forge expecting to make Charlottesville the next morning, see our customers and get into Washington in the evening in time to do the theaters together. It was our first meeting in nearly three years, and his remark was in reply to my asking how it happened that he was in business for himself and prosperous.

"You know the last I heard of you the Metropolitan Novelty Co. was in the hands of its creditors," I observed as Butler settled himself comfortably as though he had a long story on tap.

"Yes, that's just it; I represented the creditors," he replied. "I was one of the creditors, and when the crash came I didn't have a dollar except what the company owed me, but I knew the business through and through. I knew it was all right, good as gold, in itself. I knew that while the business had increased steadily for a couple of years, the expenses had also increased and far beyond the proportion that was desirable. Repeatedly I had gone over the books—in fact, every time we took an inventory I drew up statements from the books showing where good savings might be made on expenses without hurting the growth of the business, and I told them, pleaded with them to change their methods. Actually the heads of the concern didn't seem to know where they were at half the time, and it just broke my heart because I knew the trade and I knew it was sure."

"Why didn't you buy 'em out or offer to manage the business on a percentage of profits or something?"

"My dear boy," replied Butler, "I didn't have the honor of an acquaintance with either Jay Gould or Jim Fiske and I did try to prevail on them to try me as manager, but they said I was worth more to them on the road and turned me down."

"Do you really believe you could have saved the enterprise?" I asked.

"Save it!" said Butler as he sat erect, "I did save it. The Butler Brass & Iron Novelty Co. is the offspring of the old organization and I am its father."

"How'd you do it without any capital?" I asked.

"I did have capital. I had absolute faith in the business and my ability to handle it and—after all, however, it was a good deal of an accident. It was this way: I was called in by wire from 'way down in Maine one Saturday and I knew that the crisis had come. About 9 o'clock Sunday morning I fell in with an old gentleman at Waterbury while waiting a

belated train. And as we were walking together on the station platform—it was a beautiful day—my companion, a distinguished appearing old party, offered me a cigar with the observation: 'It's rather singular, it seems to me, that Connecticut should apparently have such a lead in the manufacture of articles made from brass and steel and other metals.' Well, that gave me an opening. I was at home and the old gentleman was jolly good company, so I just filled him full of copper smelting works, brass rolling mills, clock, watch and cutlery factories. Before I knew it I was talking the general machinery market and the manufacture of harness, saddlery, furniture and all sorts of metal trimmings, and he seemed intensely ig-

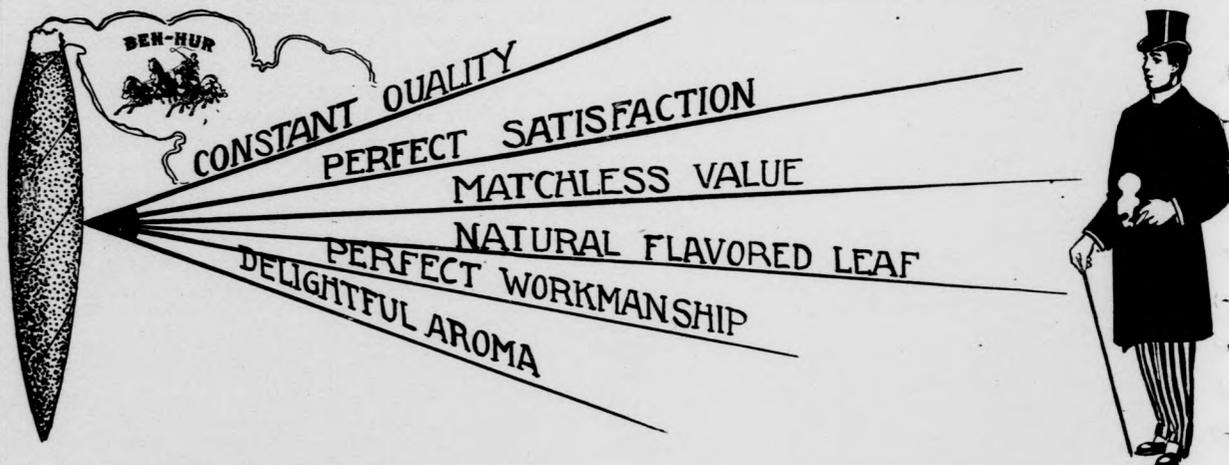
norant about and extremely interested in what I was saying. Well, the ride to New York wasn't long, you know, so that before I realized it the time came when we were to separate. Much to my surprise and with the air of one who was merely curious, he asked for my card, which, of course, I gave him. In return he gave me his own card, said 'Good day,' jumped into a cab and was away.

"I looked at the card and read: 'James Brown, Oakhurst.' Well, inasmuch as there are several hundred Oakhursts and thousands of James Browns in the country I threw the card away and catching a car was soon at the 23d street ferry and on my way to Jersey.

"As I expected, the Metropolitan

was on the rocks. Liabilities \$50,000 above assets, books in wretched shape and a meeting of creditors due for Monday morning. I was there by invitation and fidgeting under the consciousness that the concern owed me a trifle over a thousand dollars. While I listened to the proceedings of the first day's meeting I was not questioned and did not offer any suggestions—you see, I was cudgelling my brain for some method by which I might gain at least a finger-hold on the business in case it should be reorganized.

"At the Tuesday meeting I was called upon, almost at the beginning, and for an hour or more I answered questions as to the methods of conducting the business, so far as I knew them; told who and where



Dealers Find That Critical Smokers
See More Good Points in the
BEN-HUR CIGAR
Than Any Other 5c Brand Discloses

It seems as if in the last few months that thousands of smokers have discovered this cigar of superlative excellence, and have joined the other uncounted thousands who know that they cannot draw as much satisfaction from any other nickel smoke.

And so, right through the dull season, while many cigar factories are silent, we are working our full force of cigarmakers and even with our large new addition we are using all our capacity to supply the trade with the tobacco roll which always contains the fullness of life's pleasures.

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

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

our best customers were, gave my opinion as to their standing, rehearsed prices and terms, and all that, without committing myself in favor of anyone. Presently a slender, aristocratic-looking young man whom I had not noticed on the previous day asked: 'Mr. Butler, what is your opinion as to the feasibility, under proper conditions, of successfully continuing this business?'

"That was the first intimation that had been offered in that direction and, coming so unexpectedly, I was dazed for an instant. However, I pulled myself together and answered: 'With thirty days' time allowed to rearrange the system of conducting this business, and sixty days additional of credit to the extent of the indebtedness, this business can be conducted for at least 10 per cent. less than the records show as the present cost. With these concessions the business can be continued, can be very much increased and at a fair profit on the capitalization, which is none too large.'

"Are you confident, Mr. Butler," resumed the pale, studious-looking young man, "that under such conditions you could save and increase the volume of this business, and would you undertake such a proposition if asked to do so?"

By this time I was standing in a perfect sunburst of hope and confidence, but I held myself level and replied very calmly: "I am willing to stake my reputation and all else I have on my success and will gladly consider any such proposal."

All this time there hadn't been a word spoken during our conference and as I finished the silence was so dense I could fairly see it. Tense with curiosity, fear and hope I was about to add a few words as to the reasons for my faith, when the young man, as though speaking to a casual acquaintance, said: "I move, Mr. Chairman, that our committee be authorized to confer further with Mr. Butler and be given power, if in their judgment it is deemed desirable, to place the property and business of the Metropolitan Novelty Co. in the supreme control of Mr. Butler for a given time and under such conditions as may be mutually agreed upon."

"I support Mr. Brown's motion," observed a gentleman whom I knew as a very wealthy but conservative man and a minor stockholder and, while the motion was being put and carried, I thought more rapidly than I had ever done before on a business proposition. Well, I met with the committee immediately after dinner and spent the entire afternoon with them, the result being that with in a week the company was reorganized and our list of employees had been reduced by four resignations. Another week and I had things going ship-shape, and the enterprise has prospered ever since.

"But who was the young and pale and thoughtful Mr. Brown?" I asked. That was the first question I asked after the adjournment of the meeting, and I was introduced to Mr. James Brown, of Oakhurst. He is the son of the interesting old gentleman I

met at Waterbury that Sunday morning. The father is a millionaire and one of the heaviest investors in industries in the country. It seems that, knowing more about our concern than I did, he deliberately and successfully pumped me dry without my knowing it. And then, leaving me in New York, he drove direct to his son's residence and told him all about our interview, gave him my name and posted the son off so that he reached our town only a few hours behind me. All during Monday the younger Mr. Brown busied himself digging up my character and my record. What he learned was added to what had been brought at the meeting of creditors and so, when the Tuesday meeting was called, they knew as much about me as I knew myself.

"Well," I observed, "that only shows that a man must know his business and have faith in it and in himself."

"Yes, that's absolutely necessary," responded Butler as he offered me a cigar, "but it was equally imperative that I should be courteous, sociable and convincing in my unexpected intercourse with a very agreeable old gentleman and stranger."

Charles S. Hathaway.

Pure Food Laws in Wisconsin.

By a recent act of the 1905 Legislature it is unlawful to manufacture or sell any article of food which contains formaldehyd, sulphurous acid or sulphites, boric acid or borates, salicylic acid or salicylates, saccharin, dulcin, glucin, beta naphthol, abrostol, asaprol, fluorids, fluoborates, fluosilicates or other fluorin compounds, or any other preservatives injurious to health; provided, however, that nothing contained in this section shall prohibit the use of common salt, saltpetre, wood smoke, sugar, vinegar and condimental preservatives, such as turmeric, mustard, pepper and other spices. Nor shall any article of food be manufactured, etc., containing any added substance, article or ingredient possessing a preservative character or action other than the articles named in the proviso of this act, unless the presence, name and proportionate amount of said added substance, article or ingredient shall be plainly disclosed to the purchaser.

The Rule of Three.

- Three things to wish for—health, friends and a cheerful spirit.
- Three things to delight in—frankness, freedom and beauty.
- Three things to admire—power, gracefulness and dignity.
- Three things to avoid—idleness, loquacity and flippant jesting.
- Three things to govern—temper, tongue and conduct.
- Three things to hate—cruelty, arrogance and affectation.
- Three things to think about—life, death and eternity.
- Three things to love—purity, truthfulness and honor.
- Three things to be—brave, gentle and kind.

The painfully pious are never powerfully so.

Has the representative of
"Seal of Minnesota"
Flour

"The great flour of a great flour state"

called on you and stated his proposition? If not look for him. Give him your attention. It will pay.

Many retail grocers are enjoying the pleasure that comes from having satisfied customers on this flour.

The Largest Grocery Jobbers are Distributors

Ask your jobber or wire direct.

New Prague Flouring Mill Co.

New Prague, Minn.

Capacity 3000 Barrels Daily

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

**A Bakery Business
 in Connection**

with your grocery will prove a paying investment.

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

Chicago, Ill., July 26th, 1905.

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

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

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

A Middleby Oven Will Guarantee Success

Send for catalogue and full particulars

Middleby Oven Manufacturing Company

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

"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."

POOR POULTRY.**Some Reasons Why It Seldom Pays a Profit.**

Last winter, while lecturing at an agricultural college in the State of New York, a farmer came to the door of the hotel at which we were stopping and offered some broilers for sale. The hotel keeper called my attention to them. He asked the man what he called them, and was told that they were broilers. 'When were they hatched?' asked the writer. 'About the middle of September,' was the reply. This made them five months old, and they weighed less than a pound and a half apiece, and were so poor and skinny and so dark in appearance that the keeper of the hotel would not pay even 5c a pound for them, while, on the other hand, another grower of poultry presented for sale the same day broilers that weighed almost 2 lbs. at nine weeks old. This is a fair example of the possibilities to be gained from good quality, and the losses that are the result of inferiority. The hotel keeper refused the one at 5c and willingly paid 30c a pound for the better grade.

It is within the ability of every person to have the better quality of poultry for market at all times. The foundation of it all is keeping the better grades of poultry for raising the young stock; proper feeding from start to finish is a great necessity. As soon as the young stock is permitted to stop growing, or go back as the saying is, just so sure are they never to become valuable as market poultry. The regular quick growth to maturity, the proper feeding to have them plump and tender and the proper killing and dressing for market are all of absolute importance for success.

Scarcely a single grower in the whole of England would think of sending to market any poultry that had not been purposely fed for the best condition prior to being slaughtered and sent to market. Some use yard fattening; others, pen fattening. The practice of crate fattening by hand and of using the stuffing machine is quite prevalent. Every advantage possible is taken to have the stock in prime condition, so as to gain the very highest price for same.

Yard fattening is used where there are no other conveniences for properly finishing or feeding the market stock. If one should attempt to feed a whole flock into market condition, many of the old hens and the laying stock as well would become over-fat, eliminating a profitable egg yield from these. Yard fattening refers to a yard fenced off to itself, in which 50 or 100 head of stock may be confined and fed into market condition. In warm weather open sheds are used for shelter; in colder weather a building sufficiently well constructed to serve as a protection from climatic conditions is necessary and in which there is sufficient room for the fowls confined in the yards to roost at night. These fowls are fed from three to five times per day on rich, fattening mash foods, just what they will eat up readily when food is giv-

en out each feeding time, and 10 to 20 per cent. gain can be made in poultry thus fed for market within a two-week limit. Beyond this they do not seem to gain very much, the reason being that after feeding constantly on rich, fattening foods, they lack inclination to eat and do not improve.

The only difference with the yard and the pen processes is that the fowls of whatever kind or character, either land or water fowl, are confined in sheds and fed in the same manner as they are fed in the yards. The pens, confining them more closely than the yards, must have more attention so as to insure cleanliness, and as soon as the fowls are in proper condition for market, they must be slaughtered at once. Those who use the pen fattening usually do not have sufficient ground to devote to the purpose to allow a yard for the stock to run about in. Either of these methods may be practiced.

Crate feeding, while entirely new to some, has been practiced in older countries for many, many years. This is followed in divers ways. The crates or coops in some localities are built out in the open, or under trees or sheds, or placed in files in buildings purposely erected for them. The crates are a kind of wooden coop used to confine from two to five fowls, according to size, and are so constructed as to be self-cleaning, so as to prevent the possibility of their becoming befouled or dirty during the three weeks usually consumed in the finishing of the stock fattened therein.

In using these crates, fowls of the same age should be confined separately; male birds alone in young stock, females alone in either old or young stock. Old cock birds are seldom used for crate fattening; they are fattened in pens or yards, where they do quite as well as in the crates. Troughs for feed and water are built along the front of the coop. The fowls confined therein are fed on a rich, fattening mash food, as much as they will eat, from three to four times per day. No food is left in the trough to sour or go to waste. Each time the poultry have finished feeding all that is left is removed.

Poultry fed in this way gain very fast up to the twelfth or fourteenth day. After then, no improvement to any extent can be hoped for, and the fowls so fattened are best dressed and sent to market at once, unless the stuffing machine is to be used.

The stuffing machine, or feed machine as it is sometimes called, is an appliance used, through which is fed, to poultry that has been crate fattened up to the fourteenth day, rich warm gruels of superior fattening quality. These gruels are of about the consistency of cold molasses, and are fed luke warm to the poultry through the stuffing machine. A tube is inserted in the mouth of the fowl, down the throat, past the windpipe toward the crop. With a slight pressure of the foot upon the pedal of the machine, the crop is quickly filled through this tube with the gruel, and the fowl returned to the coop. They are thus fed twice, and occasionally three times a day

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

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.

Philadelphia Wants

Fancy Creamery Butter

W. R. BRICE & CO.

As the leading receivers of Michigan Creameries, we solicit your shipments on the following terms: Quick sales and prompt returns at top-of-the-market prices. Ref. Michigan Tradesman.

This process may be carried on from five to nine days after the fourteenth day of crate feeding by hand. As soon as fowls are finished and food ceases to be of benefit, they should be slaughtered and marketed at once.

In this country the yellow skinned and yellow meated fowls are preferred. To bring them to the greatest perfection, one-half yellow corn meal, one-fourth ground oats, a little bran and middlings, with a little flour to stiffen the dough, should be fed. It should be cooked to a very thick dry consistency and fed when just a little warm.

For the finishing of the white skinned and pinkish white meated fowl, one-half ground oats, one-fourth ground barley, a little wheat middlings, rice flour and wheat flour, are used, cooked to the same consistency, and fed when just a little warm. This adds to the attractiveness of the white meated fowl, the same as the other helps to enrich the golden yellow color of the other. In using the stuffing machine about the same mixtures are used, thoroughly cooked into a thick gruel. The best mixture for these foods is boiled milk, either sweet, skimmed or sour, thoroughly well cooked and used for moistening the meal. During the last three or four days of feeding some beef tallow melted and cooked in with the mash food or gruel adds considerably to the quality of the meat of the poultry.

Observations of a Gotham Egg Man.

The winter in most sections of the country has continued to belie its name, although at this writing the Southwest is getting a dose of more seasonable weather. We are always more or less liable to the conditions which the generally unseasonable weather has brought to the egg market, and always will be so long as the purely speculative element remains a factor in cold storage operations. There has been plenty of experience in the past to show that when storage holdings are so large and put away at so high a cost as to necessitate the carrying of large quantities past the turn of the year, serious losses are very probable; but there are intervening experiences when safely light stocks at the close of the year, followed by severe wintry weather, result in conditions that would make profitable a larger late holding, and between the two there are always plenty of operators to take the chances.

The present month has been characterized by a liberal production of eggs in many sections of the country and, with a liberal movement of storage eggs the receipts at the larger distributing markets have been greater than usual. The figures are shown in the following table:

	1906.	1905.
New York	155,655	105,713
Chicago	75,635	44,115
Boston	50,873	37,092
Philadelphia	31,201	34,795
Total	313,364	221,715

The liberal arrivals of held and fresh eggs at this point have retarded the reduction of cold storage holdings here since the first of January. It is true that a good many have been taken out, but a number of cars arriving from outside points have been re-stored here for lack of any present satisfactory outlet. The quantity remaining in local storage houses at the end of last week was probably about 125,000 cases; and in addition to this stock there was a large accumulation of fresh and storage eggs in receivers' hands and on docks—probably enough to bring our total egg stocks in the wholesale market up to 160,000 to 165,000 cases at that time.

The basis upon which owners of surplus fresh gathered stock have been willing to hold is of course plain enough; it is primarily the belief that the low prices now ruling will stimulate a largely increased consumption, with the chance that seasonably wintry weather may still prevent so free a production as to supply the enlarged outlets.

While this is, of course, a perfectly reasonable chance, it has had more weight at country points than it has here where the conditions affecting consumptive demand in the large cities are viewed somewhat differently. Local dealers feel that it is unusual for the demand for eggs to expand rapidly at this season of the year to any such extent as would occur if the offerings were all fresh and a continuously large supply of such assured. Retailers do not mark prices down at all promptly because of a winter decline in the wholesale market, nor do they promptly use fresh eggs in place of refrigerators when the latter are plenty and relatively cheap. For these reasons the local trade has not had as much confidence in material trade expansion as has been felt in the country; and the presence of large reserve stocks of refrigerators and a liberal surplus of fresh gathered have given the general impression that, regardless of any probable weather conditions in the interior, we are likely to have enough stock coming forward to prevent any actual shortage, even if present moderate or low prices remain practically undisturbed.

But even if this view should prove finally to be the correct one it may easily happen that prices fluctuate in the meantime. The occurrence of wintry storms always has an effect upon the sentiment of the trade, and

an up-turn, when once started, often stimulates a speculative buying that adds momentary strength even if it proves fictitious afterward.

In this connection shippers who have limited eggs here that are being held off the market for an ad-

vance should realize that if prices are drawn upward by the withholding of stock from sale, the effort to sell such stock at the advance often reverses the conditions which led to it and forces an immediate reaction. —N. Y. Produce Review.

Redland Navel Oranges

We are sole agents and distributors of Golden Flower and Golden Gate Brands. The finest navel oranges grown in California. Sweet, heavy, juicy, well colored fancy pack. A trial order will convince.

THE VINKEMULDER COMPANY

14-16 Ottawa St.

GRAND RAPIDS, MICH.

Roosevelt lit the pipe of peace with a

Noiseless Tip

and it didn't go out! Tell your grocer. "They're made in Saginaw." No noise. No danger. No odor. Heads will not fly off. Put up in a red, white and blue box only.

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.

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.

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

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

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

WITH APOLOGIES TO SHAKESPEARE.

To cut or not to cut, that is the question,
 Whether 'tis not better in the end
 To let the chap who knows not the worth
 Have the sale at cut-throat prices, or
 To take up arms against his competition,
 And, by opposing cut for cut, end it.
 To cut—and by cutting put the other cutter
 Out of business—'tis a consummation
 Devoutly to be wished. To cut—to slash—
 Perchance myself to get it in the neck—
 Ay, there's the rub; for when one starts
 To meet the other fellow's price, 'tis like as not
 He'll find he's up against it hard.
 To cut and slash is not to end confusion
 And the many evils the trade is pestered with;
 Nay, nay, Pauline; 'tis but the forerunner
 Of debt and mortgage such course portends.
 'Tis well to get the price the thing is worth
 And not be bullied into selling it
 For what So-and-So will sell it for.
 Price cutting doth appear unseemly:
 And fit only for the man who knows not
 What his goods are worth, and who, ere long,
 By very stress of making vain comparison
 'Twill bank account and liabilities,
 Will make his exit from the business.

People Become Extremely Attached to One Locality.

Many people become so attached to a certain city, suburbs or street that they declare with all sincerity that it would be impossible for them to live in any other locality and be contented.

I recall a gentleman on the shady side of sixty who for very many years had been accounted a man of opulence, as opulence goes nowadays. Almost since a young man he had lived in a beautiful old house, a house that was built in the fifties to withstand the wear and tear of a century. Here he came when he was married. Here lived with the young couple his father and mother, and here they died. Here his children were born. Years of happy wedded life elapsed, and then for the wife came the end of all things of earth. Six or seven years after the lonely man brought another wife to love and cherish. Both women were of exceptionally lovely character and it would have been difficult to choose between them.

With the enlarging of the city came the rattle and clang of street and interurban cars; where once had been merely the pleasant bustle of a lively residence street came the clatter of traffic of a busy mart.

The man began to think of green fields and leafy nooks. He wished he might sleep where only the noises of the country reached him, where the terrible pounding of the interurban wheels was forever stilled. But the man's business was in the city and necessitated his attention in the early morning and the late night. A home outside the city was out of the question.

At last the clamor became unbearable and a change must be reckoned with. The man compromised between the racket of his down town street and the peacefulness of the rural road by purchasing a mansion on a fashionable residence street half a dozen blocks back from the one that had known him so long, and sold the old home that had sheltered him since youth.

But the ink was hardly dry on the papers that completed the deal before he half regretted the transfer. But the bargain was consummated and there was no backing out.

'Tis said by those who know that night after night the newcomer walked the floor, unable to close his eyes, unable to forget the old home and accommodate himself to the new surroundings. Not that things were more elegant than he had been accustomed to. To be sure, the house was some larger, but the furnishings were no better than he had grown up with; the elegancies of life were no new thing to him. But he was wont to remark, in his different surroundings, that he never realized before how pathetic was the case of the "cat in a strange garret;" he had never sympathized with her particularly, now he felt a bond of union between them.

* * *

Other men cling with the same pertinacity to a business locality, refusing to leave the street or store even when it is for their best interests to seek new quarters, preferring to linger where the old associations are rather than to seek greener pastures.

* * *

Another man I know, one of a great deal of temperament, a fellow just in the prime of life. He has recently made a change of base in his business, coming from the far northern part of the State to more genial Southern Michigan. In the former town he lived for the past seven years. The climate at first appeared to agree with his wife and little daughter, but afterward, as he said, they "seemed to wear it out." The husband disposed of his business and for the past six months has been looking around for a favorable location in which to make some more money and educate his young daughter. After mature deliberation he has hit upon what he considers an ideal city.

"Did you leave your recent home with any regrets?" I asked, mentioning the town of So-and-So.

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.

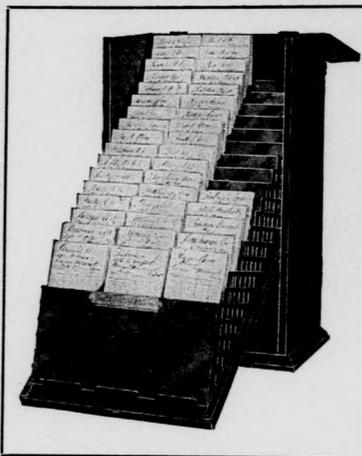
By a day book and ledger. You enter the amount charged and your work is done—the Simplex takes care of the details.

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.

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

Simplex Methods \$18.00 and up.



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

Nineteen Hundred and Five

Was a Record Breaker for the Sale of White Goods

1906

will excel it if such a thing is really possible. There is a good clean profit in the sale of this class of goods, so be prepared for the demand by making an early selection. We are showing some exceptional values as follows:

Mercerized Effects

Leno stripes.....	5 patterns .10%	Dotted and striped Swiss	4 patterns .17%
Lawn checks.....	5 patterns .11	Stripes.....	4 patterns .18
Stripes with figures.....	3 patterns .12%	Figures.....	5 patterns .20
Dotted Swiss.....	3 patterns .12%	Figures with open work	5 patterns .20
Fancy stripes.....	4 patterns .14%	Stripes	5 patterns .20
Fancy figures.....	6 patterns .14%	Stripes and dots.....	6 patterns .20
Dots and figures.....	10 patterns .15	Stripes.....	4 patterns .20
Figures with open work.....	5 patterns .15	Plaids.....	5 patterns .20
Mull checks.....	4 patterns .15	Stripes.....	4 patterns .20
Dotted Swiss.....	3 patterns .15	Checks.....	5 patterns .20
Stripes.....	4 patterns .15	Dotted and figured Swiss.....	3 patterns .20
Figures with stripes.....	5 patterns .17%	Checks and figured Swiss.....	4 patterns .20
Figures with open work	4 patterns .17%	Figures.....	5 patterns .20
Stripes.....	6 patterns .17%	Figures with stripes.....	7 patterns .25
Figures.....	4 patterns .17%	Figures.....	3 patterns .25
Figures with open work	5 patterns .17%	Figures.....	5 patterns .27%
Stripes.....	5 patterns .17%		
White Welts at.....			
Indian Linons at.....	.04%, .07%, .09%, 10%, .11%, .12%, .15, .17% and .20		
Persian Lawns at.....	.15, .17%, .20, .25 and .30		
Silk Persian Lawn at.....	.30		
Dimity Stripes at.....	.07%, .09%, .11%, .15 and .18		
Dimity Checks at.....	.07%, .09%, .11% and .15		
Plain Nainsooks at.....	.09%, .10 and .12%		
Nainsooks Stripes at.....	.07% and .09%		
Nainsooks Checks at.....	.13% and .15		
Long Cloth at.....	.07, .09%, .11% and .15		

We also offer a fine assortment of black fabrics both plain and fancy patterns as well as pretty colored materials for the spring trade. Our salesmen will be pleased to show this line. Do not miss it.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan

"Not a regret," he answered emphatically, "not a single regret. I liked the place while my wife and 'the kid' were there, and I prospered in a financial way, but when my family left the place prior to my departure, they going to near relatives until a new town was decided upon, the place was home for me no longer. Since leaving I have been in many different places, but my heart is with my family. Just now I call the town that they are staying in 'home,' for home, to me, is only where my wife and daughter are, for only with them am I happy and content."

I sighed to myself and wished, for the wives' sakes, that his name was Legion. Q.

Prosperous Prospects in Store for Kalamazoo.

Kalamazoo, Jan. 30—Never in the history of this city has the building outlook been so good as it is for the coming year. Business men and contractors are looking forward to a season which will far surpass last year, which was by far the largest in the history of Kalamazoo. Increasing the size of factories and bringing industries here have made a big demand for residence property and today there is the same scarcity of houses that there was a year ago, in spite of the fact that more than a thousand buildings went up during the past year. Already plans are prepared for business blocks which will amount to more than \$1,000,000, and almost as much more is laid out for new factories.

At the annual meeting of the stockholders of the Kalamazoo Paper Box Co. plans were discussed for increasing the capacity. The company recently enlarged the plant and it is the intention to make additional improvements during the coming season, the extent of which is not known as yet. New officers elected were: George E. Bardeen, President; F. N. Barker, Vice-President and General Manager; Jesse M. Doty, Secretary and Treasurer. J. H. Hatfield, J. B. Connable, C. E. Peck, A. J. Zwisler and George Hanselman are Directors.

A company is being organized here for the manufacture of the Luby automatic block signal for railroads. W. A. Luby, the patentee, has been at work on this signal for eighteen years and recently completed it. He had no trouble in getting financial backing and the company will make arrangements at once for the erection of a factory building. The signal has been inspected by a number of railroad men and pronounced the best that has yet been brought to their attention.

Crying Need for Factory Buildings.

Jackson, Jan. 30—The preliminaries for the building of a large factory by the Metal Stamping Co. for the construction of metallic refrigerators are progressing very satisfactorily, and before the year ends another large factory will be added to the Jackson roll. This business is under the direction of Hugh L. Smith.

The sale of the factory and business of the Jackson Body Co., man-

ufacturer of vehicle bodies, which has been conducted by a receiver, will take place to-morrow and it is thought that there will be brisk bidding. The automobile and carriage factories are all working to their capacity, and it is possible that some of these will combine for the establishment of a factory which can supply the bodies they use.

Manufacturers in all lines are especially busy; in fact, there has been no let-up in orders. Building operations have continued uninterruptedly during the winter, and it has been one of the best seasons in the history of the city for the building trades.

The greatest need of the city is factory buildings. There is not a foot of vacant manufacturing floor room, every new building is rented in advance of its completion, and the general tone of fall business is healthful.

In securing the plant of the Michigan Corset Co., which pulled up stakes Saturday and moved its business to Springfield, Mass., the American Lady Corset Co. will assume front rank among the corset manufacturers of the city. The Michigan Co. employed some eighty-five hands, while the American Lady Co. will enlarge the plant to employ 200. With a down-town factory of the same company employing about 100 hands the American Lady Co. will keep 300 people at work in this city, in addition to the 900 in its Detroit plant. The facility with which skilled corset labor can be secured here has located the branch of the company in this city and it is prospering.

One of the reasons given for the removal of the Michigan Co. to Massachusetts, where it has another factory, is the high taxation in this State.

All Factories Busy at Owosso.

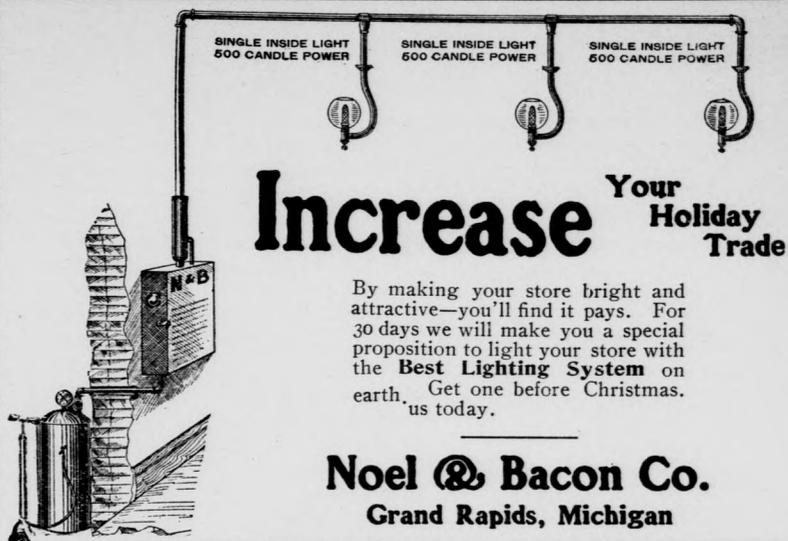
Owosso, Jan. 30—Business is on the lull in the Ann Arbor Railroad shops in this city more than ever before since the company began doing its repair work here. The shop at Durand has been abandoned and very little work is being done nowadays at Frankfort, the northern terminus, except on the boats. The shops are now the most complete railroad repair shops in Michigan.

The Ann Arbor no longer stops at repair work, but now engages in building new cars, and annually builds many freight and ore cars. The fact that the Ann Arbor and the Detroit, Toledo & Ironton roads are practically one continuous road now brings more work here, and the local shops are carrying as large a force as the accommodations will permit. The force is over 300 men.

Work has started in the factory of the new automobile tire company—the Salisbury Tire Co. For a year the force will consist of but thirty men, five workmen then to be added each week.

The Woodard Furniture Co. reports a fine line of orders secured the past week at the furniture exhibition at Grand Rapids.

The Perry knitting factory opened Monday, and the corps of knitters began work Tuesday. The company has \$4,000 worth of orders to begin business on.



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, us today.

Noel & Bacon Co.
Grand Rapids, Michigan

P. STEKETEE & SONS

Grand Rapids, Mich.

Importers and Jobbers of Embroideries and Laces

We have an elegant line of Swiss and Hamburg embroideries. Smyrna, Valenciennes, Torchon and Linen laces.

See our line and be convinced.

Our prices are right.

New Wash Goods For Spring Trade

Our collection of Wash Goods for 1906 contains many new and exclusive styles, both in cloth and designs.

Selected with particular care as to the wants of the trade of this section.

Supplying the wants of our own fine retail store, which is credited with being one of Michigan's best stores.

Enables us to feel the pulse of the trade in regard to the **Cloths, Styles and Designs that will be correct.**

Ask our agent to show you the complete line of dainty fabrics. It will be to your benefit to inspect it before you do your spring buying.

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

THE VANITY OF WEALTH.

We ain't as rich as some folks are, and can't put on much style;
Ma says pa's income don't go far when things cost such a pile.
Our house is little and the street we live in ain't so grand,
And ma cooks what we have to eat and buys things second-hand.
But still I don't see why it is that she should be so sad;
We've got three dogs, and that's two more than Frank Gill ever had.

Ted Brewster's just as old as me, and his pa owns a mine
And has a private car and gee, but where they live it's fine!
Ma says that they're as rich as sin, their house is built of stone,
And Ted has ninety dollars in the bank that's all his own;
But still I don't see where they get so much the start of us;
We've got three dogs, and Ted he ain't got none, poor little cuss.

Sometimes, along to'rds night when pa comes home and plays with Jip
And Tige and big old Nero, ma she kind of curls her lip,
And says she's glad he feels like play, and wishes that she'd die,
And when I hear her talk that way it nearly makes me cry;
The Brewsters they got rich in mines, the Gills in corn and hogs,
But still they needn't feel so proud—we beat them all on dogs.

S. E. Kiser.

The Dealer in Goods Must Be a Good Dealer.

Written for the Tradesman.

Don't misrepresent stock; and above all don't take advantage of people's infirmities, physical or mental, to make a sale. Also in order to establish a business and successfully carry it forward, it is quite as essential that you do not aggrandize your pocketbook at the expense of the ignorance of little children. These three factors are quite closely allied—so closely that they almost run into each other.

Of course, there is the other extreme to be taken into account. I think I have had occasion before to refer to the experience of a dealer I once knew who was so conscientious, so absolutely honest—there seem nowadays to be degrees of honesty—that he ruined his business, that of exclusive dry goods. He kept a stock that was a very nice one for the sort of people who resided in that community; not such a big lot of folderols but at first the substantial mothers of families liked to trade with Mr. Blank because they could rely on what he said. Mr. Blank was a man of the strictest integrity of purpose, whose every act would bear the closest of investigation. He had not a deceitful hair in his head. And yet this very purity of intention, this positive "Yea, yea," and "Nay, nay," carried to excess in his commercial career, in the end resulted in his downfall. He threw up the dry goods sponge, dropped entirely out of mercantile affairs, and died a heartbroken old man, a victim to the way he had of not only not telling a customer a lie about his goods but really insisting on telling everything he could about them that was detrimental. If he ran across a damage in material, whether that damage were large or small, instead of adroitly concealing it from the patron he would show it up in the most glaring light. This was true of everything that left his hands. Now what was the result of this honesty? Not hard to fathom: People simply became suspicious of every single article he sold; they expected something to be the matter with it and were on the keen lookout to spy the defect before his sharp eyes discovered it. After this

had been going on for about so long, in each instance, folks began to get tired of the man's conscientiousness, and to speak of it to each other, so that it got noised all over the place that Blank's store carried "damaged goods." As a natural consequence every one became chary of trading there. Such a shaping of events no business can survive and the evil days betided poor old Blank. Financial embarrassment befell him because of his very uprightness of character.

And yet is not his method to be preferred to that of a dealer who ever concealed blemishes and so acquired the unenviable reputation of "always having something the matter with his goods" with the additional expectation of his customers that they would "get bitten" every time they set foot inside his door?

Both of these men were, in a way, to be pitied. The business of each was seriously injured by diametrically opposite methods. Neither misrepresented merchandise; but the one "told all he knew," while the other didn't tell enough.

Then there's another phase of the subject: There's the man who makes a practice of hiding faults of goods from people whose sight has become so poor that they can not discern if cloth or whatnot is that which it purports to be or not. The dealer pretends that it is all right, when this is not true. He sells the afflicted patron this time; but woe be unto him when the deception is found out. The victim will make him trouble—if not by calumniating him, at least by the withholding of further personal trade.

Be the personification of fairness with the younger generation. They have a way of growing up and, if unjustly dealt with, your trickeries with them will be like chickens: they will come home to roost.

Verily, verily the storekeeper must be "as wise as a serpent and as harmless as a dove." O.

How He Knew.

Biggs—Can you recommend a first-class skin doctor?

Diggs—Yes. Go to Dr. Sokem.

Biggs—Is he a skin specialist?

Diggs—You bet he is. I just got a bill from him this morning.

Look Carefully

to the placing of your candy order. Get the kind the people want—the kind with a reputation for standard quality.

Hanselman's Candies

are recognized by all up-to-date dealers as the acme of perfection in candy making. Produced under the most sanitary conditions, by the best of workmen procurable, of the finest material, always put up in attractive packages—these are some of the reasons why good merchants demand our candies.

Hanselman Candy Co.
Kalamazoo, Mich.

Something That Goes Like Hot Cakes

Our S. B. & A. Nougatines

Try them in your
next order.

Straub Bros. & Amiotte
Traverse City, Mich.

Putnam's
Menthol Cough Drops

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

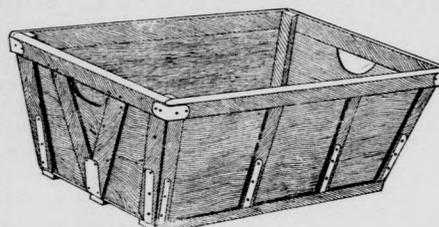
Each carton contains a certificate, ten of which entitle the dealer to

One Full Size Carton Free

when returned to us or your jobber properly endorsed.

PUTNAM FACTORY, National Candy Co.
Makers
GRAND RAPIDS, MICH.

Can You Deliver the Goods?



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

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

Be in line and order a dozen or two.

1 bu. \$3.50 doz. 3-4 bu. \$3.00 doz.

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

GOOD BOOKS.

They Can Supply Great Deficiencies in Education.

Written for the Tradesman.

The people of the United States are a nation of readers. Men, women and children, of all ranks and of all grades of intelligence, devour the daily papers, books and magazines with an avidity that would seem to indicate that health and happiness, if not life itself, depended on the amount of their reading.

At home and abroad, in the car and on the steamer, wherever there is a moment's leisure from the rush of business or other necessary matters, reading is resorted to, either with a desire to inform and cultivate the intellect or pleasantly to while away time that otherwise might hang heavily on the hands.

The truth is, as a people we cannot endure idleness. We may despise labor—we may resort to many expedients to escape toil—yet idleness is equally insupportable and, as a consequence, we read if for no other or higher purpose than merely to "kill time."

Solomon must have had the twentieth century in mind when he wrote, "Of making many books there is no end." The country is annually deluged with trainloads of literature—good, bad and indifferent. The difficulty is no longer to obtain something to read but to select wisely from the abundance within the reach of all.

The habit of reading, if controlled by reason, is one of the best traits of our American character. It is the means of placing the young man and woman deprived of desired school advantages in touch with the events of the day. The topics of the times are served up, at least monthly, even to the farmer and ranchman and lack of a desire for knowledge is now the only excuse for ignorance. And yet one may read incessantly and derive but little benefit therefrom. We can no more estimate the value of a man's intellectual acquirements by the number of volumes he has read than we can the amount of his wealth by the number of his days of toil. True, a reading man should be a man of intelligence, should be as noted for his wisdom, for his knowledge of men and things, as for his attention to books. But improper reading is as injurious to the mind as improper eating is to the stomach. The plain, the substantial, should be the principal diet, with a reasonable amount of delicacies and high seasoning.

This is an age of fiction, both with reader and writer. The novel has worked its way into all avenues of literature, and so popular has it become that many writers who have had a serious message to convey to the public have woven a romance around it, feeling that by so doing they would reach the largest number. Even preachers of note have retired from the ministry and devoted their time to writing novels of a religious character, expecting in this way to reach the masses of young people and give them correct ideas

of a moral or religious life. Such a life depicted in the form of a hero or heroine is made attractive and commends itself to the young. Such D. D.'s may have chosen wisely—who shall say otherwise?

In the choice of a novel discretion should be used, as all are not equally good and many are positively harmful. Those which give false ideas of life are sure to warp the minds of young readers; while no more entertaining than a standard novel, they are absolutely pernicious.

It is unquestionably true that a confirmed reader of fiction—one who delights in that alone—will soon lose all desire for intellectual advancement. The mind becomes enfeebled and turns with disgust from anything that requires study or concentrated thought. The wonders of the world and the great happenings of the day have no charm for him, diversion is all he seeks. He craves nothing but present amusement. While he misses much in passing by all solid reading and is wasting valuable opportunities, he may yet learn many things through a careful choice of authors. With but little effort he could turn to biography. What could be more exciting than the life of the Empress Josephine? There is romance combined with tragedy to a heartrending degree. And the life of her only daughter, Queen Hortense, is scarcely less thrilling. In the lines of both these noble women joy, honor, exaltation, misery and tragedy crowd one another so rapidly that the sympathetic reader might well wish the pen picture were merely the result of the imagination.

For the lives of men and women within our own memory try Sarah K. Bolton's "Girls Who Became Famous." Could any story be more readable than her sketches of Flor-

ence Nightingale, Harriet Beecher Stowe, Mary Lyon and a score of others? In such reading one may find both entertainment and profit.

But an unreasonable love for fiction is not the only error common among readers of the present day. Many read too much, or read carelessly and without system. Cramming the mind is as baneful in its results as overloading the stomach. Neither mental nor physical food should be taken in such quantities that it can not be digested and assimilated. A few good books read carefully are more valuable than many volumes "bolted," after the manner of the railroad lunch counter. In this respect the reader of fifty years ago was not subjected to the temptations of the present time. All good things have their drawbacks and the multiplicity of reading matter is no exception. A tithe of all can not be read by even the most studious and each must do the weeding for himself.

Personally I have always had much sympathy for the unfortunate ones who do not like history, and often have wondered why historians could be so prosy when they have such an amount of interesting matter at hand. But all do not come under this ban. Who could accuse Prescott of being tedious in his "Ferdinand and Isabella," "Conquest of Mexico" or "Conquest of Peru?" All could easily interest themselves in Parkman's wonderful histories, "France in the New World," "History of the Great West" and others. The same may be said of Theodore Roosevelt's "Winning of the West," or "How Marcus Whitman Saved Oregon," by Oliver W. Nixon. These are but samples of the hundreds and thousands of good books in which even the average reader could become absorbed.

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.

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

Walter Baker & Co.'s
Chocolate
& Cocoa



Registered,
U. S. Pat. Off.

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

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

45 Highest Awards in
Europe and America

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

YOU ARE ALWAYS SURE of a sale
and a profit if you stock **SAPOLIO**.

You can increase your trade and the
comfort of your customers by stocking

HAND SAPOLIO

at once. It will sell and satisfy.

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.

A love of reading, combined with ambition and good judgment, furnishes a very fair substitute for college training. Within the last decade the men and women prominent in public life were to a large extent deprived of educational advantages in youth. But, like Banquo's ghost, they would not down. An honest ambition and perseverance are bound to win, and the gems of knowledge in history, art, literature and science are no longer sealed books to the masses. Frequently are we surprised to learn that those who have made their mark in the world have spent but a few months in the school room, and even that time under the instruction of a teacher who could not figure past cube root.

This was true of a young man in Michigan in the 40's. His father died when he was quite young and on his shoulders fell the burden of helping his widowed mother keep the wolf from the door and care for his younger brothers and sisters. Much of Southern Michigan was then a wilderness and the home of this little family in the backwoods was bare and cheerless in the extreme. But this young boy's heart was in the right place. He hoped for better things and, firmly believing that "God helps those who help themselves," he cheerfully conquered the obstacles that loomed before him and blazed his way through the wilderness of trouble. Early he acquired the habit of reading. Although books were exceedingly scarce and for years his meager library contained

few volumes except the Bible and "Pilgrim's Progress," by borrowing and enlisting the sympathy of those who were more favored he gradually gained access to several good books, which were read and reread, studied about and dreamed over. By slow degrees he educated himself and when he had reached the age of 20 years he was looked upon as a literary leader in his neighborhood and his heart was made glad by being chosen teacher of the school in the "little red school house." He received the princely salary of \$12 per month and, as the custom then was, "boarded round." Now he could study in earnest, while the debating society gave him opportunity to practice and drill himself in public speaking. Such perseverance has its reward. At the age of 27 he was elected to the State Legislature, which office he filled acceptably. During the next fifteen years he served in two Constitutional Conventions, four years in Congress and four years as United States Indian Agent under appointment from President Lincoln. Later he engaged in active business, and was 80 years of age when he retired. Now at the ripe old age of 83 he enjoys life with a zest unknown to many young men of the day. Physically and mentally he is strong and hearty, a power in his home city and not in any respect a "back number." Each week he is an interested reader of the Tradesman, and, if this article should chance to fall under his eye, I wish him good cheer and hail him as one

of Michigan's brightest self-made men. Many times have I heard him advise young people to read good books thoroughly. He always attributes his success in life to such a course.

Self-made men and women command universal respect and admiration; and none are so worthy of honor as those who have braved discouragements and disappointments and have, singlehanded and alone, made for themselves honorable and admirable reputations. Barbara.

Hot Coffee for the Soda Urn.

Hot coffee is almost as popular on the New York soda counters as chocolate; indeed, in some of the stores it goes better than chocolate. Of the many different formulas for its manufacture the following seem to have a general call over all others:

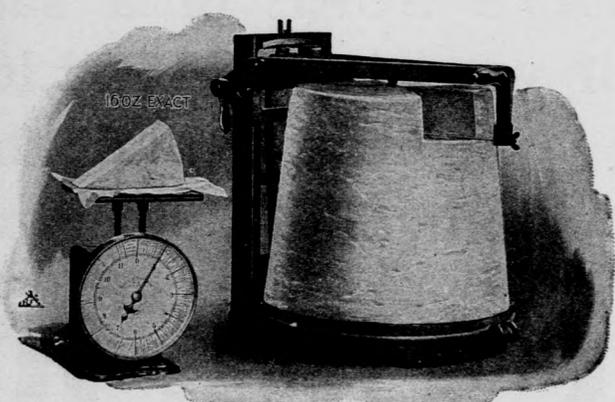
Take five ounces of the best Java and Mocha coffees mixed and powdered moderately fine, 4 ounces of glycerin, 2½ pounds of sugar, and sufficient water. Mix the glycerin with 28 ounces of water, moisten the coffee with this mixture, let stand half hour, pack firmly in a percolator, not tin; pour on the remainder of the liquid, previously heated to boiling, and, when this liquid has disappeared from the surface of the coffee, add boiling hot water until 40 ounces of percolate are obtained; to the latter add the sugar and dissolve by agitation. Serve by drawing 2 ounces to an 8-ounce mug, add 1 ounce of cream, fill with hot water, top with whipped cream, and serve with a spoon and sweet crackers.

Another way is to take coffee of any good kind in any desired mixture—always, no matter what formula you use, get good coffee, for economy in that direction is not economy at all. About 32 ounces is the usual amount. Take 4 ounces of sugar and enough water to make 64 ounces. Moisten the coffee thoroughly, let stand in a covered vessel until softened, pack in percolator, cover the coffee with a heavy filter turned up at the edge, and upon the whole pour boiling hot water. Allow the percolate to flow into a funnel or percolator containing the sugar, and continue adding the boiling water until 4 pints of syrup are obtained, taking care that all the sugar is dissolved. If the process is conducted in the manner described, the odor of coffee will scarcely be observed in the room, a desideratum upon which the New York dispensers are a long way from agreeing upon. Serve like the preceding.

Reference was recently made in these columns to the ruling of the Oklahoma Board of Pharmacy that only registered pharmacists could legally sell perfumes, toilet preparations, condition powders, stock-food, etc. The Pratt Food Company has now brought suit for the revocation of the ruling and for \$20,000 damages, the claim being made that many former dealers in their products have refused to handle them this year as the result of the Board's order.

How Much do You Lose on Butter?

Can't Tell Exactly—Eh?



THE NEW KUTTOWAIT

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

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

Our Kuttowait Butter Cutter Will Do the Work

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

Let us show you.

CUT OUT. MAIL AT ONCE.

Name

Street

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

General Agents in Your Territory

C. D. Crittenden, Grand Rapids, Michigan
 J. B. Peterson & Co., Detroit, Michigan
 Saginaw Produce & Cold Storage Co., Saginaw, Michigan

KUTTOWAIT BUTTER CUTTER CO.

UNITY BLDG., CHICAGO

TOO AMBITIOUS.

Experience of Gruner in the Employ of Going & Co.

One of the first requisites for success, according to the books that treat upon this interesting subject, is ambition. Without ambition a man is like a locomotive without an engineer. He may be full of steam and capabilities, but he doesn't get anywhere, because without the driver there is no impetus. He stands still. This is all written in the books. Caesar was ambitious; so was Napoleon. John D. Rockefeller and Carnegie were ambitious. They still are ambitious, but their ambitions run toward wigs and libraries now.

When a young man possesses one of these overmastering ambitions it is customary to point him out as a shining example and predict success for him. Gruner had one of these ambitions. Gruner's ambition really hurt him. It would scarcely let him sleep at night despite the fact that he was only 22 and a clerk when his ambition to be great seized him, and he lay awake nights planning and dreaming of the conquests of the future.

Because there were plenty of young men in the office who were not particularly ambitious and who were content to let things drift along as they would of their own accord, Gruner soon attracted attention. He worked harder than anybody in the office and he worked longer hours. The Head soon heard of him, and in good time Gruner got his first boost. The other men in his department whispered that he got it through demonstrating to the Head that the present incumbent of the position was incompetent. They whispered that anybody could have got it if they had cared to go after it in the fashion that Gruner did. Gruner heard the whispers and shut his lips in a thin, straight line. They did not disturb him in the least. In the struggle for success the survival of the fittest is the rule by which men work. The other man had not been competent. So he had not survived. Gruner reasoned the matter away quite satisfactorily and went on to lay plans for getting his next advance, for Gruner was ambitious, and ambition leaveth no room for scruples in her votaries.

In justice to Gruner it must be said that he got his second promotion on sheer merit. He fairly forced it upon the firm. He developed so rapidly that within a year he was too big for his position and the Head gave orders to push him forward to a place where his ability and capacity for unlimited work could be utilized to the limit.

The result was that Gruner traded jobs with another man, going up one step of the ladder, while the other man came down. The second rise gave Gruner a position where he was on certain occasions at the head of the men with whom he had worked as a clerk in the beginning. He utilized these occasions to the utmost to further his interests with Going & Co.—"to get a stand in," as the

other men in the office put it. This may be done in many various ways. Gruner undertook to demonstrate his superiority over the common run of the office's employes by displaying the worst features of the clerks' work. The work of a clerk often is slovenly, and often, if he lacks a great ambition, he will not have the spirit of constant application, which often makes an incompetent man appear worthy in the eyes of his employer. As Gruner's work was all as correct as man could well do it, and as he worked harder than any of his associates, it did not take him long to convince the Head that he was really an exceptional young man.

It did not matter to Gruner that three old clerks were discharged because of his demonstration. Everybody had to look out for himself, and if it was necessary to put somebody down in order to climb another step upward, why, then he must go down, that was all. Gruner knew that he was getting to be much disliked, and even hated, in the office, but this fact neither disturbed nor worried him in the least. Business was business. If a man wanted to amount to anything he had to fight for it and fight alone. There wasn't any room for sentiment or friendships in business. It was a fight, and a man couldn't afford to bother about a little thing like the opinion of his fellows when he was climbing, not if he was ambitious.

This is the way that Gruner reasoned when he gave himself time to think of his position in the opinion of other members of the office force, which was seldom, for most of the time he was so busily engaged with plans for working himself forward that he had no time to think of anything else.

So he went his way like a wolf in the office, and as he was an efficient sort of a wolf and aggressive his way led ever upwards. For a year he was the most successful and most hated man in the general office. Finally he was shifted to a branch of the work which took him away from the general offices most of the time. He stayed in this branch of the work for five years, working to the top of it, and at the end of that time he was called in to take a position in the office.

Five years alter many things in a large office where there always are progress and change. Men come and go and die or are promoted. Clerks become heads of departments in this time and department heads become superintendents, and even general managers. Gruner came back to an office which he hardly recognized as the one he had left, so altered had it been. He looked about him and found several of the men whom he had left as clerks running departments of their own. Others were head clerks. Most of them had advanced in some manner or other. And not one was there in the whole lot who had not in his heart a large and active hatred of one Gruner.

In the words of the great novelists, little remains to be told. Gruner, the ambitious one, was sorely sat

upon and beaten when he came back to the office and attempted to pursue the wolflike tactics of old. Before he had been successful because none of the strong influences of the office were opposed to him. Now he met defeat because every man in the office who held a position of importance had learned to hate him, personally or by reputation. Gruner did not have one friend in the office. And there were at least a score who were actively interested in getting even with him for the things of the past.

The result was inevitable. Twenty men always can master one, whether it be in a fight, in love, politics or in business. Gruner strove desperately to push himself up where he would be so near to the Head that even the concentrated enmity of the others could not harm him. He failed dismally. He was beaten. Then he learned at the cruel hands of experience, and that experience in the shape of defeat, that even an ambitious man can not afford to go it alone without regard to others, not even in modern business institutions. He finally struck his colors and quit. He went to another house and began to work up from the bottom. Probably he will succeed, for he is capable as well as ambitious. But it will be along different lines than those he followed in the general office of Going & Co. Allen Wilson.

Freezing politeness is on a par with cold comfort.

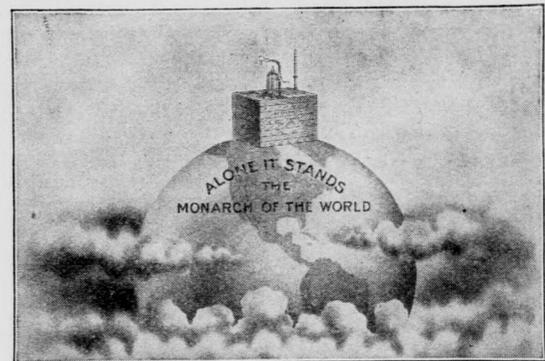
Gillett's D. S. Extracts



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

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

Sherer-Gillett Co.
Chicago



There is a World of Meaning

in the simple statement that over

200,000

Bowser — Self — **Oil Tanks**
Measuring

have been sold and also that we don't ask you to take our word in regard to the merits of our outfits but

Refer You to Any User

The Bowser Tank does away with the use of sloppy measures and funnels. It prevents all waste and over measure, both of which mean a money loss to you. It really costs you nothing as its savings soon pays its cost. If you want to make A PROFIT on your oil it will pay you to investigate. A request for Catalog "M" will bring you full particulars free and without further obligation to you.

Write Today

S. F. BOWSER & CO. Fort Wayne, Ind.



Novelty of Hearing Truth from a Man.

Not long ago a Chicago justice granted a man a new trial on the ground that he was entitled to a re-hearing of his case because he had been convicted on the evidence of women. The judge added, by way of softening the blow, that he regarded women as being morally superior to men, but that they possessed so much imagination they were constitutionally incapable of distinguishing between fact and fiction.

This is not the first time the accusation of mendacity has been brought against women. Solomon declared that all men are liars, but the average man, who thinks he knows a great many things Solomon never found out, passes the charge on to his sisters, and there is no doubt that there is a widespread belief that the feminine sex is the sex of tarradiddles and fibs. Personally, I don't believe that women are a particle less truthful than men. The ability to tell a plain, unvarnished tale and to see things exactly as they happen is the rarest thing in the world, and it is not a virtue of which man possesses the monopoly by any means. Sapphira was a married lady and, according to all accounts, was struck dead for merely trying to back up her husband's statement about their real estate returns. Woman may have originated pink tea gossip and the not-at-home fiction, but it is truthful man who is the author of the weather reports and the crop statistics and the racing tip, so there is really no use in the pot calling the kettle black. They are too much of a muchness.

As a matter of fact, if women are unduly given to falsehood nobody should be surprised. They get precious little encouragement from men to tell anything else. It takes a baby girl about the space of her first year in this deceitful world to find out that she can get whatever she wants by lisping "pitty papa," and from then on, from the cradle to the grave, she knows she must tell man—whether he is her father or beau or husband—what he wants to hear, not what is, if she desires things to be made easy for her. No man ever wanted to hear the truth from a woman's lips, unless it was flattering, or forgave her for telling it. If there could be a feminine counterpart of Truthful James, you may rest assured that "spinster" would be engraved on her tombstone.

If men don't like to hear the truth from women, they are still more adverse to telling it to her. By some incomprehensible quirk of reasoning they have come to believe that the truth is like strong drink—intended for men only—and that before it is fit for feminine consumption, it needs to be diluted and flavored up and sweetened. Even then they only administer it to her, upon occasion, as

a kind of treat and reward for good behavior. Oddly enough, too, they think women like this, but little as they may realize it when a man does talk right straight, plain out, and tell a woman the unvarnished truth, she invariably regards it as the very highest and most precious compliment he can pay her. It takes her at one step out of the ranks of doll babies and recognizes her as a reasonable human being.

So far as I am concerned, I think that there is no other thing in which men treat women so unjustly as in this very matter of not telling them the truth. It is because the structure of so much domestic life is built on a rotten foundation of falsehood that so many married couples come to grief. When a young man falls in love with a girl and wants to marry her, he never dreams of going to her honestly and telling her the exact truth about his worldly affairs. For the time being, he turns himself into a Claude Melnotte and tells her fairy stories about how they are going to live in a world of romance and he is going to protect her from all the hardships of life and her little white hands shall never be soiled by menial tasks and all the rest of the unvarnished chronicles that every lover recites.

He sends her candy and takes her to the theater and inundates her with violets, and the inexperienced little girl marries him, honestly believing that she is about to be translated into an elysium where chocolates grow on trolley poles and new frocks are to be had for the asking. It is no wonder that when she finds out about what she is up against, and realizes that, instead of life being a rosy dream, it is a frantic struggle for beefsteak and onions, she so often turns into a sour, discontented, disgruntled woman.

In a way, no matter how unintentionally, she has been the victim of a confidence game and might justly turn on her husband with the reproach that he has gotten goods under false pretenses. A lot of trouble would be saved if every good man only had the courage to go to the girl he loves and say to her: "I am poor. I get only so much a month. I love you and want to marry you, but it will mean many sacrifices and hardships on your part. It will mean that you will have to wear turned and made-over frocks. It will mean that you will have to do without many things that you would like to have, and have been used to having, but I will give you the love of an honest heart and the labor of willing hands. If you have the courage, come to me and we will fight the battle out together like good comrades, shoulder to shoulder—but it is going to be a battle and not a picnic." That would give the girl a straight deal and she would know beforehand where she stood. If she turns back at the prospect, a man should get down on his knees and thank heaven for his miraculous escape from great danger. If she accepts, he has a life partner that will help him to win out every time. The truth has never been considered a

good ingredient to introduce into a courtship, but a little of it before marriage would save a great many unpleasant ones afterwards.

It seems unnecessary to insist on truth between a man and his wife, but the world is strewn with tragedies for the lack of it. Probably there is not a day of our lives that all of us do not hear a caustic criticism being passed upon the extravagance of some woman whose husband is tottering on the very verge of financial ruin. Everybody knows it. Everybody talks about it. It is a secret to nobody but the woman herself. She does not know, and all unwittingly she is driving her husband to ruin. I know people always blame the woman for such disasters. They ought to blame the man. Women are afraid of debt. They have a horror of losing their homes and their position and I don't believe there is one in a million, just on selfish grounds, who would not live within her income and retrench in her expenses if her husband would go to her and tell her the plain truth about their finances. It is something every woman has a right to know, anyway, about the man on whom she is dependent for support. She has no way to safeguard the future without it. Of course, a man will defend himself by saying that he is trying to save a woman from the hardships of existence by keeping the brutal truths of life from her, but it is a cruel kindness that has brought disaster to many a woman. No other woman suffers from

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man's fear of the truth, as applied to women, more than the working woman. She beats herself up blindly against it, and falls back defeated, without knowing what it is that has barred the way. Again it is cruel kindness, as if one were hanged with a silken cord, instead of a hemp rope, but the result is the same. You are just as dead, and call for just as much of a funeral in one case as the other. A man, for instance, will seldom tell a woman employe just what the faults are for which he is dismissing her. He makes some kind of roundabout excuse about business being bad, or something of the kind, and the result is she never gets a chance to find out where she fails, and to correct her weakness.

Not long ago I knew of half a dozen men who were all at their wits' ends trying to help a woman, who frustrated their every effort by her silly family pride. "What," she cried, "me, a Smythe-Jones, a granddaughter of General So-and-So, and the cousin of an ex-cabinet minister, take that place! I would not dream of it." Everybody felt that the situation was extremely delicate and that she must on no account be told the truth, which was that they were all tired of supporting her and felt that, as she was an able-bodied woman and had this opportunity offered, she ought to take it. Finally, however, while they were all trying to persuade and inveigle her into doing it and inwardly raving over what an imbecile she was, one of the men got mad and blurted out the whole truth. In one minute the whole affair was settled. Just as soon as the woman understood the situation she was perfectly reasonable and glad to do the sensible thing. And she is not alone. Half the time when women are blamed for acting like idiots, it is because they are stumbling along in the dark without one ray of truth to guide them.

There is an old story of a diplomat whose subtlety was such all retired baffled before him. At length somebody plucked up courage to enquire into the secret of his marvelous skill. "I never speak anything but the simple truth," the wily old man answered. I commend the example to every man who has to deal with women. Tell them the truth. The novelty of hearing it from a man will charm them and its sense and reasonableness will appeal to their understanding and convince them.

Dorothy Dix.

Hatching of Chickens Long Remained a Lost Art.

The principle of the modern incubator was derived from the ancient Egyptian egg oven. The art was kept a secret and was only known to the inhabitants of the village of Berme and a few adjoining places in the Delta, who left it as an heirloom to their children, forbidding them to impart it to strangers. The number of ovens dispersed in the several districts was 386 and the number was never allowed to increase without the circumstance becoming known, as it was indispensable to the preservation of the secret that each oven should

be managed by a Bermean, no one of whom was permitted to practice the art without a certified license from the Aga of Berme, who received \$10 for each license. The hatching oven was a brick structure about 9 feet high, the middle formed into a gallery about 3 feet wide and 8 feet high, extending from one end of the building to the other. The gallery formed the entrance to the oven and commanded the whole extent, facilitating the various operations indispensable to keeping the egg at the proper degree of heat.

On each side of the gallery was a double row of rooms, eight in number, the rooms on the ground floor having over it rooms precisely of the same dimensions, making in all 32 rooms, the size of each room being 3 feet high, 4 or 5 feet in width and 12 or 15 feet in length. These rooms had a round hall in the center large enough for a man to pass through. The ovens were made of sizes to suit the population of the locality, and their capacity was from 40,000 to 80,000 eggs. The eggs were laid upon mats of flax or other non-conducting materials. In each of the upper rooms the fire was placed for warming the lower rooms, the heating being communicated through the hole in the center, the fire place being a sort of gutter about 2 inches deep and six inches wide all around the compartment. The fuel used was bricks made with the dung of cows or camels, mixed with straw and allowed to dry in the snow. These were of slow combustion, with very little smoke. The doors which opened into the gallery served as chimneys to let out the smoke, which finally escaped through openings in the arch of the gallery itself. The fires were lighted from two to four times a day, for one hour each time, according to the weather.

When the smoke from the fire had subsided the openings from the rooms into the gallery were carefully closed by stuffing them with coarse tow, by which means the heat was more effectively confined. When the fires had been continued for a certain number of days, according to the weather, they were discontinued, the heat acquired by the bricks sufficient to finish the hatching. At this period the secret operation took place, which we will presume was supplying the eggs with moisture. The eggs now were equally divided between the upper and lower chambers in order to give the embryos greater facility in making their exit from the shell. The most favorable season for hatching was the beginning of autumn. Then the poultrymen dispersed themselves over the country, each taking the management of a certain number of eggs and hatches, amounting generally to six or eight. Each oven had about 80,000 eggs. The Bermean guaranteed only two-thirds of the eggs intrusted to his care; if he succeeded in hatching more than the two-thirds he guaranteed they became his perquisite, which he added to the \$40, besides his board, that was paid him for six months' work.

Good Check.

As he took off his coat his wife said to him, gently: "You remember those eight letters I gave you to post three days ago?" He started. "Yes. I—I remember." "But you didn't remember to mail them, did you?" she said sweetly. "No, I didn't. How did you find out?" "Among them," she explained, "was a postal card addressed to myself. Since it didn't reach me I knew you hadn't posted my mail. I shall always use this scheme in future. It only costs a cent, and it makes an excellent check on you. Now give me my letters and I'll post them myself."

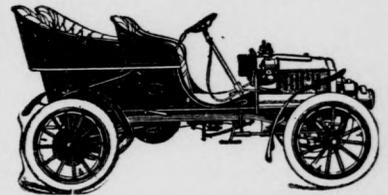
In Doubt About the Head.

Patrick Murphy, while passing down Monroe street, was hit on the head by a brick which fell from a building in process of construction. One of the first things he did, after being taken home and put to bed, was to send for a lawyer. A few days later he received word to call, as his lawyer had settled the case. He called and received five crisp, new \$100 bills. "How much did you get?" he asked. "Two thousand dollars," answered the lawyer. "Two thousand, and you give me \$500? Say, who got hit by that brick, you or me?"

The great thing is not so much to fill the pews as to fill the people.

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Take Advantage of Opportunities But Not Customers.

I do not believe that it is ever profitable in any sense to sell a customer through intentional misrepresentation or any means that may be designated as a trick. Sometimes such things occur as might be designated misrepresentation or tricks were it not possible to explain that they were not intended or premeditated. A customer who discovers a trick of any sort and is satisfied that it was an intended dishonest advantage is either driven away or made damagingly suspicious. That it may be possible the trick will not be discovered makes it no less expensive, for it leads to a repetition of the practice, and murder will out sometime and discover the offender.

All that does not bar the possibilities of advantages in making sales. The clerk who is able to overcome the objections of a customer through superior argument or getting on the spot ahead of a competitor from another store is not tricky, by any means; he is simply up to the minute of his work and on the watch for all the opportunities. That is a part of good salesmanship, and if he can argue the customer into purchase to the advantage of the other fellow, it is certainly a legitimate and square sale, for the selling of goods to difficult customers is practically a matter of persuasion.

I once worked in a city where former times of hard competition had brought about the habit among the citizens of wanting loads of stuff brought around on approval for them to select at their homes. I say loads of stuff, for I have seen the delivery wagon start out in the early morning of a busy period loaded entirely with approval goods. It became such a nuisance that it had to be stopped by general agreement, but at the time of the incident I tell you it was at its height.

There were three dry goods stores that carried big lines of carpets and rugs, and during the busy periods of spring and fall the approval question was something big to contend with. It was not so much on carpets as on rugs, but the matter of carpets was often decided by sending a roll with its matching border to the house of the customer for decision. One morning a customer whose abilities for shopping and for indecision were proverbial all over the store came in and said she wanted carpets and borders for her double parlors. She wanted them of different patterns but of harmonizing colors. The task of selling was practically doubled, for we knew she would have to take twice as long to decide as though she bought both from the same pattern. An hour of showing brought about the looked-for request to send two rolls of carpet and two borders to the house—the only pat-

terns which she would think of considering.

Without notification, we knew she would do the same thing at another store—the third being in disfavor and probably not to be reckoned with. The rolls were sent to her house about 10 in the morning. At the noon hour the boss sent me in to see the progress. There were the expected rolls from the other store, but they had just arrived, and the salesman had not been to make his plea on the spot. It was a warm day and the sweat easily started through the labor of the uncertainty of the sale. I found it necessary, in showing my goods, to move the rolls belonging to the other fellow, and thereby see the patterns. It was then up to me to talk colorings and harmony, for the quality was the same and there was no use attempting to argue on that.

My green pattern and terra cotta pattern had to be laid out across the rooms, their contrasting beauties lauded and dwelt upon and also the fact that other colors, especially the pinks, which I had found to be in my competitor's pattern, would not do well with the shade of green she said she wanted on the one room. She would not make the decision then, and I was compelled to wait for what I knew was to be the showing of the other fellow some time during the afternoon.

It meant a sale of something like \$125 and was worth hustling for. I knew intimately a lady who was also a good friend of the customer, and my doubt and uncertainty led me to think that lady might help me with getting a favorable decision. I also felt certain that she would be called in to express an opinion. I called at her house, for telephones were not then so common in homes as they are now, and told her the situation, asking her to talk as well for my patterns as she could—knowing, of course, that she would feel bound to assist, if possible.

At 4 o'clock a summons came telling us to send for our carpets. It was but two blocks and I told the boss I would take the push cart and go down there myself, meantime having a chance to make an argument. By the attitude of the customer I felt sure she was going to take one of me and one of the other fellow, which I wanted to combat. Almost against her protest, I again rolled the carpets out on the floor and again went through every stunt I could bring about in argument—and still she wouldn't decide. The carpets went back to the store and we waited two days, when my friend came in and said the decision was for us, and that it was due to the fact that I had gone down there with the push cart after the rolls and had put in that second hour of talk and argument.

The result was also due to the fact that I got in two showings to the other fellow's one, aided by the good will of a mutual friend, of whose services I had been able to think as possible. Had I been too proud to run the push cart, or had I been so lazy as to send the boy, the sale

would have certainly gone to the other store, at least in half. Consequent upon that sale was the adding of draperies and small rugs, and the house probably got not less than \$300 as the result of hotly chasing an opportunity and getting in both ahead and behind the people of the other store. It taught me that hard work and hard thinking on the square, while advantage is taken of every possible opportunity, will pay in the end, and also that the salesman who is too falsely proud to push a cart full of merchandise on the street when a big sale is hanging in the balance, has more chances against him than with him.

A case of grasping an opportunity rather than allowing it to slip through inattention or pleading ignorance, occurred in that same store. Ready-made grilles for the ornamentation of openings and archways had just begun to come into the market at reasonable prices. We had them by the foot for all ordinary purposes, but when a customer came in one day and asked for a special thing to fill a peculiar shape of opening, we were a little puzzled to know how to handle him. He wanted the price "put up," and we simply had to guess, but the boss made the price and ran the risk. The next day the order was given, but when the thing came we found the cost had been so much that we were going to be losers unless we could put it up ourselves.

One of the men in the department, who was "handy" with tools but

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knew nothing about that work, was persuaded to try it. It took him the better part of a day, but he was a painstaking fellow and really did the job so well that we got more than a hundred dollars' worth of that kind of business from people who were recommended to us by the family of that customer. The lesson in selling that it taught us was that when we got caught in a tight place the only thing to do was to hustle into the work and compel ourselves to get out of it as best we could for ourselves in a way that would certainly please the customer.

One day, in that same department, I sold a man and his wife a cotton chain ingrain carpet. They bought it in preference to an all wool, because they liked the pattern better. You who know anything about the goods know that they will wear well, but that they are things that will "crawl" unmercifully after they are cut and allowed to lay loosely for a few hours. A length that would be fifteen feet when cut from the roll might not measure more than thirteen-six, after it had been cut a half day. To be sure it would stretch out again, but customers who were sticklers for getting full value for their money did not understand that part of the carpet business.

The middle of the following week the man and his wife came walking into the carpet room tugging that carpet, all sewed and ready to lay on the floor. To use a common expression, there was blood in his eye, and he was ready for an argument of much heat. He explained that he had bought so many yards for such a room and that it was now impossible to get the carpet on the floor within more than a foot of the wall. Having had to argue that subject before, I was prepared with the usual explanations regarding the crawling of ingrains after they were cut, the stretching out of the goods to the original length, and so forth, but although I rolled out the piece and showed them how the breadth fresh from the roll would measure exactly what they had bought and paid for, they couldn't be appeased. As a final resort, I asked, "If we will put that carpet down on your floor for you and show you that it will cover when properly laid, will you be then satisfied?" To my surprise, he answered, "We will, for we don't believe you can do it."

One of the carpet layers happened to be in the store at the time and he took the carpet immediately under his arm and went home with the two unsatisfied but somewhat appeased customers. In half an hour he was on his way back to the store. He said they were pleased and were coming down to beg pardon for having raised such a rumpus. The man did come and expressed his shame for having suspected me of attempting to do him, and also expressed his chagrin at seeing how easily the layer had put the carpet on the floor without injuring it, saying that he guessed we knew more about the carpet business than he did and he wouldn't try to tell us anything next time.

The laying of that carpet had cost the department about forty cents in the time of the layer, but if we had not done it that way, the customer would never have been satisfied and would have done us injury. On the other hand, we gained customers through them, simply through having overcome their objections and proved to them that we intended to do things on the square.—Drygoodsman.

Clerks Don't Advance Their Interests by Discourtesy.

Written for the Tradesman.

It is certainly queer the lengths to which some clerks will go along the line of indifference to customers who are standing at their counter, waiting to get the goods for which they came, while the clerks are absorbed in conversation with other fellow workers(?) about the young men of their "set."

We often see criticisms on such conduct that seem too harsh, and the stories told concerning the incivility of clerks appear strained—actually to border on fairy tales—unless one has himself experienced annoying treatment under similar circumstances. But greatly to the discredit of clerks is it true in far too many instances.

I myself was provoked beyond endurance in a dry goods store only the other day.

I am a working girl, being employed in a lawyer's office, and so have but limited time in which to do my shopping—noons and Saturday evenings, except once in a great while when work is not so rushing and then I am allowed to run out for maybe half an hour.

I went to the notion counter to get some long pins for my belt.

Small enough purchase, you might in truth say; one to consume but a few moments' time, when I might be off on other business!

So one would think. But, could that one have seen me as I was exasperatedly wasting my good time, he would have cause to change his mind.

I sallied up to the counter with a rush that wasn't concealed, and paused where I knew the pins were kept, having purchased some there before. I stopped in a breathless sort of way, with the words almost cut of my mouth as to what I desired to buy, and I didn't suppress my hurried manner in the least, as I thought such action might possibly have an effect on the presiding genius in that department and accelerate her service into something a trifle removed from the motions of the snail.

But I was doomed to disappointment in this.

She stood her ground with her back to the counter, while she never paused an instant in the conversation she was carrying on with a girl facing me.

I half began to say, "I would like a paper of these large-sized black-headed pins, please;" but the look darted in my direction by the female facing me froze the words on my tongue and I saw it would be greater discretion on my part to let my re-

quest languish until the divinity of the notion counter should deign to notice my existence.

The girl who was my vis a vis communicated to the other, by a slight pressure on her arm and a raising of the eyebrows in my direction, that the notion clerk had a customer, but the girl ignored my presence except by a defiant little toss of her large pompadour and the remark sotto voce that "She can wait."

Now it happens that I dislike exceedingly anything verging on a "scene" with store help, preferring to stand almost any amount of indifference rather than have unpleasant words with such. But my customary discretion got a setback under the provocation of the recorded incident.

I took matters in my own hands and shaped them as I saw fit:

In a voice of authority I proceeded to "make a scene," although first allowing the offending clerk to reconsider her determination to "let her wait."

But the two kept on with their gibble-gabble and their teeheeing, snatches of their "boy-talk" floating over to me as I stood in silent wrath.

Finally I could keep in no longer. "Young woman," I exclaimed, "you will wait on me instantly or I shall go at once and report you to the Manager!"

My, but a change came over the spirit of her dreams!

She wheeled suddenly around and, with a flushed face and averted eye,

sent my goods and change a-flying to the cashier's desk.

My peremptoriness probably made an enemy of her forever, but it was what that girl needed to bring her to her senses. I was there for business, and, although the purchase in this particular instance was small, time has been when I have purchased several dollars' worth at that same counter, and I was entitled to as much consideration as if I were doing the same now; and, as a matter of fact, that clerk was there courteously to endeavor to ascertain my wants, even though I bought not a sou's worth of her. There was a principle at stake and she was weighed in the balance and found woefully wanting. Janey Wardell.

No Other Worlds Like Ours.

Are there other worlds like ours? The astronomers say that the solar system is unique in the known universe. Mars is the only other heavenly body yet known with conditions approximately adapted to the maintenance of life such as we know it upon the earth; and it is probable that if a strong, healthy man could be transported to our sister planet suddenly he would be able to breathe and live there for a time. It has a rare atmosphere, water, snow and ice, day and night, and seasons much like those upon the earth. But it is not possible to say that man could flourish on a planet like Mars any more than he can flourish on the peaks of the Himalayas or Andes.

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His Clothes, as Seen by Her.

It was an awful shock to mysterious man when once I confessed to him that we women put a great deal of faith in the old proverb that hinted that a great deal was done in the making of man by his clothes. I shall never forget the little lecture I received for my callous worldly point of view, but I sent Diogenes back to polish his shoes, change his collar and brush his hat, before ever I would court defeat in the argument. You see, a man is apt to be beguiled by the fact that there may be many true gentlemen who pay no attention to clothes and countless cads as immaculately attired as Bunthorne, and forget that it is a case of omission on the one hand and the only saving grace possible on the other. Rejected suitors in the drama of the past would never have suffered, nor have caused their audiences to suffer so endlessly, if they had been more careful in the way they wore their clothes.

As to the man who can not, or more correctly, who will not, learn to tie his own neckwear, he deserves attention only in an article on philanthropic institutions. The reason a woman notices these things is a feminine one, perhaps, but a good one for all that. White ties suggest cleanliness, carefulness and cheerfulness in attire, and preclude the thought of a spot of mourning at the throat on a festive occasion. There is something harmonious about formal evening dress that has never been bettered. Occasionally fancy waistcoats, braids and such things have crept in, but if a man would only stop to think of it he would see that they are in exceedingly bad taste, and with them he would relegate to oblivion fancy jewelry and anything approaching fancy shirts, keeping to tiny flat gold studs, when he can not afford real pearl ones, flat mother-of-pearl links, and unadorned linen. There are some men who do not appreciate the point of view from which a woman criticises the wearing of the Tuxedo, or dinner coat, as it should be called, as a supposed substitute for evening dress. The dinner coat is not and never can be the proper dress for anything but an informal occasion. It was a sartorial afterthought, and was invented as a smart sort of toggery for wear when dining informally, informal evening calls, stag parties and the promenade. It is a becoming garb and has been established. But when a man appears thus dressed on formal occasions a woman is quick to criticise what to her will appear his negligence, or if she guesses that he has no evening clothes, his absurd judgment in buying the Tuxedo sort first, passing over the necessity. She will wonder if such men do not bring home the useless things to families whose proper needs their judgment neglects, since poor judgment in dress so often accompan-

ies poor judgment in other things.

The carelessly dressed man may have all the good qualities in the world remaining undiscovered by the woman who finds little that is attractive in his presence. This is not heartless selfishness, but sound sense, for if we are expected to become mere missionaries for uncovering the virtues of mere man in a disguise of slouchy attire there will be left to us little time to fulfill the myriad duties already imposed. Even when a girl discovers unsuspected qualities in a man who hasn't taken the trouble to look presentable, she stops twice before she can be sure that his carelessness in sartorial matters does not really extend to carelessness in other things. You must not be out of patience when a woman prefers talking to a stupid man whose collar is a perfect fitting one to listening to a genius who thinks his choice sufficient when he selects a winged collar for his thin neck and inflicts upon the sensitive perception of another an extended view of the mechanism of his conversation.

None of us are hypercritical about the Adam's apple and there is a superstition afloat that those bumps in man's vocolity are the attribute of sensitively artistic natures, but why every thin-necked man should desire to become his own Barnum is a mystery for which only the gods on Olympus perhaps are to blame. There is one peculiar perversity with fat men also. They still cling to round cuffs and conspicuous cuff buttons. Indeed, I suppose fat men alone keep round cuffs out of public museums. Otherwise they are rather fastidious, at least their clothes would make it appear so—explained, perhaps, by their filling them because they can not help it and together with the responsibility accept the inevitable with low collars, and a good grace, in dress neatness being the only oasis in the desert of their possibilities. For many years humorous journalism has bolstered men up to accepting the neckties we give them with gingerly reservation. Is there a man on the face of the earth who does not believe his taste in neckwear superior to any selection by the feminine instinct? Yet many of these same men will appear in evening dress with black ties, because they haven't taken the trouble to discover for themselves that white ties are de rigueur. Nice men actually have done it, and, of course, one condones mistakes.

Sometimes there seems to be no judgment exercised at all. Thoroughly well do I remember the placing of an exquisite church window whose donor was present on the occasion, blissfully complacent in the most complete misfit wardrobe possible to the imagination. This instantly suggested to me that a little of the zeal thus manifested in bestowing a note of beauty on stone and mortar might well, to the advantage of his soul, have been directed toward careful tailoring as a personal memorial to the temple of his body. Another thing I can not overlook, unless perhaps on the person of old

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Clothing more Satisfactory in the
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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.

Zebedee Rogers, who spades our garden plot, and that is the blight of baggy ytrousers. Nether garments of the sort when "gallused" to the uncomfortable extreme may well be expected to bag at the hems. Anyway, baggy trousers are a blot on man's civilization. To begin with, they are deceptive and never indicate the true locality of the wearer's knees. Cousin Tom seems to regard my reason as wholly unimportant, but I tell him it gives one an awful shock when a man sits down and bends a foot away from the place he looked as though he was going to. No woman likes to have her calculations upset by anyone, and every man, if only in deference to this alone, owes to society the debt of keeping his trousers pressed and adjusted. The man who accumulates three distinct sets of bagginess on one indistinct set of trousers deserves to be suspected of going through life oblivious to what's it. His coat collar will hunch up a couple of inches above the collar of his under coat; he will bulge his pockets out with documents of spurious importance, and his coat will have that hang-dog look which undue suspending on a single hook gives it when that cheerless state is not arrived at by its wearer never taking the trouble to button it up.

Buttons and buttonholes were made to co-operate, yet dozens of men let their coats become floppy through mere carelessness. I have observed the men who go around with coats unbuttoned invariably buy clothes that are too small for them, or too tight across the chest. When it comes to shoes, there is simply no excuse for a man's shoes being unpolished. It is not safe to marry a man who wears shabby shoes, and oh, the sins of muscular laziness that are laid to the sins of comfort, as though neglect ever could be comfortable! It is also a sad but frequent occurrence for some men to don shoes intended for evening wear in the daytime, and vice versa. Some men stick to button shoes for all occasions, but I think they are namby, pamby, except with evening dress, when they are necessary. Fancy shoes for street wear too often accompany the footsteps of the terpsichorean person who wears sick-colored fancy vests that look as though they would grow moldy. Almost anything in stockings goes, but loud reds, purples, blues and other celebration colors are never worn by men of good taste. You see, with all the good qualities a woman admires in a man's make-up good taste strikes first a bond of sympathy, since she knows that the man who has good taste in things will turn his abilities in directions which will never cause him embarrassment. The man who has good taste never makes an actual faux pas in social matters, and a woman is always relieved to recognize a possible pilot in any man in whose company she may be thrown.

If we do bring upon our shoulders man's opprobrium in the matter of so often changing our toilettes, while he waits at the door below fuming to get us to the theater an hour ear-

ier than is absolutely necessary, to carry out his ideas of preconceived promptitude, it might be well for him to ponder a little over his prevalent habit of wearing the same suit from morning to night. European men set a proper example on this point. A man ought to dress again on his return from his office or place of occupation, and this leads me to demur against a common masculine idea that any old thing will do for business wear. I suppose our men are such slaves to business that they crowd out every other thought in their downtown lives. The business woman strives to appear attractive, and if blessed man would do the same he wouldn't get so tired of himself between nine and five and lay it all up against Jones.

A man should have a couple of modish business suits, one of mixed goods and one of serge. This will enable him to keep up properly. Such suits should hang with some fullness and be roomy. A moderately high turn over collar tied with four-inch hand selected to lend a smart touch to his get-up should, in my mind, take the place of a carelessly constructed Ascot or any other form and scarf-pin sadly askew. His hat may be a derby—and he will remember that dusty, shabby hats are really the property of Limbo, or he may prefer one of the soft felts in favor this fall. Then he may wear clothes of the same cut for church, informal calls and the like, but in dark, solid materials. The collar worn will then be a standing one, of course, and the derby will take precedence of any other hat, just as evening dress and the frock coat require the high hat without deviation, although I have seen a State Senator in frock and derby! If a man has two business suits, a frock coat, evening clothes, dinner coat, and a Sunday suit, the gods have showered sufficient completeness upon him, and he is laved in sartorial luxury. What his comfort alone demands, however, is a light-colored business suit, a dark-colored one, a suit for church or informal evening wear, and evening clothes, despite the pitying remarks Beau Brummel will make behind my back.

The best dressed men are the men whose clothes are chosen with an eye to simplicity of form, inconspicuousness of detail, excellence of quality and harmony of color.—Frances Gardner in Good Housekeeping.

Bad As Borrowing a Paper.

A Kalamazoo woman who has a horror of stingy people believes that she recently became acquainted with the meanest one in the city.

"Why," she said, in relating to a friend the incident upon which her belief is founded, "she called at the house before breakfast and said:

"Madam, I see by the paper that you have advertised for a cook."

"Yes I have," I replied. "But surely you are not after the place?"

"No," answered the stranger, for I had never seen her before. "But I only live two blocks from here, and since I need a cook myself I thought you might send me all the applicants you reject."

Put in Plain United States.

It was in a case before the Ingham County Circuit Court. A party had sued the Lake Shore Railroad Company. The Company's attorney was examining the plaintiff, a rather illiterate man from one of the rural districts, and was endeavoring, apparently, to confuse him.

"Did you sustain an abrasion of the tibia?" he asked.

The witness stared helplessly at his questioner.

"I say," again ventured the attorney, "was there a contusion of the scina?"

The witness was ready to collapse, when his attorney, who had a voice like a megaphone, cried out: "He wants to know did he bark his shin."

Wm. Connor

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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



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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**

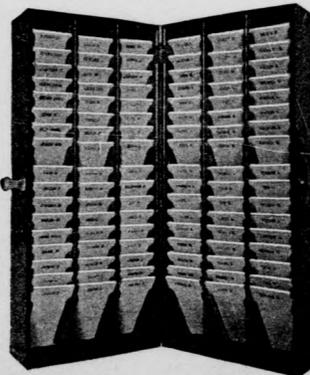
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**A. H. Morrill & Co.
105 Ottawa St., Grand Rapids, Mich.
Both Phones 87.**



P. t. March 8, 1898, June 14, 1898, March 19, 1901.

SALESMANSHIP.

In These Days It Is Looked Upon as a Profession.

Salesmanship in these days is to be looked upon as absolutely as much a profession as medicine or law. It takes as thorough a discipline and preparation to succeed as a salesman as to succeed as a lawyer or physician.

If the salesman will realize that he is virtually a professional man, with the dignity of a profession to uphold—that there is a scientific way of approaching a prospect, interesting and convincing him, and closing a sale, just as there is a scientific way in which a physician cauterizes a wound or straightens a crooked spine—this realization will prove the highest incentive to good work.

It is not too much to say that salesmanship is the greatest of modern professions. In law or medicine, music or pedagogy, there are limitations which do not exist in the salesman's field.

Take as an illustration the world-renowned musician, or the eminent specialist—either's mind is so concentrated on his particular study that he is, almost invariably, an incapable business man. He may be able to do wonders in his profession, but he could not write a terse and intelligent telegram in a limited number of words—or perform a household errand for his wife without bungling—or be depended upon to keep an appointment with promptness. This is because his profession has narrowed his mind to its own peculiar limitations, and prodigious as his attainments may be in one direction, they are usually commensurately dwarfed in others.

The reverse is true in the profession of salesmanship. It affords a more uniform development. What an expert salesman learns about his own line gives him insight and keenness in judging all goods; the degree of facility he acquires in convincing prospects, in handling their objections, in studying their peculiarities in order to present a proposition to each in the most favorable light, gives him a power over men in any position in which he may be placed. The demands upon him are so diversified, and often of so unexpected a character, that his ability to act and think quickly in any situation, to use common sense on all occasions, is more specially perfected than is true of the "professional man" in the accepted and limited sense of the term.

Salesmanship can not be limited to apply only to the men who travel through the country taking orders, or who sell goods over a counter in a retail store. The men who promote great enterprises, who secure the passage of franchises which provide for the exchange of private rights for public service, are salesmen, too. As an illustration of what proficient salesmanship may accomplish, one might cite the formation of the trusts. Without attacking or extenuating the principles of the trusts, they may be held up as models of achievement in salesmanship. They

show the unlimited power of the man who is an adept in selling.

The aim of legitimate salesmanship is of course not a monopoly of commodities or rights to which others have a claim, but it is the acquisition of such a degree of skill and finesse as has made monopolies possible in these days of competition.

If the salesman will study his profession as carefully as the doctor studies modern therapeutics, and if he is willing to make as many sacrifices in order to get the right start in the selling game as young physicians are called upon to make in order to acquire proficiency and a paying practice, there need be hardly any bounds to his ambition.

A salesman should know his goods, his territory and his competition just as a lawyer knows his Blackstone, or a doctor the anatomy of the human body. He should employ as careful study in presenting his proposition as the lawyer employs in presenting evidence, or the physician in diagnosing a case. "There are more things in heaven and earth, Horatio, than are dreamt of in your philosophy," said Hamlet; there are more ways of stimulating trade, of turning aside the bitterest prejudice of a customer, of getting a hearing from and winning the confidence of an "unapproachable" prospect, of closing a sale against heavy odds, than are yet dreamed of in the philosophy of salesmanship.

The difficulty with many salesmen is that they get discouraged and give up too easily. They obtain a place, start out on the road with barely sufficient preparation—and if they do not make money right away, they either abandon salesmanship altogether, or seek a position with another house, in whose employ they are likely to experience the same hardship in making a beginning.

Many of the successful salesmen I know met with poor returns for the first few weeks or months they were on the road. But they didn't relax their determination to succeed, or lose faith in their house, or let up in the matter of energetic effort. They went on, and on, always believing in their product, their house, and their own ability to "make good"—they were bound to win or die trying. In each such case of persistent and determined endeavor men have succeeded, finally, so far as my observation goes.

The "giving up habit" is the worst possible one for a salesman. It drives many men from the profession, when if they had the courage to hang on a little longer and try a little harder they would soon see all manner of successes opening before them. And the "giving up habit" is what causes many salesmen to lose individual sales. The man who "gives up" takes the objection of his prospect as final; if he tries three times to obtain an interview, he gives it up as hopeless before trying the fourth time. This sort of disposition is not what successful salesmen are made of. It takes persistent determination, sound self-confidence, to make the sort of

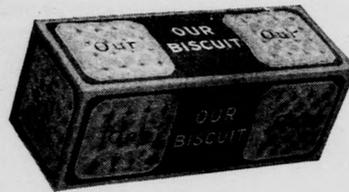
salesman who is worth money to his firm.

The raw beginner in salesmanship is apt to err in one or two ways when he meets a rebuff from a prospect. Either he will retire with a chastened air, unable to think of anything more to say, or else, putting into blundering practice the advice he has heard about the use of persistence in such cases, he will keep on talking wildly and to no purpose, staying by his prospect merely for the sake of staying, and thereby boring his man unspeakably and endangering his own cause.

Either of these types of salesman is pitiable. The first, he who gives up, is despised by the prospect as a weak sort of fellow whose proposition, it is taken for granted, is as weak as his manner of presenting it. The second is disliked as a nuisance who doesn't know when he is out of place. But of the two, the latter evidences the better material for making of a salesman. He has grit for a foundation on which to build tactful methods, anyway.

Only the most patient study and greatest earnestness of purpose will teach a salesman how to turn aside his customer's rebuff, how to cast the fact that he has been rebuffed out of the customer's mind as well

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Made from Stifels Pure Indigo
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Lot 182 Apron Overall
\$8.00 per doz.

Lot 282 Coat to Match
\$8.00 per doz.

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

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

as his own, and make the inauspicious opening resolve itself into an agreeable interview culminating in a closed sale. To this end the salesman must cultivate initiative—learn how to use his brains to the best advantage—in order to meet objections promptly and never to be found at a loss for an appropriate answer. One of the first requisites in a salesman is ability to take the initiative.

If you are a real salesman, you will never enter a prospect's presence with a doubt in your mind as to your ability to interest him; or as to the desirableness of your product or the reasonableness of your price, or the fact that it is to your prospect's best interest to buy of you. Great earnestness, like great love, casts out fear, and fear is the most important obstacle that you have to overcome—fear that you will be rebuffed, or that if you are, the turn-down will be final; fear that, after all, your proposition may really be as worthless as your prospect seems inclined to think it; fear that your price isn't right, according to somebody else's standard, etc.

I believe that a salesman makes more money in traveling for a house in a general line of business, than in traveling for a specialty house. It may take him longer to build up a trade, but when he has built it up, it is prolific of good business, can be more depended upon for a steady income, and in the end, the salesman has a capital in the business—that is, he has his trade, his own customers, and this is equivalent to so much capital. In case his house goes out of business he has only to get connected with another house in the same line, and his established trade follows him usually as a matter of course. It is the same with him as with the doctor in any community, one who has an established clientele. The good will of his patients is his capital, and the good will of a salesman's customers is as valuable to him as so many shares of stock.

But the salesman selling a specialty has lost his capital if the company he represents goes out of business, or if he loses his place. He must work in a new territory, or with an unfamiliar class of goods, and his custom has to be built up again. For this same reason, a salesman is unwise in frequently changing territory.

A great deal has been said about salesmen's being incapacitated at middle age or thereabouts by growing too old for the harness. In my opinion, it isn't a matter of years that should determine when a salesman ought to retire from the road. Some young men make a spurty beginning, meet with a degree of success, and are incapacitated at 30 from the fact that ambition is too well satisfied, and the incentive for fresh exertion lost. I have known men of 60 and 65 who had not exhausted the perennial spring of enthusiasm, energy and aggressiveness bubbling up in them—they were as fit in the matter of strength, endurance, push and enterprise, as any young man in the calling, and a degree more competent owing to their greater experience.

One salesman remained in my employ until he was 72 years of age, and every year brought better returns for his effort. He retired at the age of 72 because, through an accident to his eyes, he became blind—not because through advancing age he became less energetic, or failed to get increasing results.

The age at which a salesman should think about quitting is the age at which he finds himself no longer capable and energetic. That is determined by his own disposition, not by the number of his years. His results will increase, and not diminish, as long as he keeps up his energetic work.—S. A. Tolman in Salesmanship.

Why He Was Hungry.

The pale and emaciated man who entered the restaurant hurriedly took his seat at a table and awaited the approach of a waiter with evident anxiety. When, at last, one came he gave his order without a moment's hesitation.

"Bring me everything," he said, in tones whose evident eagerness could not conceal the physical weakness of the poor wretch.

The waiter was nonplussed. "Here is the bill of fare," he finally said.

"Oh, dern your menu! Bring on the grub, and brings lots of it. Never mind what it is."

"But our bill of fare is extensive, and—"

"That's it! That's what I want! Bring it all on."

So the astounded waiter departed and brought whatsoever he could lay his hands upon.

And the pale, emaciated man ate! He ate three kinds of soup, three varieties of fish, seventeen entrees, four roasts, vegetables ad infinitum and pies and puddings beyond the telling. Then he ate a few more things just for luck, heaved a deep sigh of comfort, called the waiter and paid him \$13.90.

"You must have been hungry?" said the waiter.

"I was."

"Famished?"

"You bet!"

"In a starving condition?"

"That doesn't begin to express it."

"Would you mind telling me how it happened?"

"Won't you give it away?"

"Never."

"Well, I was married about six months ago, and ever since then I have been trying to live on my wife's cooking."

All the waiter said was, "I thought so; you ain't the first."

Many stories of Senator Blackburn, who is about to retire, are in circulation. On one occasion he went to visit a friend who lived at a distance. His friend met the Senator as he alighted at the station. "How are you, Joe?" his friend asked. "I'm up against it," was the reply. "I lost the best part of my baggage en route." "Did you misplace it, or was it stolen?" his friend enquired solicitously. "Neither," said the Senator, "the cork came out."

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Grand Rapids, Mich.

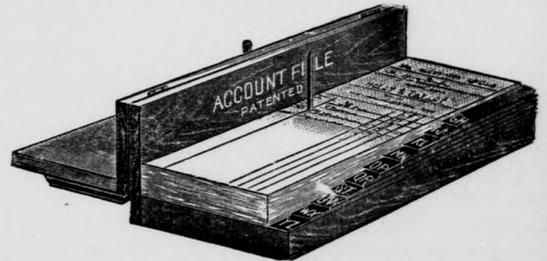
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TRADESMAN COMPANY, Grand Rapids

MONAHAN'S SYSTEM.

How Its Introduction Resulted in His Undoing.

Monahan was a young man of ideas. Sometimes this is a good thing to say of a man and sometimes it is bad, but Monahan's ideas were all practical, and Monahan himself was a tractable young man, who was ambitious to win success, and who was much in earnest, so it must be set down that the possession of his ideas was to his credit. Also it should be set down that the holding of ideas was to his own practical advantage. But reality is a harsh, impartial master, and has no use for theory, and in the business world things do not always happen as they should, or as they would in stories.

Monahan came to Going & Co.'s office as a clerk. A clerk in Going & Co.'s office is one cog in a machine which has 600 similar cogs, all working to one end, that of the efficiency of the office. A machine of this nature is necessarily a well adjusted machine, made to be dependent on no one part or no one dozen parts in particular; equipped with compensating features throughout, so that the loss of an old cog or the acquisition of a new one will not so much as jar the whole, or even be noticed, but the machine will go on the same as ever, grinding out the mass of routine detail and executive work that comes to its hungry maw without a tremor or deflection of efficiency in any of its many parts.

As a consequence it is difficult for any one clerk to attract to himself any particular attention from the powers above him. When one does attract attention it is safe to put it down that he is a remarkable young man, and one whose future will bear strenuous and respectful watching. And Monahan had attracted this attention. He had attracted the attention even of those high up at the top of the throne, and he was being "considered." For Monahan had ideas, as has been noted before, and he had the energy and initiative to bring his ideas to the notice of those whose business it was to pass upon the ideas of the many cogs in the great machine.

It was through an idea that he got his first promotion. It had to do with the copying of orders as they were received in the department in which he was employed. It had been the custom to pass the original order around to be copied by the various men who must make records of it for their own special use. Monahan's idea changed all this. It was simply the institution of a system of copying the order in duplicate as it was received. Six carbon copies were made by one clerk. This was the end of the original order. The copies went around to the different departments, and, all being alike, there was no room for errors by further copying. One copy served as a shipping receipt and one for the invoice, so there was no need for further clerical work concerning the order until it was filled and shipped.

The Head heard of the idea and

sent for Monahan. He had a long talk with him, or rather he allowed Monahan to talk to him for a long time, while he watched him closely, for it was thus that he conceived his estimates of the young men under him and reckoned their possibilities as far as his purposes were concerned. When he was through with Monahan his verdict was as follows: "A remarkable young man, a comer. A fellow of the kind who do things and who amount to something. A valuable man to me, and one with a future before him."

Monahan was encouraged in conceiving and suggesting ideas, and the young man saw the vista of opportunity open to him as he wanted it to open. For Monahan was ambitious. He was filled with zeal to succeed. He knew that the capacity for success was in him and that all he needed was the chance and a fair deal to win his way upward. He worked all the time. When he was not engaged in his office duties he was engaged in bringing his mind to bear on the subject of the office routine, trying to discover holes and corners where it might be improved, and then fishing in his brain and his experience for the means whereby to begin the improvement. He had business experience in plenty. He had been in many lines and from each had taken the best ideas to be found in them and had fixed them in his memory. He had a passion for systematizing and ability in the same line, and he realized now that his opportunity was before him. That was all he asked: the opportunity to show what he had in stock. He knew that what he had was good, and that he was worth success. So he began to work.

Now, in consequence of these things, it should be the lot of the chronicler to tell of the success, brilliant lasting success, of young Monahan. If this was a story it would tell of his success. But it is the truth, hence there is no room for pleasant theories or denouements in it.

Monahan's first idea brought him fame all over the office. He was pointed out as the man who had founded the new system of copying orders and looked up to accordingly. He left the ranks of the common clerks and took rank with the half dozen favored ones who had access to the Head's private office and who were powerful enough to sway things in the office. Possibly he was regarded as the most brilliant possibility in the office. Clerks envied him, subheads viewed him as a model after which they might with profit mold themselves and the powers that were in the office began to look upon him as an equal. None of this Monahan was conscious of. He simply knew that he had his work cut out for him and that when he got the work done he would have a position of real worth in the firm—if there was anything like justice in the business world.

It happened that the head book-keeper of the big place was an old man, old fashioned, set in his ways, and unfavorably inclined towards

novelties or innovations of any kind. The institution of Monahan's first idea meant many changes of considerable importance in the book-keeping department. It meant a complete revolution of the system of invoicing, and this directly affected the book-keepers. But the Head had adopted the idea with such enthusiasm at its first suggestion that even had the head book-keeper done as he felt inclined to do, and thrown the weight of his influence against it, it is hardly probable that he would have prevailed. But with its institution came changes, and the head book-keeper loved not changes, and as a consequence he loved not Monahan. The result was Enemy No. 1 camping on Monahan's trail, waiting for the opportunity to slip the sharp knife of "knocking" into his side when the first good chance should offer.

The poultry department was having much trouble over its sales and accounts when Monahan secured his promotion. It was thither that the Head directed him to bend his efforts towards systemizing first of all.

The system of accounting in use there then was involved and hopelessly antiquated. Monahan took hold of it with his customary vigor, and soon saw light and order where there were only darkness and tangle. He proceeded to put his ideas into execution. They were radical ideas. The head of the department, after looking them over, waxed wroth and strove to have them stopped. But the Head looked them over, saw that

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Facts in a Nutshell

BOUR'S COFFEES MAKE BUSINESS

WHY?

They Are Scientifically

PERFECT

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Detroit, Mich.

Main Plant,
Toledo, Ohio

they were just what the department needed, and gave them his approval. When they went into effect and revolutionized the department's style of doing business the department manager ground his teeth, and there was Enemy No. 2 for young Monahan.

The shipping room of the produce department was the next to receive Monahan's attention. A young man was in charge here, a man of the same type as Monahan himself, but of limited capacities. He saw easily that the latter's proposed innovations were calculated to help the work of the department immeasurably, but because they were not his ideas he opposed them vigorously. The ideas were put into practice, as they were in the two previous cases, and Enemy No. 3 became a reality.

Now it also happened that the head book-keeper, the manager of the poultry department and the head of the shipping department were friends. They met often and naturally they talked over their affairs and business troubles. And thus it came about the three in unison began to mention the name of Monahan in unpleasant terms.

It is not just to lay the downfall of young Monahan to any verbal "knocking" on the part of the men who had learned to hate him because of his ideas and the success with which they were instituted. No, they never once carried their opinion of him to the Head. They worked more subtly. They began to put Monahan's ideas, as utilized in their respective departments, in a bad light.

They had many opportunities of doing this, none of which need be traced to any direct action or motive on their part. It was easy enough to put an incompetent clerk in a place where his incompetence would seem to prove a hole in Monahan's system, etc., etc.

The results began to be apparent in a few months. The returns were soon in a more jumbled state than before, and almost every day saw flaws of some kind, usually imaginary, brought to the surface. And when they came to the Head's attention he was amazed. The men who had been against the ideas assumed a martyr like attitude and vowed that they were doing the best that they could, but that somehow or other things did not seem to go right with the present system in force. The Head scoffed, but there were the proofs, offered in a manner which no one could doubt. The Head began to doubt.

Things ran along much in this fashion for four months, and the faith which the Head had in Monahan's ideas was daily shaken in some manner or other. And then came the final blow that sent the whole tottering and sent Monahan out into the street. It happened in the invoice department. Monahan obtained permission to institute some changes here. So confident was he by this time that he was in entire accordance with the Head that he went on and made the changes without consulting any one as to their advisability. The manager of the de-

partment, when he saw the nature of the plans proposed, became unnaturally quiescent and mildly encouraged Monahan in his ideas.

The changes went through, and a week later the Head suddenly learned of them and discharged Monahan. Monahan was dazed. One day he was a confidential employe, the next he was out of a position. It was not until some time after that he learned that he had tampered with a system which the Head himself had instituted and which was his particular pet. Coming as this did on the heels of months of gradual undermining of the confidence placed in him, the Head was convinced that after all he had been fooled in Monahan, and that the others, his enemies, were right.

It would be easy enough to believe that they were, for it would hardly seem probable that three officials of a firm would wittingly oppose action calculated to benefit it, but the facts show that they were not right, for at present Going & Co. are employing a firm of systematizers to put back into their office the system which Monahan began to institute. The moral is hardly plain in this instance, nor is there a proper denouement. But then it is a real story of real business life, which makes a difference.

Allan Wilson.

Words Used But Rarely.

A philologist was talking about words. "There are over 225,000 words in the English language," he said, "but we only use a few thousand

of them. The extra ones are no use to us. Any man could sit down with a dictionary and write in good English a story that no one in the world would understand. Here, for instance; can you make head or tail of this?"

And the philologist pattered off glibly:

"I will againbuy the atabal. You are asweyed? Yet this is no blushet's bolance nor am I a cudden, either. Though the atabal is dern, still will I againbuy it."

Then he translated:

"I will recover the drum. You are amazed? Yet this is no young girl's boasting nor am I a fool, either. Though the drum is hidden, still will I recover it."

A Bargain.

"I admit," said the merchant, who had advertised for an assistant, "that your experience in business might make you a valuable man. But the salary you ask is a good deal of money just for your experience."

"Well," replied the man who had seen better days, "I assure you I'm offering my experience to you for less than it cost me."—Philadelphia Press.

Foxy Man.

Mrs. Young—John, I hate to ask you to go into this store with me, but I have to match this ribbon and—

Mr. Young—That's all right, my dear. The ribbon-counter girl in there is the sweetest, prettiest little—

Mrs. Young—Oh, I guess I can put it off till some other day.

curved and straightened was 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 INDICES

\$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.

Tear off here and mail to us today

N. C. R. Company
Dayton Ohio

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

Name

Address

No. of men

EMPLOYEE WHO STEALS.

Should He Ever Be Given Another Chance?

"What shall we do with this employe who has gone wrong?"

It is a question troubling the heads of more financial, industrial and mercantile establishments than the average reader will believe readily. One man at the head of a business employing 5,000 men and women has assumed to answer the question for his house:

"We figure in our business that two-thirds of the petty thefts in the house are traceable to the managers of departments and to the management generally. Failing to judge character and the environment of the individual as we should, we discover that the temptations of the place into which the individual is put have overcome him. He has taken money. Why did he take it? And how systematically and how much?"

"Then from the management's point of view we raise the counter question: 'Why was that person put into that position of temptation and opportunity? In two cases out of three our decisions have been that we have been responsible in more or less degree, and in this manner it devolves upon us to try to right the individual with himself and with us.'"

As illustrating the position of this manager one story of a defalcation may be told. The young fellow was 22 years old, and married. His salary was just \$12 a week and his position with the house at the time was in handling the incoming mail, opening that portion which contained inclosures of money.

There was no particular strength in the man's face and bearing. With a keen looking over before he was assigned to his duty an experienced judge of human nature would not have put him where he would have had to handle money in such a manner as it came to his hands. But he went to the work and about the time that suspicions began to circulate against some one the young man went to the general manager with a full confession.

The story was that of a man, hardly more than a boy, who had married a woman scarcely more than a child, and the two of them, in the necessity of eating, dressing respectably and maintaining themselves had found \$12 a week an impossible income. But the young man had hopes of promotion and advance in salary, and on the strength of the hope he had taken small sums of money, keeping a strict tabulation of them, and willing at the time of his confession to repay the full amount if only given a little time.

The sum taken was under \$100. It would have cost more to trace the amount through experts than \$200 would have been worth. The young man had confessed, fully and without reserve, promising wherever he might be in the future to make a restitution of the money. Every cent of the abstracted funds had gone to the needs of the family. Having an insufficient sum on which to live and facing wants and wishes of his young wife, he had become a thief, irresponsibly.

The manager saw these things. He saw the responsibility of the house. To turn the young fellow out, disgraced, would be to ruin him when he was culpable in the least degree. Could the house keep him, putting him where under pressure, if need be, he could earn enough for his needs?

It was four years ago that this proposition came in this form to the manager of a great business. To day, using the words of the man, "You couldn't drive that fellow from the house with a club; or, if you could, the house wouldn't stand for it half a minute!"

Not only was this young man saved to himself and to his house, but in those four years twenty other persons discovered in small peculations have been given the same consideration and are fixtures in the business. removed from all temptations of money and serving better in other capacities than they could serve where money is. Five individuals out of a pay roll of 5,000 is not a large percentage of the working force, but to the manager of the business these five persons have been worth while to save and worth while to keep.

But against this group of twenty-one persons the records of the house read plainly to all subordinate managers — "before promoting John Smith please see the general manager." It is the echo of that old first question, "What shall we do with

this employe who has gone wrong?"

In this way, considered from the position of the business man, the problem of the man who has gone wrong never is solved. When the unsentimental business man has considered the possible ignorant part which he has played in the fall of the man, he is still handicapped in his amends. We will admit that the manager's negligence in sizing up his man has brought the employe into a lasting shame, leaving a scarred conscience that may never heal. Yet it would be absurd to consider the man of business in an attempt at making moral restitution. It is a something done that can not be undone. The victim has been a full party to it and the employer at most has been unfortunate in a hurried guess.

In a possible attempt to make a full material restitution for the ill a general manager of a great business must consider first the keeping of the person in the same line of work in which he proved too weak in his bout with temptation. This in itself would involve a conscious risk against which the management would have little reassurance. But greater still there is the menace that the story of the slip may leak out in a great house. This would make an impossible situation at once. To the thousand honest, struggling ones would come the disheartening, demoralizing thought that honesty in the establishment is at a discount. And to the crooked one, left in his position which he has betrayed, there is the thought that he is indispensable to the business.

Here is the basis of the reasoning of many men that an employe who has been unfaithful to a trust, no matter what his penitence and his determination to make restitution, must be dismissed summarily for the good of the service. It is folly, from his material point of view, for the sociologist to theorize that, having "burnt his fingers" once to his shame and disgrace, the man will not offend again.

Practical experience in business has never borne out the theory. It becomes a concession in itself to retain such a delinquent anywhere in the business, and when this concession has been made it seems to be the only practical procedure to show the crooked one that there are posi-

tions in the house to which he never may aspire, after which, if he chooses to stay and make the amends that are in his power, he may be assured that the management during his good behavior is willing to forgive but not to forget. To forgive may be humanitarian and unselfish; not to forget is business, however, and it is a business proposition when all has been said.

The field of speculation in business is so wide with the opportunities so diversified that the theft of \$10 or \$100 scarcely ever may be under conditions similar to another theft of like amount. Allowing for the difference in mental capacities and responsibilities, the theft of \$10 by a paying teller in a bank never could be overlooked as the theft of \$10 in postage stamps in some mercantile house could be. The latter always would be deliberate theft; the other might be little more than covetousness intensified by opportunity and necessity.

"The way of the transgressor is hard." Business, after thousands of years, has not tended to make the way easier. It promises to make it more stony and impassable than ever before. The young man in business can not learn the truth of this too soon. L. M. Blanchard.

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LIKING FOR WORK.

Why No Man Should Appear To Be Discontented.

"If you can't do what you like, like what you do."

This is good philosophy, a good rule for the worker who would succeed in any direction. "The joy of working" means much more than a mere poetic phrase, an occasional pleasant sensation. It means the glad energy, the enthusiasm that results in effective endeavor. Without the genuine liking that amounts to more than coldly passive interest no man's best work was ever done.

Since only the exceptional—and perhaps not exceptionally fortunate—worker does just what he likes, in all particulars, but a single alternative remains for those who would purchase success at any price, wrest it from the threatening teeth of failure. If the work best liked is presently impossible, neither despair of ultimately attaining that work nor fret against the less pleasing task of the moment. Learn, while waiting and striving for the desired opportunity, to like, and, therefore, most effectively embrace the opportunity that precedes it.

Cheerfulness, at least a reasonable degree of contentment, is necessary to the proper marshaling of the mind's working forces.

The highest mental state, according to Goethe, is that "tranquillity of soul in which man loves what he commands himself to do." Such tranquillity of soul, while it cheers and lightens uncongenial effort, inevitably sets in train those tides and currents, physical and superphysical, that sweep onward in the right direction.

"To keep one's brow turned toward good," in quiet, faithful endeavor, Adelaide Procter, poet and clear-sighted thinker, regarded as a process unfailingly productive of wider, more satisfactory accomplishment. This calmly open and expectant attitude can not be maintained in an atmosphere of rebellious or dreary dislike for the object of to-day's effort.

"I do sympathize with you, in regard to your incessant, arduous toil!" an unthinking idler not long since remarked to a busy worker.

"It isn't toil, because I like it," flashed back the swift answer. "I need no pity; my work is my joy."

Students of men and conditions have long been conversant with the wisdom of compelling liking for the work in hand, even though the work desired is of far different order.

"Do the best, but if you can not do the best then do the best you can," Abraham Lincoln was fond of saying—and thinking.

"Do not pray for tasks equal to your powers; pray for powers equal to your tasks," urged Phillips Brooks, who, ardently preferring certain kinds of work, cheerily, enthusiastically, lovingly, successfully performed many others.

Small would be the sympathy or admiration accorded the untaught school boy who, liking language better than numbers, idled away or grumbled grudgingly through the

arithmetic hour. An ancient belief, not at least without figurative value, ascribed to conquering warriors the strength and vigor of their defeated opponents. The once disliked work grown bearable, and interesting, if not actually pleasant, means, provided the change has been brought about by determination rather than indolence, the will remaining true to the higher ideal, the translation of patience into power, perseverance into potential success, a narrow discontent into the joyous readiness, exuberant energy that renders unlimited accomplishment possible. And while the work in itself may be neither permanent nor desirable, the cheery training of the mind and temper to quietly, uncomplainingly accept, make the best of, and get the most out of it can not fail to result in permanent and highly desirable good.

Pleasant work frequently may prove impossible of attainment, at least for a season, but the pleasant doing of it is within the reach of any adult worker—and means much more, for character is lasting and must be endured or surmounted, while every task knows sometime its day of setting aside or completion. The secret lies in the spirit, the manner in which the work is performed.

Again the great secret. Lincoln, splitting rails, Garfield, driving the tow horse, Stevenson, sweeping the Vailima home, "with small benefit to the room and positive harm to the broom," as his wife put it, but with a spirit so lovely that it lighted the whole world for many people—these, with countless other great ones, only liked certain tasks, otherwise distasteful, by virtue of the engendered opportunity or the brave spirit and brisk courage brought forward to meet them. But who can conceive of a world's hero as neglecting or pettishly performing an unloved duty? Only the small soul dislikes that which must be done.

The discontented, unwilling discharge of uncongenial work means the slave's attitude of reluctant, servile labor. The master, cheerily turning off work not intrinsically alluring, is stimulated and upheld by the wider outlook impossible to the slave's more restricted vision. He knows that the weakling's fear of perpetuating undesired conditions by accepting them with a smile to be worse than unfounded, to be actually strengthening its very object.

Work performed without liking usually is poor work, and poor work, especially when better work is within the bounds of possibility, usually and justly means future limitations and failure. Work performed with liking, even although not in itself elevating or fully worthy of the individual and his powers, is good work, other things being equal, and paves the way to all that the worker most ardently longs for.

"The tendency of yesterday is the habit of to-day and the bondage"—or the glory—"of to-morrow."

If you can not do what you like, see to it that you like what you do.

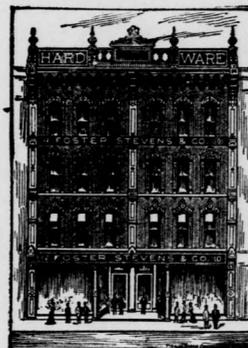
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- FRAZER Stock Food



Were on Time When the Doors Were Opened.

It was 2:30 a. m., in the office of the "Warsaw City Daily Sword." It was the same hour all over Warsaw City, but some way it seemed later at 2:30 in the composing room of the paper than elsewhere, unless it was down in the counting room, where the night clerk posted up the "Stops" and "Leaves" with the effect of the two cups of strong coffee he had at the "Hole in the Wall" at midnight beginning to wear off.

The reason Slug 18 was eating his lunch at such an hour was because "copy" had been scarce and fitful all of the early part of the night and just at midnight a lot of "fat" evidence had come in, and to stop to eat when there were fat "takes" being served hot at the foreman's desk would have been foolish in the extreme.

So that one sandwich had sufficed at that time and now the subs and the younger comps. were finishing up their lunches together.

Slug 18 had had a string which measured 8,000, which was mighty good for him on a lean night. If we knew what the "Daily Sword" paid per 1,000 ems we would know exactly what Slug 18 had earned, but the "Sword's" composing room was an open office (and I wouldn't wonder if it was yet), so we don't know what his string was likely to add to his envelope Monday night.

However, there must have been a prospect of a surplus for he was beginning to think of becoming a spendthrift. The board bill would be so much. He owed Slug 22 (it is always best to borrow of the newer compositors), something like \$3.50, the payment on his suit of clothes and overcoat would take \$2, and he ought to have at least \$2 to carry him through his night off, which would be Tuesday.

And then, really, he ought to have a new pair of shoes. Goodness, how money flies! Oh, well, Slug 22 could wait. Those young fellows who can not set over 5,000 to save their lives always seem to have money. Must be their wants are not as great.

Slug 18 sat on the only chair with his feet up on the top round of the stool. Slug 12 sat on the stool itself with his feet on the rounds of another stool. This seems trivial and analytical writing, but it is all important. For don't you see, Slug 18 would never have noticed how finely Slug 12's new shoes appeared under other circumstances, in contrast with his own, and Slug 12 would not have been so apt to look enquiringly at the footgear of Slug 18 under other circumstances.

That is how Slug 18 came to say, carelessly, "I've been meaning to get around a little earlier every day for two weeks, and get me a new pair of shoes, but somehow I never get up in time."

"Huh?" queried Slug 12, with his mouth full of pie, and his cup of coffee arrested halfway to his mouth.

"I say I've got to get a new pair of shoes."

"Oh."

"Is that a new pair you've got on?"

"Yep."

"Where'd you get 'em?"

"I don't know what the name of the place is—it's just around the corner of South Waverly street, just off from Reservoir avenue."

"Oh, Billings."

"Yes, that's the name."

"Sure, Billings' Beautiful Buttoned Boots, and Billings' Best Baby Buskins, and Billings' Beaver Bals. Good Mercy, but I've set his awful locals night after night."

"Yes, that's the way I got onto him. Never would have thought of going 'round there for shoes, only I was setting up one of his idiocies one night that read: 'See the \$4 shoes for men offered by the dealers on Reservoir avenue, and then dodge around the corner of South Waverly street, and see what Billings is offering at \$3.45.'"

"Did you do it?"

"Well, I didn't visit the dealers, but I dodged around to Billings'."

"Those what you got?"

"That's what."

"3.45?"

"No. Paid \$4.50 for 'em. Looked at the \$3.45 ones, and they're great, I tell you. Better than you can get at any other store in town for \$4, but he showed me these, and they seemed so much better at so little more in price, only a dollar higher, that I took 'em. Billings said you couldn't duplicate 'em in town for less than \$5.50. Said he could do it because he gets cheap rent around where he is and don't have much expense. Don't keep but one clerk, and his wife and daughter help him."

"Suppose he sells for cash only, too?"

"No, that's the best thing about it. Dollar down and dollar a week. That's the way I bought these."

"No?"

"Yes, I did, only Billings said it would be a great scheme to pay \$2 down, which would be the dollar down and then the dollar ahead for one week, so that if I got short some week and didn't come around I'd feel easy and he would, too."

"That's a great idea, isn't it?"

"Sure 'tis."

"Gosh, I don't know whether I want to go \$4.50 on a pair of shoes. I was thinking about \$2.50 for this pair. I had a little bad luck, bein' laid off the way I was week before last, and I ain't really caught up yet."

"Yes, but on instalments, so."

"Yes, I know, but them instalments come round regular all the same."

"Billings said he was going to have some fresh bargains to offer every day after this."

"I wonder what he's got to-night?"

"I dunno; I haven't had his local in several nights now."

"What you fellows talking about—Billings' local?" It was Slug 14 who had come around between the cases.

"Yes."

Old Honesty

If you are in business not for today, nor tomorrow, but for good, it will pay you to sell Old Honesty

Hard-Pan Shoes

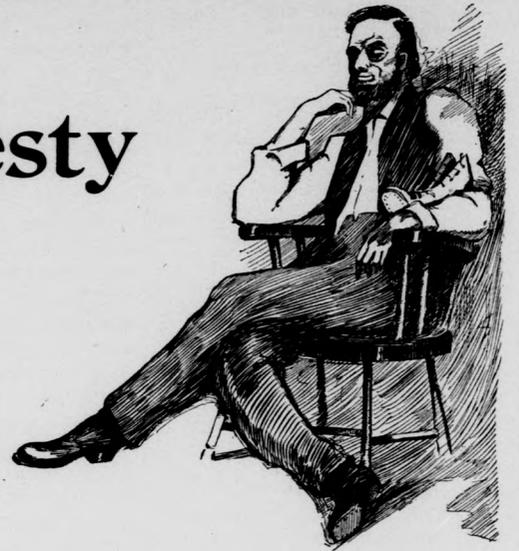
for men and boys. You can interest men in a shoe like this—foot easy and they wear like iron. Regular old-fashioned quality in new-fashioned styles. Did you get a bunch of "Chips of the old block?" Send for a sample dozen of the Hard-Pans—you'll like them and want more.

See that our name is on the strap.

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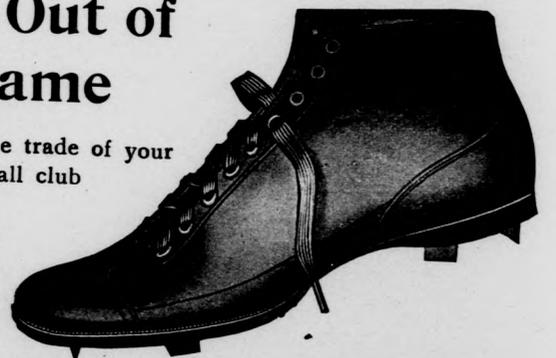
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"Well, I had it to-night."
 "What does he offer?"
 "Blessed if I remember. Come to think of it, I believe 'twas a run on men's shoes. Wait a minute, I'll see if I can't find a proof."
 Said Slug 18: "Now, ain't that funny; don't seem to take much interest in shoes."
 "Yes, foolish old devil, you know the reason why, don't you?"
 "Why, no."
 "He's off drunk half the time, and don't work more than half of the other half. Gee, but he can throw it together, though, when he's a mind to."
 "Can't he, though! Talk about strings, he had enough to reach across the office last Monday."
 "You know how he gets his shoes?"
 "No."
 "His oldest boy is dramatic and society man over on the 'Evening Item,' and the greatest swell you ever saw. Draws \$30 a week, they say. Wears the same size as the old man, and old '14' wears out his shoes for him when the new gets off."
 "Great."
 "There he comes back. Get onto them patent leather button, with the stilt heels and the passionate toe?"
 Slug 14 (returning with the proof in his hand)—"Here it is." Reads Billings' Bargains for Bully Boys: "Tomorrow, and as long as they last, which may be only a few hours, maybe longer, I shall offer a special bargain in nobby shoes for young men who want their feet to be dressed exactly right. These shoes were not made for quiet lads, who want to sneak through life with a pair of gum shoes over a pair of carpet slippers for fear they will attract attention, but for real live fellows who want their feet to look as well dressed as their heads and want to wear shoes which leave a stylish imprint in the new fallen snow. Just 144 pairs were made up for the special order of the Ideal Footwear Parlors of New York City. They were ordered lined with red satin, but through an error in the transcribing of the order in the factory, the shoes were lined with good strong white duck, red satin being used only around the top lining."
 "The entire lot was thrown back on the factory and we snapped them up at our own figure. While they last they go at \$2.78 the pair. They are those rich, outlandish shapes that we young fellers feel so dressed up in. Great wide edges all around, the whole shoe twisted into a lovely curve so that the imprint in the snow looks like a moon with one end swelled, and the fastenings are, part of them, a few big flat buttons with buttonholes worked in white, and part of them are laced with lovely, broad, flat laces in eyelet holes as big as an old-fashioned three-cent piece. Do you get the description? If you do, you want a pair and you want to get here early. That's enough for today. Just around the corner from Reservoir avenue, on South Waverly street.

"Billings the Shoe Man."

"Well, what do you think of it?" asked Slug 18.

"By Cricky," and it was Slug 12 who spoke, "I wish I'd waited for a pair of them."

"They are a little extreme, possibly," remarked Slug 14, he who was said to wear out his son's shoes.

"Yes, but they're great lookers," said Slug 18. "I can fairly see them with those white buttonholes, and that piazza around the edge, and those big buttons or those wide flat laces in the big holes—"

"It doesn't say whether the eyelet rims are red—"

"Oh, but they must be, such shoes as that, they—"

"And," mused Slug 14, with the unconcerned, half-interested tone of a man who is debarred from selection, anyway, "it doesn't say anything about what sort of leather is in the shoes. The man advertises only shape and fastenings and trimmings."

"Sharp old boy," said Slug 18. "He knows that we 'Bully Boys,' as he calls us, know that they don't make that sort of shoes out of poor quality stuff."

"I wonder if that's so?"

"What, that he knows we know or that they don't make?"

"Both."

"Sure."

"I don't know whether I like that sort of a conspicuous shoe or not," remarked Slug 12, as one who had already bought, and needed no more and by the same token desired not to wax too enthusiastic.

"Oh, but I do," said Slug 18, "think of walking upstairs, or drifting into a billiard room with a pair on like that. I can fairly see myself. There'll be only 144 pairs like them at the outside in Warsaw City, and there's over 90,000 males in the city to divide 'em among."

"Judas! I'd kind of like a pair, too," Slug 12 scowled at his cup of coffee as though he wished some one else would make up his mind for him.

"Why not?" remarked Slug 18, temptingly.

"Why, I might. But by the time we get up they'll all be snapped up."

"Why not sit up?"

"What, until 7 o'clock, from 2:52, with nothing to do but doze in a chair? Not in mine, thank you."

It was at this moment that the assistant foreman came briskly up to the cases. "The job room can use two extra men until morning on that court case at a rate and a half. Any you fellows want a whack at it?"

"I'm on," replied Slug 18, promptly.

"I need a little extra money," said Slug 12.

And that's the way they came to be on time when the doors opened.—Ike N. Fitem in Boot and Shoe Recorder.

Doubtful Testimonial.

Drug Clerk—That middle-aged man who bought a bottle of our famous hair restorer two weeks ago was in again to-day.

Proprietor—Did he want another bottle?

Drug Clerk—No; he wanted a wig.

"Western Lady" Line
 of women's fine shoes will help you do more business and secure the most desirable trade in your vicinity.

Western Lady

shoes please the most fastidious dresser, as they possess all the style, comfort and wearing qualities that go to make elegant, high-grade and desirable women's shoes.

"Western Lady" shoes are now being advertised in nearly 2,000 newspapers and periodicals. Write for samples and particulars.

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

Reeder's
 of
Grand Rapids
Hood and
Old Colony
Rubbers

Best Goods
Best Prices
Best Deliveries

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

MICHIGAN
SHOE CO
DETROIT

Discouraging Situation That Confronted a Young Manager.

"When I took hold of this store," said the manager of a well-known store in a New York State town, "I was astonished at the amount of stock on hand. In the cellar, on the shelves and in every nook and corner there were shoes piled away. The cartons, in some instances, had layers of dust on them so thick you could tell pretty close to the age of the shoes inside, as one may tell the age of a tree by counting the rings when it is sawed down.

"It was most discouraging, and when I got through rummaging I felt more like sending in my resignation than anything else. The inventory of my immediate predecessor showed that the store contained \$48,000 of stock. The firm had written to me, after confirming my appointment as manager, to 'reduce the stock,' as they thought it too much to carry in so small a store.

"After I had rested my chin in my dusty palm for five or ten minutes, pondering over the situation, I decided that the only way to reduce the stock was to sell it out at my own figures. I had found many pairs of once handsome \$5 and \$6 women's shoes, six or seven years old, and men's shoes all out of date, and other odds and ends, until I was sick of seeking further. I sat down and penned a letter to the house. As near as I can recall it read:

"I must have my own way about clearing out this stock. Twice too much stock is on hand and there are many high priced shoes that I want to put out in front to sell at 23 cents. Stock must be reduced at least one-half!"

"In two days I received a letter telling me to go ahead and do what I thought was necessary to put the store and the stock in proper shape.

"Well, I hated to take down those handsome shoes that the store had paid \$3.50 or more for and put them out in front marked down to 23 cents; but I knew that was the only way to do and do it I would.

"Three days' and nights' hard work, assisted by three clerks, whom I paid overtime, and I was ready to begin the sale. I wanted it to be a hummer, and I knew that printers' ink would help the humming process. I bought a quarter page in every daily paper and ran the advertisement Friday, announcing the great clearance sale for Saturday, to continue through the following week. I also printed 25,000 handbills and employed men (not boys, mind you) to pass them about the city. I paid them well for their services, and am satisfied that they did their work properly, because the next day hundreds of people crowded into the store with these bills in their hands.

"But to reduce a stock inventoried at \$48,000 to \$20,000—that is what I set out to do, because I figured, on looking over the entire stock, that it was worth no more than \$20,000, because of the deterioration of so many shoes—was a question that I had never been up against before. I found, early on Saturday, that I was swamped, and hastened to get the

names of some men who worked in a local wholesale house which, fortunately for me, closed at noon every Saturday. From this house I engaged four men, who knew how to fit a shoe, for the afternoon and evening, at \$2 apiece. This helped me out well, and with two girls to do up packages and make change, we disposed of \$3,200 worth of shoes in that one day. As so many shoes were reduced in price the sales did not count up fast. The 23 cent shoes were all sold to Italians, who got really fine bargains in fine leather and good shoemaking, even although the styles were away off—needle toes, concave heels, diamond tips, etc.

"The sale shoes were brought down from the shelves and stacked up in cartons on long tables, so they were not handled over, but each applicant was waited upon in a decent, orderly way. For hours in the evening there was not sufficient seating room and customers had to wait their turn. I instructed the clerks to use every one with courtesy, even although it tried their patience. They did well, and I know that the store that day made hundreds of friends. And it is friends, after all, that any business needs. On Monday morning, aided by more newspaper advertisements, the sale continued, and by the end of the week a wonderful change had been wrought. I had made many sales of regular goods to persons who could not find what they wanted in the fast reducing stock, and the receipts of the seven days, which included two Saturdays, were over \$17,000. It was a surprise, even to me, for I thought that such a thing could not be accomplished. I had put down prices slightly on some of the regular goods when the old stuff began to run out, and in this way I succeeded in getting the stock down to just about where it belonged.

"That was, as I may say, my first clearance sale, but I have carried on many since, under far different conditions. I never permit a shoe to stay on my shelves more than four months. Every carton is stamped with the date when it is put on the shelves. By keeping close watch of the sales and by personally inspecting the cartons from time to time, I am able to keep the old stuff out and see that old shoes are replaced by new ones.

"This winter has been mild and dry thus far, and I have a good many heavy shoes on hand which I do not like to sell at a sacrifice, probably because I never yet have had to do so. Usually I have to reorder on heavy shoes. But when the first of February comes I shall put down the prices and have a genuine clearance sale on all heavy shoes, unless cold weather and snow help to sell them at regular prices. I never fail to clean up stock in winter and summer, and I now try to keep my stock down to about \$20,000, and turn the stock four times a year. In this way I am able to make good money.

"Sale names? Usually I speak of the mid-winter and the mid-summer clearance sales. I have had special clearance sales. Some merchants buy a lot of old shoes and sell them un-



Buy Bostons And Buy Them Now

They are a thoroughly durable and dependable line of rubbers throughout and excel all others in style and appearance as well as in their superior fitting qualities.

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

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.

der the name of a 'stock reduction sale.' I would not want people to think that I ever carried such junk. A clearance sale should be legitimate in every sense of the word.—Shoe Retailer.

Important Feature of Bay City's Industrial Growth.

Bay City, Jan. 30—The awarding of a contract for the entire steel plate construction of a sugar factory in Arizona to the MacKinnon Manufacturing Co., of this city, is considered by local manufacturers as again demonstrating that local steel manufacture on a large scale is not a dream. Together with the fact that there is now under consideration by local and Eastern capitalists a plan whereby another establishment of that nature may be secured has given rise to hopes that the already considerable manufacture of steel products in this city will become the leading industry. In the Industrial Works the city already possesses the largest concern of its kind in the world.

There is renewed activity in lumbering circles, and February 1 the John J. Flood mill will resume operations, employing about 100 men. The scarcity of lumber is also becoming emphasized and hardly a stick within reasonable reach is unsold. The open winter, with its lack of snow in the woods, has made available timber exceedingly scarce.

This city will shortly have another creamery plant. T. E. Webster, controlling the Twining creamery, has asked a permit for the construction of a building on the river front, to which the plant will be removed. Its capacity will be considerably increased through the greater shipping facilities.

Construction work on buildings and houses continues throughout the winter on the same scale as last spring and summer. New houses are being built in every section of the city. The Youngs block, Saginaw street, is being heightened by one story, and it is expected to begin active construction on the Bay City Alkali Co. plant within sixty days, providing the steel work is received.

Why the Merchant Should Not Tolerate Knocking.

Written for the Tradesman.

"When I started in business, away back in the first of the 80's I made up my mind that any clerks I might hire must conform to my rules or step down and out. It was my business, and my money that kept it going, and I wasn't going to have any measly clerk spoil, on purpose or by heedlessness, the work I had striven so hard to make count. I had formulated a set of rules for myself to go by when I was proprietor, book-keeper, force of clerks, delivery boy—all simmered down into one single individual—and, if they were good enough for me to live up to, they were certainly good enough for those succeeding me to conform to in the several subordinate positions I had formerly occupied, as mentioned above. The rules were not onerous—not radically different from what common sense and business

acumen would dictate as the proper course to pursue in commercialism.

"One of the rules was that there was to be no 'knocking.'

"We didn't call it 'knocking' in those days—I hardly think that choice bit was down in our vocabulary. We called it 'tattling' in those earlier times, and I don't know but the word about expressed the idea.

"There was to be, absolutely, no tale-bearing on the part of clerks, either concerning each other or concerning the customers, and the one who infringed that law might as well put on his hat and get his 'pay envelope.'

"A dog that will fetch a bone will carry one' is a pretty true proposition and I wanted—and want—no bone-carriers around the establishment. If the clerk is of this stripe he is just as likely to try and undermine the good-will of his fellows towards me as he is to try and get me 'at outs' with them by bringing me their choice bits concerning other employes.

"I'll none of it!

"My clerks must never mention derogatorily one customer to another patron. If they do this what inference can the listener make than that it is her turn next? (I use the feminine pronoun as the Fair Sex do most of the shopping.)

"No knocking' is an invariable rule of my establishment, and the one who violates it gets his 'walking papers' instantler."

So spoke a certain substantial Grand Rapids business man who is a tower of strength in this community.

Jo Thurber.

African Ostrich Census.

The ostrich census in South Africa shows 457,970 birds in the colony. There are two sorts of ostrich farming, the one grazing them on fields under irrigation, when five birds to the acre can be kept, and the other letting them find their own food in large camps up to 3,000 acres, and requiring from ten to twenty acres to a bird. In the first case the great drawback is the cost of sand laid down with lucerne and under permanent irrigation, it running from \$200 to \$500 per acre. In the second case the drawback is the greater loss of birds from accidents and getting lost, and the cost of feeding them in severe droughts.

Oudtshorn is the great ostrich center for the irrigation method, one-quarter of all the birds being found there. The other method is mainly carried on on the west coast of East London and up the large river valleys. The chick feathers usually are pulled when the bird is eight months old, then six and a half months after that the primary feathers are cut, and the tails, blacks and drabs, pulled. This gives nearly three pluckings in two years. Birds should average one to one pound three ounces of feathers a plucking, or about a pound and a half a year.

A clean heart is the secret of a clear head.

"Warner's Cheese"

Best by Test and A Trade Winner

All cheese sold by me manufactured in my own factories.

Fred M. Warner Farmington, Mich.

Handle Marguerite Chocolates

and you will please your customers

Handle Elk and Duchess Chocolates

and you can sell no other

Our best advertisers are the consumers who use our goods.

Walker, Richards & Chayer Muskegon, Mich.

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 7,250 telephones—has placed a block of its new

STOCK ON SALE

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

For further information call on or address the company at its office in Grand Rapids

F. B. FISHER, SECRETARY



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 54 in. and 60 in.

The Sherm-Hardy Supply Co.

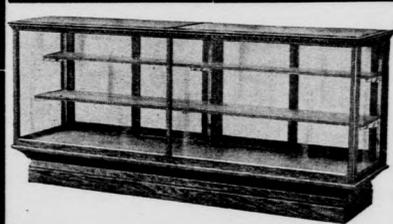
Wholesale and Retail Office Furniture 5 and 7 So. Ionia St. Grand Rapids, Mich. In writing please mention the Tradesman.



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.



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.

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.

RETAIL ORGANIZATION.

Some Reasons Why It Is Absolutely Necessary.

At the convention of the Indiana Retail Merchants, held at Fort Wayne, Indiana, January 16, 17 and 18, the Egg-o-See Company had the distinction of being the only manufacturing company, which was invited to address this convention. This was in recognition of the attitude of the Egg-o-See Company on matters of vital importance and interest to the Retail Merchants' Associations throughout the country. At this convention, a paper was read, which was prepared by Mr. John E. Linnhan, General Manager of the Egg-o-See Company. Following is the address:

The subject of the Retail Merchants' Association is too large to be treated properly in a short address, so I will only speak briefly of a few of its aspects.

There is nothing truer in this world than that "In union there is strength." You realize that relief must be obtained from certain business conditions, and if you would accomplish these reforms you must organize. No great reform was ever accomplished except through organized effort. A strong, united organization of honest, fearless men, honestly and fearlessly directed, is practically invincible. This truth has been demonstrated from time immemorial. The moral tone and business capabilities of an association are no higher than the personnel and business qualifications of its membership. "A river never rises above its source," therefore the first requisite to membership in such an association is high moral character and business ability. The forming of such associations is for the mutual business protection of its members and as a business proposition; it should be run on strictly business principles. I said such an organization, honestly directed, was almost invincible. You are particularly fortunate in having men of such sterling character at the head of your local, State and National organization—men of integrity, men of intellect and business ability. Such men must be men of strength of character and possess the confidence of all the members. No man alone can accomplish much in this world. The men who succeed are men who inspire and deserve the confidence of their fellows. And, gentlemen, that confidence is a very delicate thing and very little is required to disturb it. Every day it becomes clearer and clearer that there is no success without character; no happiness without peace of mind; no peace of mind without a clear conscience. Happiness is not on sale in the market place where coins are current. It can be purchased only with honesty, integrity and uprightness in our daily life and business relations. The way of success is not hard. We need but to do right to attain moral success. Material success will come as a complement of it if we give to our work all the abundant physical and mental energy with which the Creator has endowed us. This is a very simple doctrine, but the greatest truths are the simplest truths and the greatest lives are the simplest lives.

I think we agree that, to be a worthy member of an association the retail merchant must possess integrity and sound business principles. Character determines the man. It is the measure of his value in society,

in the business world and in the State. Addison has said, "There are no more worthy members of a commonwealth than its merchants. They knit mankind together in a mutual intercourse of good offices, distribute the gifts of nature, give work to the poor, wealth to the rich and distinction to the great." Shakespeare immortalized your business when he wove about the character of one of your calling his greatest comedy. Antonio, the Merchant of Venice, was the soul of honor. As you know, he gave his bond for his friend, and though its requirements were unjust and unreasonable, he did not falter when the time came to meet his obligation. Shakespeare, in his works, refers over fifty times to merchants and merchandising. All of his references are commendatory of your calling. He recognized the important part which you play in the world's history and the affairs of mankind. The retail merchants throughout this great land are daily, hourly, silently doing works of kindness and philanthropy of which we never hear. Their praises remain unsung. What man is there among you who can not relate, if he would, the numberless times he has extended to some unfortunate that credit which enabled him and his family to live, which enabled him to occupy his place in society and to either regain his health, if it were sickness that had overtaken him, or to secure employment if he were financially embarrassed? These acts of kindness he is continually doing, thereby aiding in sustaining the social fabric and in the uplifting of its members. Sometimes, unfortunately, he receives in return for his acts of beneficence, only base ingratitude, but, fortunately, such cases are rare. This is the most effective philanthropy for it is applied when most needed.

Further, the retail merchant gives far more in proportion to his income than all the Rogers and Rockefellers of "frenzied finance" whose flaunted charity is contributed from tainted resources, wrung from the public by arbitrarily putting extortionate prices on the necessities of life. Many times the retail merchant is inclined to feel that his sphere of usefulness and business activity is circumscribed. He does not appreciate that he is a great factor in the world's work. It really is the business men, the merchants, who frame our laws, establish our customs, our methods of business and the policies of the nation.

Wake up, gentlemen, to your opportunities! Realize your responsibilities! You men of business who command the respect and confidence of the community in which you live, which one of you to-day would surrender your good name for the opportunity to change places with the McCalls, McCurdys or Depews, these discredited captains of industry, who stand to-day stripped of their insignia of office and held up to the scorn, criticism and contempt of the world? The possession of wealth is not the sum total of human happiness. To be a true man is more desirable than to be a mere millionaire. Remember

honesty rises above wealth. Better to remain poor than to become rich through deception and fraud.

I am pleased to have the opportunity of expressing to the members of your Association my personal felicitations and to assure you that the Egg-O-See Cereal Company believes thoroughly in retail merchant associations and desires to be permitted to co-operate with them in the solution of the many difficult problems that confront them. We believe that to get the fullest benefits from retail merchant associations there must be perfect harmony and accord, extending from the local association through the State association into the National organization. Our company has realized from the commencement of its business that co-operation and reciprocity with your organization are very necessary and there must exist that feeling of mutual interest if either retailer or manufacturer would succeed. We have always conducted our business with this idea in view, considering the retail merchant the natural distributor of our product, and, consequently, have always, and always will, refuse to sell mail order and catalogue houses. While this is one of the most important problems affecting the retail merchants at the present time, we will touch but briefly upon it, as this question will be more fully and ably discussed by one of the speakers to follow.

We believe that the mail order and catalogue house competition and the parcels post and postal currency questions are so closely allied in their bearing on the retail merchants' interests and business welfare that to check and correct the influence of one is to curtail the evil effects of the other. We would suggest, as a means of meeting mail order and catalogue house competition, first, that the retail merchant individually should in every way improve upon his present business methods. Make your store more attractive; insist upon more courteous treatment of your customers by your clerks; make it more desirable for consumers to come in personal contact with yourselves in making their purchases; use your personality; study the characteristics of your customers, for in this respect the catalogue houses are at a decided disadvantage. No matter how cleverly worded an advertisement may be or how attractive the prices displayed in their catalogue, they can not compare with a pleasing personality and the attractive display of the actual goods. Another suggestion: The retail merchant should confine himself to the sale of widely advertised goods of standard quality. We believe that the retail merchant individually, and, if possible, the associations, should use cleverly worded advertisements in their local papers, calling attention to the benefit of purchasing goods locally and appealing to the patriotism and local pride of the consumer. The consumer should be convinced that a dollar spent locally will return partially, at least, to enrich the spender, but that the same amount sent to a mail order

house goes out of circulation in that community.

We believe that the retail merchant, to a great extent, has the remedy for this evil in his own hands. If he will consistently and persistently refuse to purchase or sell the product of any manufacturer who recognizes these houses, and sells to them on a jobbing basis, he will very shortly bring about the conditions which he desires. You gentlemen must not forget that you are the great distributors and that the mail order houses are decidedly in the minority. You have the power if you will only use it.

In devising ways and means to meet this undesirable competition is where the influence and benefit of the retail merchant associations come in. While to a certain degree each member of an association must be a healthy competitor of his brother member, on questions of this kind he should show a united front to the common enemy.

In combatting the threatened invasion by the mail order and catalogue house competition in their attempt to pass a parcels post and postal currency act, we would recommend that the retail merchant associations use their combined influence with their respective congressmen, impressing upon them that this obnoxious class legislation should not become operative. You will readily discover that, while your individual efforts might be disregarded by your representatives in Congress, they dare not turn a deaf ear to the voice of your combined associations demanding the rights of the individual merchant.

One of the worst evils that the retail merchant is contending with at the present time is the practice, on the part of certain manufacturers, of bribing or subsidizing the jobbers' salesmen by the payment to them in some instances of a cash bribe or in other cases a premium rebate. The result of this action upon the part of these manufacturers is to load the retail merchant with a lot of unadvertised, undesirable, inferior and unsalable goods. Mr. Merchant, do you ever think, when some jobber's salesman is using his personality and influence to induce you to purchase a quantity of goods, made by a company whose business methods are antagonistic to your best interests, that it is his own selfish interests he is considering, regardless of your welfare? This is an evil which should have the immediate attention of every association in the country. It is not only a rank injustice to the retail merchant in placing upon his shelves unsalable goods, but it is an injustice to the consumer, as it places the retail merchant in a position of being obliged to force upon the unsuspecting customer these inferior goods. It is also a great injustice to the honest manufacturer, who, like our company, is marketing his product along legitimate lines and honorable business methods, expending large sums in legitimately advertising his goods, and thereby creating a ready and per-

manent market for the retail merchant.

We are pleased to say that this practice is not countenanced by the better wholesale merchants of the country. This question has been taken up by the state and National organizations of wholesale grocers, and we look for some decisive and favorable action in the near future. The question which has occupied the attention of the retail merchants' associations more fully than any other for the past year or more is the pernicious coupon premium shyster, which is so closely allied to the mail order system that it would take a Philadelphia lawyer to discover the difference. While a degree of relief has been obtained through the prompt and vigorous action of the local, state and National associations, we regret to say that the evil is still with us. When in answer to a call for a meeting of cereal manufacturers, issued by John A. Green, President of the National Association of Retail Grocers, last April, to consider this important question, eight of the principal manufacturers of cereals in the country being represented, the officers of the Egg-O-See Cereal Company presented and urged the adoption of a resolution calling for the immediate abandonment of all premium schemes by all cereal manufacturers. The action that this resolution called for was deferred at the request of two of the largest companies manufacturing cereals, they claiming at the expiration of sixty or ninety days they would be in a position to agree to the terms of the resolution. Nine months and more have elapsed since this meeting and these same two companies are still continuing the obnoxious premium practice and are absolutely ignoring the expressed wishes of the retail merchants of this country. They still place in their cereal packages crockery, queensware and other premiums in open opposition to the correct interpretation of certain freight tariff regulations and the spirit of the inter-state commerce law. If the National Retail Grocers' Association, backed up and sustained by the various local and state associations, wins this fight for the abolishment of premium and rebate giving on the part of these large cereal companies, aided by allied railroad interests, it will be one of the greatest victories won by organized merchants, and will be but the forerunner of other reforms to follow. We would suggest that the state and National associations take the matter up with the various railroad companies who are fostering and assisting in keeping alive these unlawful business methods, and enter their vigorous protest.

As we see it, these are some of the perplexing and important problems which confront you. We believe that the retail merchants of this country, through their different organizations, are equal to the task of accomplishing these reforms and the solution of other questions that may arise. We hope the work of organization and education of the retail merchants of this country will

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.					70
Black Edge, Nos. 9 & 10, per m.					60
Black Edge, No. 7, per m.					80
Loaded Shells					
New Rival—For Shotguns					
No.	Drs. of	oz. of	Size	Gauge	Per
120	4	1 1/2	10	10	\$2 90
129	4	1 1/2	9	10	2 90
128	4	1 1/2	8	10	2 90
126	4	1 1/2	6	10	2 90
135	4 1/2	1 1/2	6	10	2 95
154	4 1/2	1 1/2	4	10	2 90
200	3	1	8	12	2 50
208	3	1	10	12	2 50
236	3 1/2	1 1/2	6	12	2 65
265	3 1/2	1 1/2	5	12	2 70
264	3 1/2	1 1/2	4	12	2 70
Discount, one-third and five per cent.					
Paper Shells—Not Loaded					
No. 10, pasteboard boxes 100, per 100.					72
No. 12, pasteboard boxes 100, per 100.					64
Gunpowder					
Kegs, 25 lbs., per keg.					4 90
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.					2 90
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.					1 60
Shot					
In sacks containing 25 lbs					
Drop, all sizes smaller than B.					1 85
Augurs and Bits					
Snell's					50
Jennings' genuine					25
Jennings' imitation					50
Axes					
First Quality, S. B. Bronze					6 50
First Quality, D. B. Bronze					9 00
First Quality, S. B. S. Steel					7 00
First Quality, D. B. Steel					10 50
Barrows					
Railroad					15 00
Garden					33 00
Bolts					
Stove					70
Carriage, new list					70
Plow					50
Buckets					
Well, plain					4 50
Butts, Cast					
Cast Loose Pin, figured					70
Wrought, narrow					60
Chain					
1/4 in 5-16 in. 3/8 in. 1/2 in.					
Common	7 c.	6 c.	6 c.	4 3/4 c.	
BB.	8 1/2 c.	7 1/2 c.	6 1/2 c.	6 c.	
BBB.	8 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, 6in., 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					dis. 70
List 12 13 14 15 16 17					
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. 23 1/2
Yerkes & Plumb's					dis. 40&10
Mason's Solid Cast Steel					30c list 70
Hinges					
Gate, Clark's 1, 2, 3					dis. 60&10
Hollow Ware					
Pots					50&10
Kettles					50&10
Spiders					50&10
Horse Nails					
Au Sable					dis. 40&10
House Furnishing Goods					
Stamped Towels, new list					75
Japanese Towels					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
Dampers, American	50
Molasses Gates	
Stebbins' Pattern	60&10
Enterprise, self-measuring	30
Pans	
Fry, Acme	60&10
Common, polished	70&10
Patent Planished Iron	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages 1/2 c per lb. extra.	
Planes	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
Nails	
Advance over base, on both Steel & Wire	
Steel nails, base	2 35
Wire nails, base	2 15
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	60
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 7/8 advance	85
Rivets	
Iron and tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20, IC, Charcoal, Alloway Grade	7 50
14x20 IX, Charcoal, Alloway Grade	9 00
20x28 IC, Charcoal, Alloway Grade	15 00
20x28 IX, Charcoal, Alloway Grade	18 00
Ropes	
Sisal, 1/2 inch and larger	9 1/2
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	28 00
Sheet Iron	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	4 10
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—Alloway Grade	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade	\$1.50
Boiler Size Tin Plate	
14x56 IX, for Nos. 8 & 9 boilers, per lb	13
Traps	
Steel, Game	75
Oneida Community, Newhouse's	40&10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50&10
Flinned Market	50&10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45
Wire Goods	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
Wrenches	
Baxter's Adjustable, Nickle'd	20
Lee's Compound	40
Lee's Patent Agricultural, Wrenches, 70c	10

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	48
1 to 6 gal. per doz.	8
8 gal. each	56
10 gal. each	70
12 gal. each	84
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70
Churns	
2 to 6 gal. per gal.	6 1/2
Churn Dashers, per doz	84
Milkpans	
1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	69
1 gal. flat or round bottom, each	6
Stewpans	
1/2 gal. fireproof, ball, per doz	85
1 gal. fireproof ball, per doz	1 10
Jugs	
1/2 gal. per doz.	60
1/4 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2
Sealing Wax	
5 lbs. in package, per lb.	3
LAMP BURNERS	
No. 0 Sun	31
No. 1 Sun	38
No. 2 Sun	50
No. 3 Sun	85
Tubular	85
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	Per gross 5 00
Quarts	5 25
1/2 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, Crimp top	4 10
Lead Flint Glass in Cartons	
No. 0, Crimp top	3 30
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00
Pearl Top in Cartons	
No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 30
Rochester in Cartons	
No. 2, Fine Flint, 10 in. (85c doz.)	4 60
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2, Lead Flint, 10 in. (90c doz.)	5 50
No. 2, Lead Flint, 12 in. (\$1.65 doz.)	8 75
Electric in Cartons	
No. 2, Lime, (75c doz.)	4 26
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (90c 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 20
1 gal. galv. iron with spout, per doz.	1 25
2 gal. galv. iron with spout, per doz.	3 10
3 gal. galv. iron with spout, per doz.	3 10
5 gal. galv. iron with spout, per doz.	4 15
3 gal. galv. iron with faucet, per doz.	3 75
5 gal. galv. iron with faucet, per doz.	4 75
5 gal. tilting cans	7 00
5 gal. galv. iron Nacefacs	9 00
LANTERNS	
No. 0 Tubular, side lift	4 65
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 60
No. 3 Street lamp, each	3 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	25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0 3/4 in. wide, per gross or roll	25
No. 1, 1/2 in. wide, per gross or roll	30
No. 2, 1 in. wide, per gross or roll	45
No. 3, 1 1/2 in. wide, per gross or roll	85
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	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	
1000, any one denomination	2 00
5000, any one denomination	8 00
10000, any one denomination	15 00
Steel watch	2 00

continue until there is enrolled among your membership the name of every retail merchant in this country. We believe that the vital questions concerning not only our commercial but our national welfare can be safely entrusted to this great body of honest, fearless and conservative citizens.

To Strive for Quality.

During the past two years there has been intense competition among the various proprietors of the central creamery plants. This competition has been especially vigorous in Iowa, Nebraska and Kansas, not to mention Minnesota, the Dakotas and Missouri. The strenuous effort to secure cream has opened up numerous markets for the farmer, with the result that he has ceased to give his cream proper care, if it ever did receive this attention, and practically all central plants have been taking the product for fear their competitors would get it. The result is that the quality of butter being turned out by these plants has, without a doubt, deteriorated, and that greatly.

So far as we know the only large concern that has made any special effort to buy cream and pay for it according to quality is the Beatrice Creamery Company. They started a plan of this sort through the Continental Creamery Company at Topeka, Kan., some two or three years ago, but the rules, we take it, were never very vigorously enforced, owing to the intense competition, doubtless. But they have had a change of heart and decided, beginning with January 8th, to pay for cream according to its quality, and their branch station operators have been so instructed. They believe that a majority of the cream producers will welcome a plan whereby the farmer who produces a good article of cream, delivers it frequently and in good condition will receive a premium for the work, while the person who neglects to take proper care of his cream and insists on delivering it whenever it best suits his convenience will be paid a lower price. Their number 1 grade will consist of hand separator cream, delivered at least twice per week during cold weather and three times per week during warm weather, it is to be free from all bad flavors, and must test not less than 30 per cent. For this product they propose to pay a fancy price and will buy other grades of worth.

The central plants would have a special advantage in the marketing of their butter, because of the quantity, if they were able to produce a high-grade article. Here has been the trouble. We are glad to see the move toward better quality, which we hope will be followed by many other companies, and which would eventually result to the advantage of both the creameryman and the farmer.—Egg Reporter.

Suggesting a Way Out.

She—I am sorry, Mr. Jones, that I can not accept your affection.

He—Then all you have to do, my dear madam, is to return it.

THE McCUMBER BILL.

Claim That Sentiment in Its Favor Is Growing.

Washington, D. C., Jan. 30—Of the various pure food bills before Congress the one that seems to have the best prospect of success is that of Senator McCumber, of North Dakota, who is working most assiduously.

All of the four or five pure food bills before Congress are opposed by powerful interests. Every manufacturer of a jelly, drug or liquor who uses adulterants has put forward his greatest opposition. The rectifiers of whisky are making the hardest fight of all, and that interest is one of the most powerful in the country; in fact, it is stated that there is not over 5 per cent. of pure whisky in the United States, and Chemist Wiley, of the Department of Agriculture, and others, do not believe that the percentage is more than 2. The millions of gallons of whisky daily consumed in this country are all blended, as are nearly all the wines. Fusel oil, ethyl alcohol and many other things are used by the rectifiers.

Whisky, as put out by the manufacturer, is pure until it leaves the bonded warehouses of the Government. After that it goes into the hands of the rectifiers and the Government has no means of knowing what all is put in the drinks that go across the counter.

What Senator McCumber and other Congressmen are delighted with is that the brewing interests do not oppose his bill, or any other intended to secure purity in foods and drinks. Senator McCumber stated to-day, in answer to a question, that he had not received one single letter from a brewer anywhere, or the slightest intimation that the bill was objected to. On the other hand, he had received the resolutions of the United States Brewers' Association desiring just such a bill as he proposes. "The attitude of the brewing industry has been a source of satisfaction to me," said Senator McCumber, "and demonstrates that there is one drink about which there is little cause to be afraid, and one industry that is perfectly willing to insist on purity in what it turns out."

The figures of the Internal Revenue Department show that in the last fiscal year there were consumed about one billion five hundred million gallons of beer, and Chemist Wiley expresses the opinion that a remarkably small portion of it, if any, was impure, the mass of it being as pure as spring water, and far more healthy by reason of its treatment in manufacture.

Brewers are sending to their Congressmen letters commending pure food laws, and declaring that there should be no deception on the American people in the matter of drink.

VALENTINES

Write for Catalogue
Grand Rapids Stationery Co.
29 N. Ionia St., Grand Rapids, Mich.

When Trade is Dull and Money Scarce
Buy Your Goods for Spot Cash

At Right Prices and Note Results

We have 255 packages of medium grade Jap Teas 13, 15, 17, 18, 20, 22½ and 25c, all good values we. Will sell same while they last at ten per cent. off for spot cash. Samples mailed, or we will renew our offer of ¼c off on 1,000 pounds Granulated Sugar with each half chest, Michigan Granulated \$4.70, N. Y. \$4.80 basis, making net price \$4.45 and \$4.55 respectively, or put in 5 cases high grade corn at 55c per dozen.

We also quote 16 oz. Fancy Seeded Raisins 7¼c, Rolled Oats \$2.15 per sack, Pure Lard 60 lb. tubs 8¼c, Family S. C. Pork \$11.75 per bbl., Heavy S. C. Pork \$14.00, Red Alaska Salmon 97½c.

How is This for a Trade Getter?

One case each of Red Alaska Salmon, High Grade Corn, Peas and Tomatoes at 90 cents per dozen, just a sample lot which we know will draw future orders.

Equal quantities of ground Cloves, Pepper, Ginger, Cinnamon, Allspice, Mustard, strictly pure to conform with Pure Food Laws, 12 cents per pound. Nutmegs 105 110's, 5 lb. lots, 18c per lb. Ex. Lemon, Ex. Vanilla, 2oz. panel bottles, 65 cents per dozen.

All brands of flour 10 cents per bbl. under last quotations.

Our terms are imperative, Spot Cash, F. O. B. Saginaw.

The Stewart Mercantile Co.

Saginaw, Michigan

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

Penalty for Introducing Too Much Water in Butter.

Passing through one of the prominent butter stores the other day I was attracted by a buyer who was sampling a lot of butter for export. On the top of a pile of tubs close by was a bottle with large head and neck, into which were put the plugs of butter that were drawn from the tubs with a trier, such as is usually used in boring butter. I found that the method of sampling was to cut a piece about 3 inches long out of the center by the trier of butter. This was thought to be fair and would give an average test of the water content of the butter. Some other methods are used by shippers, but the desire is to get a test that will stand if analyzed when the goods reach the other side of the water. The care with which the samples were taken interested me greatly in the whole subject, and I talked over the matter with the exporters who have done most of the business this fall and winter.

The impression has gone out that the bulk of the butter made this season in the United States contains an excessive amount of moisture, but such a statement as that is entirely too broad. Probably a comparison of the product that is now being made with the output of the same factories three months or more ago would show drier and more honest made butter. Many of the creameries and ladle packers who have had their attention brought to the subject have improved their product in this respect, but there are other plants that are still working into their butter a good deal too much water. In creamery the complaint is chiefly in connection with the centralizing plants, most of which have tried to get a big overrun. I was told of a block of five carloads that an exporter turned down the other day because the test was 19 per cent. moisture. Another lot of 500 tubs ran 17 per cent., two cars went a trifle over 20 per cent., and in a few cases I heard of still higher tests. One of the shippers who gave me some of these figures said that comparatively few of the smaller creameries went above the 16 per cent. limit, and some of them were down to 12 and 13 per cent.

The tests on ladles have shown even wider difference, ranging all the way from 10.30 to slightly over 30 per cent. On investigation I found that a line of three carloads reached the latter point. Of course they could not be sold for export, but the home trade buyer who finally secured them 3½@4c below the quotation for honest goods paid only the value of the butterfat. Last week a car from the same packer tested 20.50 per cent. water, and I saw a car turned down that showed between 18.50 and 19 per cent. moisture. I mention these specific lots to show what is being done by some packers, and how unfair the competition when other packers are putting up a strictly honest piece of butter. Several lots of ladles in recently have gone from 1 to 3 per cent. under the 16 per cent. limit, showing that the butter can be work-

ed drier if the manufacturers choose to turn out that kind of a product.

It is a well known fact that the authorities in England are becoming more particular regarding the amount of water in butter, and in the interest of our export trade which has been of such tremendous importance this winter, as well as the growing demand from home operators, something must be done that will settle this question for good. There seems to be no reason to expect that Great Britain will materially change the 16 per cent. standard, and we ought to be substantially on the same basis. To avoid the possibility of trouble butter ought not to test here over about 15 per cent. moisture. Often the analysis in England differs a little from ours, and we should be on the safe side. Some time ago I heard of a shipment being made from here in a great hurry, and part of the stock was well on the way across the Atlantic before a chemical analysis was made. This showed 18 per cent. water. The circumstances were wired to the house in England, with the suggestion that the water content be declared and the butter sold accordingly; but word came back immediately that they would not handle such stuff, and the goods were returned to this country.

There seems to be a good deal of doubt as to the authority of our Government to interfere in the matter, but I recently learned that a certain creamery in the West was taxed 10c a pound for making adulterated butter and paid it. The internal revenue officers took samples of a shipment of 400 tubs that came to this market, had them analyzed for water content, reported the case to Washington and it cost the creamery \$2,400. From information that has come to me I am quite certain that there will be an effort before spring to place a law upon our statute books so explicit that this process of adulterating butter will have to stop.—N. Y. Produce Review.

Alcohol in Lemon Juice.

According to a recent Treasury Department ruling, it is held that the addition of 7.5 per cent. alcohol to lemon juice for preserving purposes, producing so-called fortified lemon juice, is not sufficient to take the article away from classification as "lemon juice" under paragraph 543, free list, tariff act of 1883, and put it into paragraph 103, relating to "alcoholic compounds not otherwise specially enumerated or provided for."

Full Up.

When the ladies were picking up the dishes after a Sunday school picnic given to children of the poor quarter several slices of cake were found which they did not wish to carry home.

One said to a small lad who was already asthmatic from gorging, "Here, boy, won't you have another piece of cake?"

"Well," he replied, taking it rather listlessly, "I guess I can still chew, but I can't swallow."

QUALITY IS REMEMBERED
 Long After Price is Forgotten
 We Have Both

Volk Stamp and Stencil Co.
 H. J. VOLK. J. P. SOLOMAN.
 62-64-66 GRISWOLD ST., DETROIT, MICH.

A trial order for anything in our line will convince you.

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 Foote & Jenks
 Highest Grade Extracts. JACKSON, MICH.

COLEMAN'S HIGH FOOTE & JENKS CLASS EXTRACTS

High-Grade Show Cases

The Result of Ten Years' Experience in Show Case Making

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

Grand Rapids Fixtures Co.
 Cor. S. Ionia & Bartlett Sts., Grand Rapids, Michigan
 New York Office 724 Broadway Boston Office 125 Summer Street
 Merchants' Half Fare Excursion Rates to Grand Rapids every day. Write for circular.

This is the Sign That  Indicates Good Service

Better Than Ever Now

Since the inauguration of the **New Traffic System**, Long Distance Service to Northern and Eastern Michigan points over our lines is **quick** and most **satisfactory**. Liberal inducements to users of our **Toll Coupons**. For information call Main 330, or address

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

Brilliant or Head Light Gasoline Lamps

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

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

600 Candle Power Diamond Headlight Out Door Lamp 100 Candle Power

COMMERCIAL TRAVELERS

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

Something Besides Diversion from Last Night's Fun.

Isn't it jolly to get a little diversion after the day's grind? Didn't it feel good to give and take the slaps of good fellowship and the few incidentals of such a meeting which cheer both your inward man and your soul? You bet! And as midnight drew closer—until it came and stared you reprovingly in the face—your enthusiasm for man and his glorious diversions mounted to unctuous hilarity.

Midnight chimed out, and good old habit in you sent a warning shiver up to your dulled brain, but the next moment you rose and proposed a toast: "Time, what is Time? An old woman! Let her pass! Young blood for mine, and wine, wine, wine!" Yes, it made you feel young, too, and for once in your life you felt minded to follow the scriptural injunction and embrace all the world as your brother. Wasn't it great?

Yes, you got diversion, but you got something else, too, double distilled and brimful of things you did not notice while the fun was on. You got up late the next morning; you got a postponement of your appointment with two important prospects because you knew your addled condition; and you got so badly turned down on some easy business that you are still wondering just what bumped you. Diversion? Yes—enough to freshen you up and help you believe more ardently in yourself and your fellows, but you can't find success unless you choose a clear brain with which to hunt for it, and it won't do a man any good to desire a clear brain if excess has exhausted his capacity for possessing it.

It makes you feel like a fighting cock to float along with the crowd for the time being, but you have got to choose between that fighting-cock vainglory and an empty pocket, an empty bread box and an exit from your job day after to-morrow. You have got to choose that good, clear brain if you want to sell goods or jingle the coin for long. One writer puts it, "The process of sleeping is only nature's banking system of principal and interest."

Jolly! But would you have done it had you known beforehand that your head was going to be so like a soggy potato, so heavy that it weighed you down, so divorced from the notion of being anything like a proper top-piece that you were not able this morning to find your way to a dollar when it was as big as a moon and lay directly in your

path? This doesn't mean to be a preach, a general talk on morals; it is only the bare formulation of a working principle and the why of it. Certainly, know as many people socially as you can. It helps business. No one can deny this.

The ability to give just the right hand-shake, to slap a man on the back with just enough respect and just enough of familiarity in it—the knowing how, by keeping you from jumping too roughly on the sensibilities of the people you want to sell—will be worth money to you. The ability to mix well will mean more muscle in your working arm, more glibness and pith for your talking tongue, and more sales ginger for your blood, if—and here's the rub—if you've got the right will and judgment for it.

But—how about that "penny saved" which you were going to salt in order that it might be "an example to the other ninety-nine cents in a dollar?" You spent it and the other ninety-nine—before you had 'em—last night. Get something else as surely as you get diversion. Get a common-sense estimate as to how much of that sort of thing pays; get more light on your needs and yesterday's fall-downs; get more light on that objection which proved a facer to you on that last case; and then, get orders, because orders are what you've got to have.

Be a "good mixer," to be sure! Lives there a man with soul so wooden that he can't limber up to a good time? Get all the fun you can which will help oil your head works. When the head works get rusty you will soon wear out—and you got a deuce of a coating of rust last night.—M. B. Parsons in Salesmanship.

Johnny-on-the-Spot.

In these modern days it does not do to sit down and wait for trade to come to the dealer, and then to treat it with indifference, as if the customer were bound to come to him in any event and await his pleasure. There are too many other ways for the customer to have his wants supplied.

If he doesn't get satisfactory treatment at one place he goes to another.

Perhaps to the catalogue house. Aye, there's the rub!

Sometimes men who have been accustomed to easy going methods do not realize the necessity of preparing to take care of trade, by getting the right line of goods, by keeping the stock in attractive condition and displayed where it can readily be seen and handled to advantage.

Often they fail to realize, further, the necessity of taking advantage of the receptive state of mind of a possible purchaser (which is evidenced by the fact of his making the enquiry), taking it for granted that the deal can be closed at any time.

As a matter of fact, by the time the enquirer is seen again, he probably has either seen something elsewhere that has taken his fancy and bought it or has decided to postpone his purchase indefinitely. In either case, the sale is lost, and the dealer has only himself to blame. Thorough

preparation for selling is the first necessary step; taking prompt and decisive advantage of every opportunity to effect a sale is next.

These two points are the secret of success in salesmanship.

"He who hesitates it lost."

The complaint is frequently made by representatives of jobbers and manufacturers that a dealer has actually spoiled a sale almost concluded by the traveler, simply through refusal to attempt to close with the customer when the time is ripe; and the salesman as well as the dealer loses.

This is mighty poor policy.

It is poor policy to let any sale go by that might have been closed.

Dilly-dallying is not only not good business, but it is no business at all.

It is the wide awake, energetic hustler who gets business, makes money and is a credit to his trade.

The other kind is living out of his age. His time was before the deluge, when people had more time on their hands than they knew what to do with.

If you intend to remain in business be a "Johnny-on-the-Spot." It's the only way to win.—Implement Age.

Wanted To Pet the Dog.

The effect of the "wine that is red" varies much, according to the constitution and temperament of the person who may indulge. Two friends who had dined well made a call on a woman friend. The generous and ruby wine induced the spirit of loquacity in one and taciturnity in the other. The loquacious one talked fluently to the point of volubility to his hostess during the evening, until the time for taking leave, when he rose gracefully and thanked his hostess for a most delightful evening.

His friend, the taciturn one, had sat during the evening swaying slightly and smiling a sickly smile of approval at his friend's conversation. Immediately in front of him was a tiger-skin rug, the large head of which, with two glittering glass eyes, faced him and riveted their glassy gaze on him with a hypnotic effect.

Realizing that he must follow his friend's lead, he raised himself unsteadily, and, extending his hand, said:

"Goo' night, goo' night, Mrs. Blank. Thanks very much for a most delightful evening." Then, stooping, he stroked the tiger's head, saying: "I must pet the dear old dog before I go."

Passing of Game Trade.

Cold storage warehousemen are still meeting more or less trouble over the storage of game in their warehouses, which in many states is forbidden. At Seattle, Wash., two concerns were fined just before Christmas for having game birds in cold storage in violation of the law. The excuse that the birds were held for friends temporarily and without pay did not serve to avert the fines. At Omaha prosecution for holding squirrels in cold storage was

dropped when it was shown that the creatures had been placed in the cold stores before July 1, 1905, when the law went into effect, and it was held that the law could not be retroactive. A few years ago the game trade was an extensive one; to-day it is almost wiped out. As an instance it may be cited that in 1904 the shipments of game from St. Louis, Mo., aggregated some \$850,000 in value; in 1905, after the new game law went into effect, shipments were practically nothing. During the past year six states have adopted entirely new game laws, while in over thirty states game laws were revised or made more stringent. Minnesota and Nebraska have passed laws practically prohibiting the keeping of game in cold storage.—Ice & Refrigeration.

Apple Cure for Drunkards.

"For ten years," said a physician, "I have advocated apples as a cure for drunkenness. In that time I have tried the apple cure on some forty or fifty drunkards, and my success has been most gratifying.

"Let any man afflicted with the love of drink eat three or more apples daily and the horrible craving will gradually leave him. The cure will be greatly helped along if he smokes as little as possible.

"I know a woman who cured a drunken husband without his knowledge by keeping always a plentiful supply of good apples on the dining table. The man ate these apples and finally stopped drinking altogether."

It takes more than loftiness to make a saint.

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

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

Gripsack Brigade.

Paddy Walsh, who went to Baltimore last fall for the American Cigar Co., has been transferred to Western territory. He is visiting in Detroit for a few weeks and will later proceed to Chicago. He will have charge of sales and advertising for the American Cigar Co.'s brands in territory west of the Windy City.

Thomas Ferguson, the veteran traveling salesman, has engaged to cover Western Michigan for Geo. H. Seymour & Co. and will undertake to call on his customers every six weeks. Mr. Ferguson is a universal favorite with the trade and, although he is 68 years of age, he is as full of life and energy as a man of 40.

The committee of shippers which recently appeared before the Michigan Passenger Association to argue in favor of a reduction in the present rates charged for excess baggage is in receipt of a letter from the Secretary of the Association, stating that no conclusion was reached at the last meeting and that the subject will be taken up at the next meeting for discussion and action.

Sparta Sentinel: Howard Seabrook, who has been with A. B. Way the past seven years, received a very flattering offer last week from Nelson, Baker & Co., manufacturing chemists of Detroit, to take a position as traveling salesman for their line of goods. Mr. Seabrook went to Detroit last week to investigate the opening and this week he wired the house that he would accept. For the first year he will have the west half of the State of Iowa as his territory. He will commence work in his new position about February 15.

The action of the railroads in withdrawing from the position they had taken in the Mill Creek matter naturally suggests the idea that concert of action on the part of the traveling men and shippers would be likely to accomplish the same result with the new mileage book, which is a flim-flam game on the part of railroads, inasmuch as it is not good into Chicago and Toledo, as the railroad officials agreed to make it. The Tradesman has no desire to lead in a movement of this kind, but will willingly afford all the assistance at its command.

John W. Schram, Michigan representative for the L. P. Ross Shoe Co., of Rochester, N. Y., has a relic in his office in the Kanter building, Detroit, that he prizes very highly. It is a pair of little leather boots, No. 8, children's size. Mr. Schram has been selling shoes for thirty-two years and this pair of boots was in his sample case when he made his first trip. They have green leather tops and copper toes and are hand-sewed. "The original price for them was \$2.50 and a fellow offered me \$5 for them the other day and I turned him down," said Mr. Schram. "I wouldn't take \$10 for them."

Jackson Patriot: Warren Wadams, of Ann Arbor, a traveling salesman well known in the city, has secured a lease of the fine double store in the Otsego block and, soon after March 1, will open a big stock

of clothing and men's furnishing goods. It is reported that Mr. Wadams has associated himself with one of the young business men of the city.

Central Lake—J. F. Homer and Adrian Johnson, who have for years carried on the dry goods and shoe business here under the firm name of Homer & Johnson, and at South Frankfort under the style of A. Johnson & Co., have dissolved partnership. Hereafter Mr. Johnson will own and conduct the Frankfort concern and Mr. Homer, under the style of Homer & Co., will continue in the business here.

Half of John A. Raymond's life has been devoted to the hardware business and this devotion began when he was 16 years old. He was born at Berlin, Ottawa county, and after his school days had drawn to a close he went into his father's hardware store for a short time. The city called him away from the small town, however. He wanted a bigger field, more room to expand, so he entered the employ of Standart Brothers, in Detroit, in 1890. In 1902 he went on the road as a salesman, changing his residence to Lansing and making that his headquarters. He represents his company in Michigan territory and has met with success as a salesman from the start. Mr. Raymond has been President for a year of Post A, Michigan Knights of the Grip, and has held office in the Lansing Council, United Commercial Travelers. He is a Mason, a Shriner, a Knight Templar and an Elk. He is also six feet three inches tall and has a weakness—for waltzing. It is said that he takes the prize everywhere for the way he conducts himself on the waxed floor.

Thirty-Two Creditors and Three Thousand Liabilities.

J. Marion Parmelee, the Boyne City general dealer who recently failed, owed thirty-two creditors the total sum of \$3,010.20. The names of the creditors and the amount owing each are as follows:

Lemon & Wheeler Co., Gd. Rpds.	\$ 62.27
Vinkemulder Co., Grand Rapids	80.90
Herold-Bertsch Shoe Co., Gd. Rpds.	50.73
School & Office Spy. Co., Gd. Rpds.	3.44
Clark-Rutka-Weaver Co., Gd. Rpds.	171.94
Standard Oil Co., Grand Rapids	3.25
Armour & Co., Chicago	7.05
Nelson Morris & Co., Chicago	23.33
Argo Milling Co., Charlevoix	34.25
Straub Bros. & Amiotte, Trav. Cy.	33.90
Musselman Grocer Co., Trav. Cy.	66.98
Soo Woolen Mills, Sault Ste. Marie	153.00
Walsh-DeRoo Milling Co., Holland	53.50
Ryan Bros. Knitting Co., Detroit	170.00
Monroe-Rosenfield Co., Detroit	218.25
Lubetsky Bros., Detroit	33.00
A. Krolik & Co., Detroit	124.52
Globe Tobacco Co., Detroit	6.50
L. J. Clark, Portland	39.38
J. Cornwell & Sons, Cadillac	43.79
Meyer Broom Works, Green Bay, Wis.	15.75
Petoskey Grocery Co., Petoskey	349.90
Cornwell Beef Co., Petoskey	66.87
Harding & Co., Morley	13.95
Northrop, Robinson & Carrier, Lansing	10.65
Paulina DuPont, Wilmington, Del.	700.00
Mishawaka Woolen Manufacturing Co., Mishawaka, Ind.	17.84
Hogen Cigar Co., Elkhart Ind.	35.30
Snyder, Thayer & Walker, Muskegon	17.43
Apel-Davis Co., Milwaukee, Wis.	135.33
W. H. White & Co., Boyne City	190.00
Herron & Powers, Boyne City	78.00
Total	\$3,010.20

Michael A. Michalowski, who conducts a grocery store at the corner of Seventh and Davis streets, has given a bill of sale covering his stock and fixtures to Frances M. Barr.

Vice-Presidents and Committees of M. K. of G.

Secretary Day, of the Michigan Knights of the Grip, sends the Tradesman the following list of vice-presidents and committees for 1906:

- Vice-Presidents.
- First Dist.—J. C. Coleman, Detroit.
 - Second Dist.—W. B. Burris, Jackson.
 - Third Dist.—Arthur Cowen, Kalamazoo.
 - Fourth Dist.—James H. Farnum, Cassopolis.
 - Fifth Dist.—Fred Walther, Grand Rapids.
 - Sixth Dist.—Frank Street, Flint.
 - Seventh Dist.—William Morash, Port Huron.
 - Eighth Dist.—Hal P. Smith, Saginaw.
 - Ninth Dist.—W. D. Barnard, Manistee.
 - Tenth Dist.—Charles S. Benson, Bay City.
 - Eleventh Dist.—Samuel L. Iles, Traverse City.
 - Twelfth Dist.—William G. Tapert, Sault Ste. Marie.

Committees.

- Finance—C. W. Stone, Kalamazoo; C. W. Hurd, Flint; H. P. Goppelt, Saginaw.
- Printing—A. A. Weeks, Grand Rapids; J. C. Wittliff, Port Huron; M. C. Empey, Bay City.
- Railroad—J. F. Hammell, Lansing; E. P. Waldron, Saginaw; John J. Machon, Detroit.
- Legislature—J. J. Frost, Lansing; Charles H. Smith, Saginaw; J. W. Schram, Detroit.
- Hotel—Manley Jones, Grand Rapids; John B. Mulder, Holland; C. H. Hinman, Battle Creek.
- Bus and Baggage—F. P. Burtch, Port Huron; E. J. Laughlin, Kalamazoo; Miner R. Layton, Leslie.
- Employment and Relief—Frank L. Day, Jackson; J. W. Thorne, Owosso; G. C. McClelland, Traverse City.
- Chaplin—F. S. Ganiard, Jackson.
- Sergeant-at-Arms—J. H. Timmink, Greenville.

In Memoriam of Edward Campau.

Edward Campau died at his home in Caledonia township, Kent county, Jan. 24, 1906. He was born in Detroit, May 9, 1825. He was the son of Francis E. and Monique (Moran) Campau and was a lineal descendant of Marquis Jaques Campau, so intimately identified with the founding and early history of Detroit in connection with M. La Motte Cadillac. His parents went to Grosse Point, on Lake St. Clair, when he was 5 years old, where, in 1838, his mother died, and he soon after came to Grand Rapids, where he lived three years with his aunt, Mrs. Gideon Suprenant, and his uncle, Louis Moran, who lived on the corner now occupied by the Barnhart block and where the Michigan Tradesman offices are now located.

In 1842 he engaged in a trading expedition among the Indians on Grand River and its tributaries. On his return he was employed by his uncles, Louis and Antoine Campau, in the trading post at Grand Rapids. Later he was employed by Canton Smith and Wm. H. Withey on the

first line of stages running between Grand Rapids and Battle Creek. He was married Feb. 25, 1846, to Phebe E., daughter of the Hon. Wm. and Mary C. (Goodwin) Lewis, of Yankee Springs, Barry county. After a short residence at Grosse Point, he purchased the farm where they have since lived for over fifty years. The widow and only son, Frank E. Campau, and two grandsons mourn their loss.

The funeral was held Sunday morning at Alaska and was very largely attended, Alvah W. Brown, Fred C. Brown, Andrew S. Campau and son, Frank Campau, being among those present from this city.

At the organization of the Pioneers of the Thornapple Valley he was elected as President, which office he held continuously until his death. He was a member of the Old Residents' Society of the Grand River Valley and a prominent and active member of the county, State and National Grange. He was also a member of the Michigan State Pioneer and Historical Society. He possessed the respect of all who knew him. He was temperate, honest and industrious. Not having had the advantages of a liberal education, he sought to make up for it by research and study, and was well educated in history, both ancient and modern. His tastes were simple. He loved the forests, the wild birds and the flowers. He communed with Nature and looked up to Nature's God. He preferred the quiet of the country. He often remarked that an honest man was the noblest work of God.

Newspaper Change at Alma.

Alma, Jan. 30—A controlling interest in the Alma Record Co. has been purchased by E. A. Stowe, of Grand Rapids, and Chas. J. Brown, of Coldwater, and the corporation has been re-organized by the election of the following officers:

- President—E. A. Stowe.
- Vice-President—A. W. Wright.
- Secretary and Treasurer—C. J. Brown.

Mr. Brown will remove to this place from Coldwater and assume the active management of the business. He is a newspaper man of considerable experience and will undoubtedly make the Record all that its name implies. In addition to his experience as a newspaper publisher, Mr. Brown was unusually successful in the mercantile business in the early days of his business career. The transfer takes place Feb. 1.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

- Buffalo, Jan. 31—Creamery, 22@26c; dairy, fresh, 17@21c; poor, 15@16c; roll, 16@18c.
 - Eggs—Fresh, candled, 18@19c; storage, 14@15c.
 - Live Poultry—Fowls, 12½@13½c; chickens, 13@14c; ducks, 16@17c; geese, 13c; old cox, 9c.
 - Dressed Poultry—Chickens, 13@15c; fowls, 13@14c; turkeys, 18@22c; ducks, 16@17c; geese, 11@13c.
 - Potatoes—60@65c per bushel.
- Rea & Witzig.



Michigan Board of Pharmacy.
 President—Harry Heim, Saginaw.
 Secretary—Arthur H. Webber, Cadillac.
 Treasurer—Sid. A. Erwin, Battle Creek.
 J. D. Muir, Grand Rapids.
 W. E. Collins, Owosso.
 Meetings during 1906—Third Tuesday of
 January, March, June, August and No-
 vember.

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, De-
 troit; S. A. Erwin, Battle Creek.
 Trades Interest Committee—H. G. Col-
 man, Kalamazoo; Charles F. Mann, De-
 troit; W. A. Hall, Detroit.

HARMLESS PRESERVATIVES.

Why the Label Should Tell the Story.

New York, Jan. 30—We are in favor of pure food legislation, but we want to see a law enacted that is fair and just to both the consumer and the manufacturer. The bills supported by Dr. Wiley are extremely unfair. They assert that any article of food shall be deemed adulterated if it contains any added ingredient which may render such article injurious to health, but it does not determine what is an injurious ingredient. The effect of the bills placed that decision entirely in the hands of Dr. Wiley, giving him the power of a god, whereby he can destroy any industry. This would apply not only to Dr. Wiley but to his successors as well, who might possibly not be fair minded men. Such a decision should not rest in the hands of any single man. We believe the consumer should be fully protected. We are also absolutely certain that preservatives are necessary. The consumer can be fully protected by simply enacting and enforcing a law that any article of food containing an added ingredient shall bear thereon a label plainly stating the name and amount of the preservative that has been added. Any man who adds a preservative and is ashamed to so state on the label lacks the courage of his convictions.

We honestly believe that borax and boric acid are harmless preservatives—just as harmless as common salt—and would like to see every article of food containing borax or boric acid so labeled, stating the amount that has been used. In this way the consumer is amply protected because he knows precisely what he is buying, and if he does not believe in the use of borax or boric acid he would at once decline to purchase the article. In this way the consumers are the ones to judge what they want and what they do not want. The public press and lecture platform are open for the discussion of what are proper and improper preservatives, and by the presentation of the facts, pro and con,

through the above named channels, the consumer will be sufficiently well educated on the subject to accept the proper articles and reject the improper ones. The result will be that manufacturers using improper preservatives will be compelled to so label their goods and will find that they have no sale for the same, and it will not require the decision of Dr. Wiley or any other official to state what is adulterated and what is properly preserved. Let the label tell the story; that is what we want, and we are perfectly willing to stand or fall by the just decision of the public.

The public at large, when given the opportunity, have invariably decided questions of this kind according to their merits. We are greatly pleased to note your remarks regarding the harmless effects of borax and boric acid as a preservative, and you may rest assured we appreciate such opinions when coming from such an influential source as in the present.

The point at issue is, "Is the use of preservatives permissible?" We contend that it is, and certainly anyone who has traveled over this country to any extent and has a general knowledge of food conditions will support this statement. That being acknowledged, the next step is, as preservatives are necessary, the consumer should be advised as to what preservative is being used in the article he is about to eat. This can be accomplished by passing a strict labeling law, carrying with it a heavy penalty for any evasion thereof. To our mind this is a very simple solution of the whole problem. The consumer is fully protected and the manufacturer must fail or succeed, according to the merits of his goods.

We would be very much pleased to hear from you on this subject, and any criticisms or suggestions you can make will be gratefully received.
 Harlow Hyde.

New Drug Combine in Prospect.

New York, Jan. 30—The first actual information regarding the establishment of a chain of retail drug stores in the leading cities of the country by the United Chemists' Co., the new \$10,000,000 drug corporation recently incorporated in New Jersey, was furnished yesterday by Robert A. Sherlock, personal counsel for President George J. Whelen, of the United Cigar Stores Co., who is to become the head of the big drug combine. Mr. Sherlock, who outlined the plans of the company on behalf of Mr. Whelen, asserted that his client had purchased the four big retail drug stores formerly owned by William Wilson, and had secured options on several similar stores.

Mr. Sherlock, although denying the report that the drug combine would be operated in connection with the United Cigar Stores Co.'s properties, said that Mr. Whelen intended to resign from the presidency of the cigar combine and become the controlling factor in the drug combine.

It is Mr. Whelen's intention, according to his attorney, to improve the conditions of the retail drug

stores by adopting methods similar to those of the cigar company.

Of even greater interest to the retail drug trade, however, is the belief that the United Chemists' Co. will adopt a system of cutting prices on certain classes of drugs. Although Mr. Sherlock refused to confirm or deny this, it is generally understood that such a plan will be followed.

Twenty-Eight Out of Forty-Eight.

Cadillac, Jan. 30—At a meeting of the Michigan Board of Pharmacy, held at Ann Arbor Jan. 16, 17 and 18, forty-eight candidates presented themselves for examination, thirty for registered pharmacist papers and eighteen for registered druggist papers. Out of this number the following made standings high enough to entitle them to registered pharmacist papers:

Harry Allgive, South Haven.
 M. L. Decker, Paw Paw.
 R. D. Fellows, Remus.
 Harry J. King, Leslie.
 J. E. McAllister, Ypsilanti.
 Karl S. Schiller, Detroit.

Clyde K. Stock, Pontiac.
 Frank D. Baker, Flint.
 A. J. Downing, Alma.
 W. H. Henderson, Detroit.
 Geo. Mahlmeister, Detroit.
 P. W. Schanher, Mt. Clemens.
 James Seymour, Ypsilanti.
 Dayton N. Surplice, Ludington.

The following is a list of those who passed high enough to entitle them to registered druggist papers:

Chas. H. DeGowin, Cheboygan.
 J. M. Graziadei, Port Huron.
 Otto Lauckner, Saginaw.
 Frank W. Keillor, Clifford.
 C. A. Pendle, Bellevue.
 J. D. Smith, Durand.
 Alfred Dequoy, Alpena.
 Loe Hopcroft, Gagetown.
 Roy L. Mosser, Alma.
 O. C. Palmer, Caro.
 Henry J. Ratz, Ann Arbor.
 E. J. Van Sickland, Clifflora.

The next meeting of the Board will be held at Grand Rapids, March 20, 21 and 22. A. H. Webber, Sec'y.

The Drug Market.

Opium—There is no change in price or condition.

Morphine—Is unchanged.

Quinine—Is steady.

Carbolic Acid—Is very strong and tending higher.

Menthol—Is very firm and an advance is looked for.

Juniper Berries—Continue high for the first class article. There are some old dried berries on the market that can be sold cheaper.

Oil Peppermint—Reports from the growers are that the plants have

been partially killed on account of the open winter and sudden frosts.

American Saffron—Has again advanced on account of small stocks.

Gum Camphor—Has again advanced 3c per pound, and is still tending higher.

Buchu Leaves—Are scarce and advancing.

Gum Shellac—Low grades have advanced 3c per pound.

Look Out for Your Witch-Hazel.

Druggists should exercise due caution when buying witch-hazel to see that it is up to standard strength and contains no wood alcohol, as it is now official in the new Pharmacopoeia under the name Aqua Hamamelidis. The U. S. P. specifies that it contain 15 per cent. of its total volume in 95 per cent. grain alcohol. The druggist who sells witch-hazel below this standard is liable to get into trouble with his Board of Pharmacy or Pure Food Commission.

The Jennings Perfumery Co.'s

Natural
Flower Line

Perfumes

In all the regular odors.

Special offer now on.

Order direct or through your

Wholesale
Drug House

Jennings
Manufacturing Co.

Grand Rapids,
Mich.

Owners Dorothy Vernon

VALENTINES

Our stock is still complete. Assorted lots for any amount on short notice. Catalog on application. ORDER TO-DAY to avoid disappointment.

FRED BRUNDAGE, MUKSEGON, MICH.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Aceticum 6@ 8	Copaiba 1 15@1 25	Scillae Co @ 50
Benzoicum, Ger. 70@ 75	Cubebae 1 20@1 30	Tolutan @ 50
Boracic @ 17	Evechthitos 1 00@1 10	Prunus virg @ 50
Carbolicum 26@ 29	Erigeron 1 00@1 10	
Citricum 42@ 45	Gaultheria 2 25@2 35	Tinctures
Hydrochlor 3@ 5	Geranium oz 75	Anconitum Nap'sR 60
Nitrosum 8@ 10	Gossypii Sem gal 50@ 60	Anconitum Nap'sF 60
Oxalicum 10@ 12	Hedeoma 1 60@1 70	Aloes 60
Phosphorium, dil. @ 15	Junipera 40@1 20	Arnica 60
Salicilicum 42@ 45	Lavendula 90@2 75	Aloes & Myrrh 60
Sulphuricum 1 1/2@ 5	Limonis 1 00@1 10	Asafoetida 60
Tannicum 75@ 85	Mentha Piper 3 00@3 25	Atrope Belladonna 60
Tartaricum 38@ 40	Mentha Verid 5 00@5 50	Aurant Cortex 60
Ammonia	Morrhuae gal 1 25@1 50	Benzoin 60
Aqua, 18 deg. 4@ 6	Myrica 3 00@3 50	Benzoin Co 60
Aqua, 20 deg. 6@ 8	Olive 75@3 00	Barosma 60
Carbonas 13@ 15	Picis Liquida 10@ 12	Cantharides 75
Chloridum 12@ 14	Picis Liquida gal @ 35	Cardamon 75
Aniline	Ricina 98@1 02	Cardamon Co 75
Black 2 00@2 25	Rosmarini @ 100	Castor 1 00
Brown 80@1 00	Rosae oz 5 00@6 00	Catechu 50
Red 45@ 50	Succini 40@ 45	Cinchona 50
Yellow 2 50@3 00	Sabina 90@ 1 00	Cinchona Co 60
Baccae	Santal 2 25@4 50	Columbia 60
Cubebae po. 20	Sassafras 75@ 80	Cubebae 60
Juniperus 7@ 8	Sinapis, ess, oz. 75@ 85	Cassia Acutifol 50
Xanthoxylium 30@ 35	Tigill 1 10@1 20	Cassia Acutifol Co 50
Balsamum	Thyme 40@ 50	Digitalis 50
Copaiba 45@ 50	Thyme, opt @ 100	Ergot 50
Peru @ 1 50	Theobromas 15@ 20	Ferri Chloridum 35
Terabin, Canada 60@ 65	Potassium	Gentian 50
Tolutan 35@ 40	Bi-Carb 15@ 18	Gentian Co 60
Cortex	Bichromate 13@ 15	Guaiaca 60
Abies, Canadian. 18	Bromide 25@ 30	Guaiaca ammon 60
Cassiae 20	Carb 12@ 15	Hyoscyamus 50
Cinchona Flava 18	Chlorate po. 12@ 14	Iodine 75
Buonymus atro. 30	Cyanide 34@ 38	Iodine, colorless 75
Myrica Cerifera. 20	Iodide 3 60@3 65	Kino 50
Prunus Virgini. 15	Potassa, Bitart pr 30@ 32	Lobelia 50
Quillaia, gr'd 12	Potass Nitras opt 7@ 10	Myrrh 50
Sassafras po. 25	Potass Nitras 6@ 8	Nux Vomica 50
Ulmus 24	Prussiate 23@ 26	Opil 75
Extractum	Sulphate po 15@ 18	Opil, camphorated 50
Glycyrrhiza Gla. 24@ 30	Radix	Opil, deodorized. 1 50
Glycyrrhiza, po. 23@ 30	Aconitum 20@ 25	Quassia 50
Haematox 11@ 12	Althaea 30@ 32	Rhatany 50
Haematox, 1s 13@ 14	Anchusa 10@ 12	Rhei 50
Haematox, 1/2s. 14@ 15	Arum po @ 25	Sanguinaria 50
Haematox, 1/4s 16@ 17	Calamus 20@ 40	Serpentaria 50
Ferru	Gentiana po 1s. 12@ 15	Stromonium 60
Carbonate Precip. 2 00	Glycyrrhiza pv 1s 16@ 18	Tolutan 60
Citrate and Quina 55	Hydrastis, Canada 1 90	Veratrum 50
Citrate Soluble 40	Hydrastis, Can. po @ 2 00	Veratrum Veride. 50
Ferrocyanidum S 15	Hellebore, Alba. 12@ 15	Zingiber 20
Solut. Chloride 2	Inula, po 18@ 22	
Sulphate, com'l. 2	Ipecac, po 2 25@2 35	Miscellaneous
Sulphate, com'l. by 70	Iris plox 35@ 40	Aether, Spts Nit 3f 30@ 35
Sulphate, pure 7	Jalapa, pr 25@ 30	Aether, Spts Nit 4f 34@ 38
Flora	Maranta, 1/4s @ 35	Alumen, grd po 7 3@ 4
Arnica 15@ 18	Podophyllum po. 15@ 18	Annatto 40@ 50
Anthemis 22@ 25	Rhei 75@1 00	Antimoni, po 4@ 5
Matricaria 30@ 35	Rhei, cut 1 00@1 25	Antimoni et po T 40@ 50
Folia	Rhei, pv 75@1 00	Antipyrin @ 25
Barosma 25@ 30	Spigella 30@ 35	Antifebrin @ 20
Cassia Acutifol, 15@ 20	Sanuginari, po 1s @ 15	Argenti Nitras oz 10@ 12
Cassia, Acutifol. 25@ 30	Serpentaria 50@ 55	Arsenicum 10@ 12
Salvia officinalis, 18@ 20	Senega 85@ 90	Balm Gilead buds 60@ 65
1/4s and 1/2s 8@ 10	Smillax, off's H. @ 40	Bismuth S N 1 85@1 90
Uva Ursi 8@ 10	Smillax, M @ 25	Calcium Chlor, 1s @ 9
Gummi	Scilla po 4s 20@ 25	Calcium Chlor, 1/2s @ 10
Acacia, 1st pld. @ 65	Symplocarpus @ 25	Calcium Chlor 1/4s @ 12
Acacia, 2nd pld. @ 45	Valeriana Eng @ 25	Cantharides, Rus @ 1 75
Acacia, 3rd pld. @ 35	Valeriana, Ger. 15@ 20	Capstel Fruc's af @ 20
Acacia, sifted sts. @ 28	Zingiber a 12@ 14	Capstel Fruc's po @ 22
Acacia, po. 45@ 65	Zingiber j 16@ 20	Cap't Fruc's B po @ 15
Aloe Barb 22@ 25	Semen	Carphylus 18@ 20
Aloe, Cape @ 25	Anisum po 20. @ 15	Carmin, No. 40. @ 25
Aloe, Socotri 55@ 60	Apium (gravel's) 13@ 16	Cera Alba 50@ 55
Ammoniac 35@ 40	Blrd, 1s 4@ 6	Cera Flava 40@ 42
Asafoetida 35@ 40	Carul po 15 10@ 11	Crocus 1 75@1 80
Benzoinum 50@ 55	Cardamon 70@ 90	Cassia Fructus @ 35
Catechu, 1s @ 13	Coriandrum 12@ 14	Centrarla @ 10
Catechu, 1/2s @ 14	Cannabis Sativa 7@ 8	Cataceum @ 35
Catechu, 1/4s @ 16	Cydonium 75@1 00	Chloroform 32@ 52
Comphorae 1 08@1 12	Chenopodium 25@ 30	Chloro'm Squibbs @ 90
Euphorbium @ 40	Dipterix Odorate. 80@1 00	Choral Hyd Crss1 35@1 60
Galbanum @ 100	Poenicium @ 18	Chondrus 20@ 25
Gamboge po. 1 25@1 35	Poenugreek, po. 7@ 9	Cinchonidine P-W 38@ 48
Guaiacum po. 35	Lini 4@ 6	Cinchonid'e Germ 38@ 48
Kino po. 45c	Lini, gr'd, bbl. 2 1/2 3@ 6	Cocaine 3 80@4 00
Mastic @ 60	Lobelia 75@ 80	Corks list D P Ct. 75
Myrrh po. 50	Pharlaris Cana'n 9@ 10	Creosotum @ 45
Opil 20@3 25	Rapa 5@ 6	Creta bbl 75 @ 2
Shellac 50@ 60	Sinapis Alba 7@ 9	Creta, prep @ 5
Shellac, bleached 50@ 60	Sinapis Nigra 9@ 10	Creta, precip 9@ 11
Tragacanth 70@1 00	Spiritus	Creta, Rubra @ 8
Herba	Frumentum W D. 2 00@2 50	Crocus 1 50@1 65
Absinthium 4 50@4 60	Frumentum 25@1 50	Cudbear @ 24
Eupatorium oz pk 20	Juniperis Co O T 1 65@2 00	Cupri Sulph 6 1/2@ 8
Lobelia oz pk 25	Juniperis Co 1 75@3 50	Dextrine @ 10
Majorum oz pk 28	Saccharum N E 1 90@2 10	Emery, all Nos. @ 8
Mentra Pip. oz pk 23	Spt Vini Galli 1 75@6 50	Emery, po @ 65
Mentra Ver. oz pk 25	Vini Oporto 1 25@2 00	Ergota po 65 @ 60
Rue oz pk 39	Vina Alba 1 25@2 00	Ether Sulph 70@ 80
Tanacetum V. 22	Sponges	Flake White 12@ 15
Thymus V. oz pk 25	Florida Sheeps' wool 3 00@3 50	Gall @ 25
Magnesia	Nassau sheeps' wool 3 50@3 75	Gambler 8@ 9
Calcined, Pat. 55@ 60	carriage @ 2 00	Gelatin, Cooper. @ 60
Carbonate, Pat. 18@ 20	Extra yellow sheeps' @ 1 25	Gelatin, French 35@ 60
Carbonate, K-M. 18@ 20	wool carriage. @ 1 25	Glassware, fit box 75
Carbonate 18@ 20	Grass sheeps' wool, @ 1 25	Less than box 70
Oleum	carriage @ 1 00	Glue, brown 11@ 13
Absinthium 4 90@5 00	Hard, slate use. @ 1 40	Glue white 15@ 25
Amygdalae, Dulc. 50@ 60	Yellow Reef, for @ 1 40	Glycerina 13 1/2@ 18
Amygdalae, Ama 8 00@8 25	Syrups	Grana Paradis. @ 25
Anisi 1 75@1 80	Acacia @ 50	Humulus 35@ 60
Aurant Cortex. 2 60@2 85	Aurant Cortex @ 50	Hydrarg Ch. Mt @ 90
Bergamli 2 75@2 85	Zingiber @ 50	Hydrarg Ch Cor @ 85
Caajputi 85@ 90	Ipecac @ 60	Hydrarg Ox Ru'm @ 1 00
Caryophilli 1 10@1 20	Ferri Iod @ 50	Hydrarg Ammo'l @ 1 10
Cedar 50@ 90	Rhei Arom @ 50	Hydrarg Ungue'm 50@ 60
Chenopadii 3 75@4 00	Smillax Off's 50@ 60	Hydrargyrum @ 75
Cinnamoni 1 15@1 25	Senega @ 50	Ichthyobolla, Am. 90@1 00
Citronella 60@ 65	Scillae @ 50	Indiso 75@1 00
Conium Mac 80@ 90		Iodine, Resubi 3 85@3 90

Liquor Arsen et @ 25	Rubia Tinctorum 12@ 14	Vanilla 9 00@
Hydrarg Iod @ 25	Saccharum La's. 22@ 25	Zinci Sulph 7@ 8
Liq Potass Arsnit 10@ 12	Salacin 4 50@4 75	Oils
Magnesia, Sulph. 2@ 3	Sanguis Drae's. 40@ 50	Whale, winter bbl. gal. 70@ 70
Magnesia, Sulph bbl 1@ 1 1/2	Sapo, W 12@ 14	Lard, extra 70@ 80
Mannia, S F 45@ 50	Sapo, M 10@ 12	Lard, No. 1 60@ 65
Menthol 3 30@3 40	Sapo, G @ 15	Linseed, pure raw 45@ 48
Morphia, S P & W2 35@2 60	Seidlitz Mixture 20@ 22	Linseed, boiled 46@ 49
Morphia, S N Y Q2 35@2 60	Sinapis @ 18	Neat's-foot, w str 65@ 70
Morphia, Mal. 2 35@2 60	Sinapis, opt @ 30	Spts. Turpentine Market
Moschus Canton. @ 40	Snuff, Maccaboy, @ 51	Paints
Myristica, No. 1 28@ 30	DeVoes @ 51	Red Venetian 1 1/2@ 2 @ 3
Nux Vomica po 1s @ 10	Snuff, S'h DeVoe's @ 51	Ochre, yel Mars 1 1/2@ 2 @ 4
Os Sepia 25@ 28	Soda, Boras 9@ 11	Ochre, yel Ber 1 1/2@ 2 @ 3
Pepsin Saac, H & @ 1 00	Soda, Boras, po. 9@ 11	Putty, commer'l 2 1/2@ 2 1/2 @ 3
P D Co @ 1 00	Soda et Pot's Tart 25@ 28	Putty, strictly pr 2 1/2@ 2 1/2 @ 3
Picis Liq N N 1/2 @ 2 00	Soda, Carb 1 1/2@ 2	Vermillion, Prime @ 15
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 60	Green, Paris 14@ 18
Piper Nigra po 22 @ 18	Spts, Cologne @ 2 60	Green, Peninsular 13@ 16
Piper Alba po 35 @ 30	Spts, Ether Co. 50@ 55	Lead, red 7 1/2@ 7 3/4
Pix Burgum @ 8	Spts, Myrcia Dom @ 2 00	Lead, white 7 1/2@ 7 3/4
Plumbi Acet 12@ 15	Spts, Vini Rect bbl @	Whiting, white S'n @ 90
Pulvis Ip'e et Opil 1 30@1 50	Spts, Vi'i Rect 1/2 b @	Whiting Gilders @ 95
Pyrethrum, bxs H @ 75	Spts, Vi'i R't 10 gl @	White, Paris Am'r @ 1 25
& P D Co. doz @ 75	Spts, Vi'i R't 5 gal @	Whit'g Paris Eng @ 1 40
Pyrethrum, pv 20@ 25	Strychnia, Cryst'l 1 05@1 25	Universal Prep'd 1 10@1 20
Quassiae 8@ 10	Sulphur Subl 2 3/4@ 4	Varnishes
Quina, S P & W 19@ 29	Sulphur, Roll 2 1/2@ 3 1/2	No. 1 Turp Coachl 10@1 20
Quina, S Ger. 19@ 29	Tamarinds 8@ 10	Extra Turp 1 60@1 70
Quina, N. Y. 19@ 29	Terebenth Venice 28@ 30	
	Theobromae 45@ 50	

Drugs

We are Importers and Jobbers of Drugs, Chemicals and Patent Medicines.

We are dealers in Paints, Oils and Varnishes.

We have a full line of Staple Druggists' Sundries.

We are the sole proprietors of Weatherly's Michigan Catarrh Remedy.

We always have in stock a full line of Whiskies, Brandies, Gins, Wines and Rums for medical purposes only.

We give our personal attention to mail 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

Index to Markets By Columns

Table listing various market categories such as Groceries, Dried Fruits, and other goods with their respective column indices.

Table 1: ARCTIC AMMONIA, AXLE GREASE, BAKED BEANS, BATH BRICK, BLUING, BROOMS, BUTTER COLOR, CANDLES, CARBON OILS, CEREALS, CHEESE, etc.

Table 2: Peas, Plums, Pineapple, Pumpkin, Raspberries, Russian Caviar, Salmon, Sardines, Shrimps, Succotash, Strawberries, Tomatoes, Water White, etc.

Table 3: Best Pepsin, Black Jack, Largest Gum Made, Sen Sen, Sugar Leaf, Yucatan, CHICORY, CHOCOLATE, COCOA, COCOA SHELLS, COFFEE, CRACKERS, etc.

Table 4: Jersey Lunch, Jamaica Gingers, Cream Klips, Lady Fingers, Lem Yen, Lemonade, Lemon Gems, etc.

Table 5: Hominy, Pearl, 200lb sack, Pearl, 100lb sack, Maccaroni and Vermicelli, Domestic, 10lb box, Imported, 25lb box, Pearl Barley, Peas, etc.

6

HERBS: Sage, Hops, Laurel Leaves, Senna Leaves, JELLY, Pure, Licorice, MEAT EXTRACTS, MOLASSES, MINCE MEAT, MUSTARD, OLIVES, SALT, PIPES, PICKLES, PLAYING CARDS, POTASH, PROVISIONS, Smoked Meats, Lard, Sausages, Beef, Pig's Feet, Tripe, Casings, Uncolored Butterine, Rolls, dairy.

7

Canned Meats, RICE, SALAD DRESSING, MOLASSES, SALES RATUS, SALT SODA, Common Grades, SALT, SALT FISH, SEEDS, SHOE BLACKING, SNUFF, SOAP, LAUTZ BROS. & CO., TOBACCO.

8

Proctor & Gamble Co., A. B. Wrisley, Soap Powders, Scouring, Enoch Morgan's Sons, SODA, SOUPS, SPICES, Whole Spices, Mustard, STARCH, Common Corn, SYRUPS, Pure Cane, TEA, Sun-dried, Regular, Basket-fired, Nibs, Siftings, Fannings, Gunpowder, Moyune, Pingsuey, Young Hyson, Oolong, Formosa, Amoy, English Breakfast, India, Ceylon choice, Fancy, TOBACCO, Fine Cut, Sweet Loma, Hiawatha, Cadillac, Cedar, Paper, Eureka.

9

Telegram, Pay Car, Prairie Rose, Protection, Sweet Burley, Tiger, Plug, Red Cross, Palo, Hiawatha, Kyoto, Battle Ax, American Eagle, Standard Navy, Spear Head 7 oz., Spear Head 14 1/2 oz., Nobby Twist, Jolly Tar, Old Honesty, Toddy, J. T., Piper Heidsieck, Boot Jack, Honey Dip Twist, Black Standard, Cadillac, Forge, Nickel Twist, Mill, Great Navy, Smoking, Sweet Core, Flat Car, Warpath, Bamboo, I X L 5 lb, I X L 16 oz. pails, Honey Dew, Gold Block, Flagman, Chips, Kiln Dried, Duke's Mixture, Duke's Cameo, Myrtle Navy, Yum Yum, Yum Yum, Cream Cake, Corn Cake, Plow Boy, Plow Boy, Peerless, Peerless, Air Brake, Cant Hook, Country Club, Forex-XXXX, Good Indian, Self Binder, Silver Foam, Sweet Marie, Royal Smoke, TWINE, Cotton, Jute, Hemp, Flax, Wool, VINEGAR, Malt White Wine, Pure Cider, Pure Cider, Pure Cider, WICKING, WOODEWARE, Baskets, Bushels, Market, Splint, Willow, Bradley Butter Boxes, Butter Plates, Churns, Round head, Humpty Dumpty, No. 1, No. 2, No. 5, Faucets, Cork lined, Cedar, Mop Sticks, Trojan spring, Eclipse patent spring, No. 2 pat. brush holder, 12 lb. cotton mop heads, Ideal No. 7, Pails, 2-hoop Standard, 3-hoop Standard, 2-wire, 3-wire, Cedar, Paper, Eureka.

10

Toothpicks, Hardwood, Softwood, Banquet, Ideal, Traps, Mouse, wood, Mouse, wood, Mouse, tin, Hat, wood, Hat, spring, Tub, 20-in., Standard, 18-in., Standard, 16-in., Standard, 20-in., Cable, 18-in., Cable, 16-in., Cable, No. 1 Fibre, No. 2 Fibre, No. 3 Fibre, Wash Boards, Bronze Globe, Dewey, Double Acme, Single Acme, Double Peerless, Single Peerless, Northern Queen, Double Duplex, Good Luck, Universal, Window Cleaners, 12 in., 14 in., 16 in., Wood Bowls, 11 in. Butter, 13 in. Butter, 15 in. Butter, 17 in. Butter, 19 in. Butter, Assorted, WRAPPING PAPER, Common Straw, Fibre Manila, white, Fibre Manila, colored, No. 1 Manila, Cream Manila, Butcher's Manila, Wax Butter, short c't, Wax Butter, full count, Wax Butter, rolls, YEAST CAKE, Magic, Sunlight, Sunlight, Yeast Foam, Yeast Cream, Yeast Foam, FRESH FISH, Jumbo Whitefish, No. 1 Whitefish, Trout, Halibut, Ciscoes or Herring, Bluefish, Live Lobster, Boiled Lobster, Haddock, Pickler, Pike, Perc.h dressed, Smoked White, Red Snapper, Col. River Salmon, Mackerel, OYSTERS, Extra Selects, F. H. Counts, F. J. D. Selects, Selections, Perfection Standards, Anchors, Standards, Bulk Oysters, F. H. Counts, Extra Selects, Selections, Perfection Standards, Standards, Shell Goods, Clams, per gal., Shell Clams, per 100, Oysters, per gal., Shell Oysters, per 100, HIDES AND PELTS, Hides, Green No. 1, Green No. 2, Cured No. 1, Cured No. 2, Calfskins, green No. 1, Calfskins, green No. 2, Calfskins, cured No. 1, Calfskins, cured No. 2, Steer Hides, Old Wood, Lambs, Shearlings, Tallow, No. 1, No. 2, Unwashed, med., Unwashed, fine, CONFLECTIONS, Stick Candy Pails, Standard H H, Standard Twist, Jumbo, 32 lb., Extra H. H., Boston Cream, Olive Time Sugar stick, 30 lb. case.

11

Mixed Candy, Grocers, Competition, Special, Conserve, Royal, Ribbon, Broken, Cut Leaf, Leader, Kindergarten, Bon Ton Cream, French Cream, Star, Hand Made Cream, Premio Cream mixed, O F Horehound Drop, Fancy-In Pails, Gypsy Hearts, Coco Bon Bons, Fudge Squares, Peanut Squares, Sugared Peanuts, Salted Peanuts, Starlight Kisses, San Blas Goodies, Lozenges, plain, Lozenges, printed, Champion Chocolate, Eclipse Chocolates, Eureka Chocolates, Quintette Chocolates, Champion Gum Drops, Moss Drops, Lemon Sours, Imperials, Ital. Cream Opera, Ital. Cream Bon Bons, 20lb pails, Molasses Chews, 15lb. cases, Molasses Kisses, 10 lb. box, Golden Waffles, Old Fashioned Molasses Kisses, 10 lb. box, Orange Jellies, Fancy-In 5lb. Boxes, Lemon Sours, Peppermint Drops, Chocolate Drops, H. M. Choc. Drops, H. M. Choc. Lt. and Dark No. 12, Bitter Sweets, Ass'd, Brilliant Gums, Crys, A. A. Licorice Drops, Lozenges, plain, Lozenges, printed, Imperials, Mottos, Cream Bar, G. M. Peanut Bar, Hand Made Crs, Cream Buttons, and Wintergreen, String Rock, Wintergreen Berries, Old Time Assorted, ib. case, Buster Brown Goodies, 30lb. case, Up-to-Date Assmt, ib. case, Ten Strike Assortment No. 1, Ten Strike No. 2, Ten Strike No. 3, Ten Strike, Summer assortment, Kalamazoo Specialties, Hanselman Candy Co., Chocolate Maize, Gold Medal Chocolate Almonds, Chocolate Nugatines, Quadruple Chocolate, Violet Cream Cakes, Gold Medal Creams, pails, Pop Corn, Dandy Smack, Dandy Smack, 100s, Pop Corn Fritters, Pop Corn Toast, Cracker Jack, Checkers, 5c pkg, Pop Corn Balls, Cicero Corn Cakes, Cough Drops, Putnam Menthol, Smith Bros., NUTS-Whole, Almonds, Tarragona, Almonds, Avica, Almonds, California sft shell, Brazils, Filberts, Cal. No. 1, Walnuts, soft shelled, Walnuts, marbot, Table nuts, fancy, Pecans, Med., Pecans, ex. large, Pecans, Jumbos, Hickory Nuts pr bu, Ohio new, Cocoanuts, Chestnuts, New York State, per bu, Shelled, Spanish Peanuts, Pecan Halves, Walnut Halves, Filbert Meats, Alicante Almonds, Jordan Almonds, Peanuts, Fancy, H. P. Suns, Roasted, Choice, H. P. Jbo., bo, Roasted.

Special Price Current

AXLE GREASE



Mica, tin boxes ..75 9 00
Paragon55 6 00

BAKING POWDER



1/4 lb. cans, 4 doz. case.. 45
1/4 lb. cans, 4 doz. case.. 85
1 lb. cans, 2 doz. case 1 60

Royal

10c size 90
1/4 lb cans 1 35
6oz. cans 1 90
1/2 lb cans 2 50
3/4 lb cans 3 75
1 lb cans 4 80
2 lb cans 13 00
5 lb cans 21 50

BLUING



C. P. Bluing

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



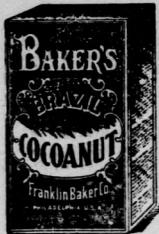
Sunlight Flakes
Per case 4 00
Wheat Grits
Cases, 24 2lb pack's.. 2 00

CIGARS



G. J. Johnson Cigar Co.'s bd
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
Jeckey 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
38 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
Pork
Loins @ 9
Dressed @ 7
Boston Butts @ 7 1/2
Shoulders @ 7
Leaf Lard @ 8 1/2
Mutton
Carcass @ 9
Lamb's @ 12
Veal
Carcass 7 @ 9

CLOTHES LINES

Sisal
60ft. 3 thread, extra..1 00
72ft. 3 thread, extra..1 40
90ft. 3 thread, extra..1 70
60ft. 6 thread, extra..1 29
72ft. 6 thread, extra..
Jute
60ft. 75
72ft. 90
90ft.1 05
120ft.1 50
Cotton Victor
50ft.1 10
60ft.1 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. long1 90
No. 19, each 100ft. long2 10

COFFEE

Roasted
Dwinell-Wright Co.'s B'ds.



White House, 1lb
White House, 2lb
Excelsior, M & J, 1lb ..
Excelsior, M & J, 2lb..
Tip Top, M & J, 1lb ..
Royal Java
Royal Java and Mocha..
Java and Mocha Blend..
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sagin-
aw; 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 in 6
1 1/4 to 2 in 7
1 1/2 to 2 in 9
1 3/4 to 2 in 11
2 in 15
3 in 20

Cotton Lines

No. 1, 10 feet 5
No. 2, 15 feet 7
No. 3, 15 feet 9
No. 4, 15 feet 10
No. 5, 15 feet 11
No. 6, 15 feet 12
No. 7, 15 feet 15
No. 8, 15 feet 18
No. 9, 15 feet 20

Linen Lines

Small 20
Medium 26
Large 34

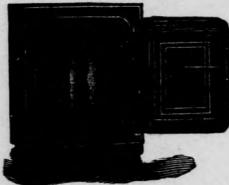
Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. 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
Oxford 75
Plymouth Rock.1 25

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent sizes on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 85
50 cakes, small size..1 95
Tradesman Co.'s Brand.



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25
TABLE SAUCES
Halford, large3 75
Halford, small3 25



HATS

At Wholesale
For Ladies, Misses and Children
Corl, Knott & Co., Ltd.

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

OUR CASH AND CHARGE SALES DUPLICATING BOOKS



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

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

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

SEND FOR SAMPLES ANDASK FOR OUR CATALOGUE. A

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

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LETTER, NOTE AND BILL HEADS
STATEMENTS, ENVELOPES, COUNTER BILLS. TRADESMAN COMPANY, 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

PILES CURED

...without...
Chloroform, Knife or Pain
Dr. Willard M. Burleson
103 Monroe St., Grand Rapids

Booklet free on application

Mr. Merchant:

Are you in business to keep on selling more and more goods without making much more money?

Or are you ready to make the necessary effort to learn how to enlarge your yearly net profit?

For example, will you, using some of the "naturally" idle winter days you're figuring on anyway, determine this February whether we can help or not in making your store pay better? If you are ready to go into the matter thoroughly, write for our February catalogue, which is free for the asking to any bonafide merchant.

And you have our free booklet The Butler Way—or we will gladly send you a copy.

The February catalogue is No. J565. Shall we send it to you?

BUTLER BROTHERS

Wholesalers of Everything—by Catalogue Only

New York Chicago St. Louis

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

15 Cents for \$1.00 Shares—Is the opening price for the Illinois-Mexican Copper Company stock. Permanent citizens of Springfield, who have been very successful in Mexican mines, are the officers and directors. Five years ago not a pick was working in the district. Now six different companies, controlled by Illinois capital, are energetically pushing developments. One of these, the La Providencia Mining Co., of Mount Sterling, Ill., has just paid its first dividend of 10 cents per share. Miners' wages are only 37½ cents a day, against \$3 in the U. S. That is one of the reasons why Mexico is the second largest copper-producing country in the world. No ice; no snow; perfect climate. Treasury stock is now offered at 15 cents a share. 100 shares cost \$15; 1,000 shares cost \$150. Cash or monthly payments. For prospectus write the Illinois-Mexican Copper Co., Springfield, Ill. 381

For Sale—In A1 town, northwest Missouri, clean stock of hardware, stoves, windmills, pumps, lightning rods, poultry and hog fencing. Only tin shop and tinner in town. Large territory; good profits. Stock will invoice \$5,000. Good reason for selling. Address F. M., care Michigan Tradesman. 382

Wanted—To buy for cash, general stock clothing or shoes. Address L. A. Bortel, No. 11 7th St., No. Minneapolis, Minn. 383

Hardware Clerk Wanted—One eligible to fill position of trust. State experience and salary expected. H. C. Waters & Co., Paw Paw, Mich. 384

For Sale—Drug store, \$2,600. Profitable, established. All cash business with small expenses. Bargain. R. E. Innis, Muncie, Ind. 375

For Sale—Fine saloon business. Only one allowed in thriving resort town. Owner must use his time to attend to business in another place. For particulars write I. B. McLean, Boyne, Mich. 373

For Sale—First-class money-making restaurant and bakery business, in Boyne City, Mich. Owner must give his time to care for other property. For particulars write I. B. McLean, Boyne City, Mich. 374

Wanted—Partner with cash or merchandise in established auctioneering, special sale and stock brokerage business making big money. Opportunity to learn business. Address Real Estate Bulletin, Davenport, Ia. 371

For Sale—Entire creamery outfit. Cheap if sold at once. C. E. Dilts, Thornville, Ohio. 372

For Sale—Only drug store in Northern town in Indiana, invoicing between \$3,000 and \$3,500. Brick, 20x30; living rooms above. A good paying business. Failing eyesight reason for selling. Address A. B. Davis, Hudson, Ind. 376

For Rent—Store space in one of Detroit's largest and most centrally located clothing houses, for a cloak and suit department; also for shoe department. First-class passenger elevator service. Abundant show window space. Liberal terms to the right parties. Address in strict confidence, No. 377, care Michigan Tradesman. 377

For Sale—For cash, \$4,000 stock of general merchandise. Good location, established trade. Also dwelling. Good reasons for selling. The Peoples Store, Calumet, Okla. 378

For Sale—One of the best drug and grocery stores in Indiana. Building 85x25, fixtures fine, average daily sales for 1905, \$65.35. Only drug store in town. Terms to suit purchaser. Address F. E. Abrams, Ray, Ind. 379

For Rent—Fine store room and fixtures in Lockard block. Good opportunity for locating in Charlotte, Michigan. A. M. Lockard. 380

Chadron, Nebraska. Finest opening for a department or general stock. You can do a business of \$100,000 a year on less than \$20,000 stock. P. B. Nelson. 387

Business Chance. Stock of clothing, shoes, ladies' wear, newest and best makes. Modern store, old-established trade. Sell at bargain at once. "Hub," C. & S. House, Saginaw, Mich. 386

For Sale—The only hotel in a hustling town of 1,500 inhabitants, within forty-five miles of Grand Rapids. Fairly well furnished. Good transient trade. A bargain if taken soon. For information address E. C. B., care Michigan Tradesman. 388

For Sale—A cheese factory in Northern Illinois, one acre of ground, good refrigerator, fitted to make butter or cheese, up-to-date in every particular. Price reasonable. Good run of milk the year round. For full particulars, address Chas. Baltz, 73 South Water St., Chicago, Ill. 367

For Sale—A good farm of 105 acres, well watered and nearly all improved. Good buildings. Will sell cheap. Address H. Ridsdale, Laingsburg, Mich. 370

For Sale—Small stock groceries and fixtures in good business town. Best trade in town. Enquire E. D. Wright, care Musselman Grocer Co., Grand Rapids, Mich. 369

An opportunity to buy one of the best meat market business 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

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—Drug stock and fixtures. Corner drug store, transfer point. Established 25 years. Never offered for sale before. Reason for selling, other business. Address Opportunity, care Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 354

For Sale—Half interest in hardware, furniture and undertaking stock and buildings, in growing town of 900, surrounded by first-class farming country. Well established trade, good reason for selling. Address A. B. C., care Michigan Tradesman. 356

For Sale—Stock of general merchandise, original invoice \$9,500, reduced to \$5,000. Will sell for cash fifty cents on dollar, or will trade for good farm property. A splendid chance for anyone to continue business here. Will rent store building cheap. Town of 1,500 inhabitants. Address Box 1, Pentwater, Mich. 360

For Sale or Rent—Modern macaroni and noodle factory in thoroughly first-class condition. Address H. L. Jones, Secretary, Tecumseh, Mich. 362

For Sale—Drug store in the city. Doing a good paying business. Pleasant location. Reasonable rent. Address No. 363, care Michigan Tradesman. 363

For Sale—For cash, \$6,000 stock of clothing, furnishings, hats and trunks, located in one of the best little towns in Michigan, sixty miles from Detroit. Excellent farming community. Good established business, absolutely no dead stock. Finest opportunity to add small stock of dry goods. Rare chance for the right party. Don't write unless you mean business. Address No. 366, care Michigan Tradesman. 366

For Sale—Drug stock in live Northern Michigan town of 1,500, invoicing \$1,250. Discount for cash. Address "Cinchona," care Tradesman. 344

Wanted—To buy stock of general merchandise \$3,000 to \$5,000, in small town in Southern Michigan. Address Merchant, care Tradesman. 361

For Sale—Stock of merchandise, dry goods, clothing, shoes, ladies' and gents' furnishings and groceries, in good little town surrounded by excellent farming country. Rent reasonable. Good living rooms over store. Best of reasons for selling. Cash only. No trade considered. Address No. 357, care Michigan Tradesman. 357

For Sale—Nice clean stock of hardware in one of the best towns in Michigan. Good farming country and three factories. Will invoice about \$5,000. Tinsmith and plumbing in connection. Address No. 352, care Michigan Tradesman. 352

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

Side line wanted to sell to grocers, by a salesman who calls weekly on established trade. Address No. 256, care Michigan Tradesman. 256

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 9,000 population. Established 44 years. Splendid country surroundings. Nice clean stock, invoicing from \$2,400 to \$2,800. Age and ill health, the only reason for selling. Address F. Kuhn, Gallion, Ohio. 294

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—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—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, 1½ acres land. Established 19 years. H. T. Whitmore, Minard, Mich. Address Rives Junction, R. F. D. No. 1. 289

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., Oney, Ill. 293

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

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 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

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

POSITIONS WANTED

Wanted—Situation on road by man of large experience in agricultural implement business. Not particular as to territory. Will travel anywhere in United States of Canada. Best of references furnished. Address No. 385, care Michigan Tradesman. 385

Work Wanted—Ambitious active, honest and willing man of 32 wants steady position at once. Address Box 457, Rochester, Mich. 365

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W. A. Anning—The hustling salesman, conducts "special sales" of any kind of merchandise stocks. Clean legitimate methods that bring quick results. If you, Mr. Merchant are anticipating a sale, get the "best." "Anning" knows how to draw the crowds. Terms, salary or commission. Address W. A. Anning, Aurora, Ill. 389

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Want Ads. continued on next page.



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The consuming demand for **Jennings' Terpeness Extract Lemon Mexian Extract Vacnilla**

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NEW YORK MARKET

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Jan. 27—Jobbers generally report a very quiet week in coffee. Speculation, too, has been limited and both buyer and seller seem to be in a waiting mood. Quotations remain about unchanged, but are well held and the general feeling is that higher rates may be declared at any time. In store and afloat there are 4,269,093 bags, against 4,368,936 bags at the same time last year. At the close Rio No. 7 is quotable in an invoice way at $8\frac{3}{8}$ @ $8\frac{1}{2}$ c. In mild grades the same old report is heard everywhere—just an average trade. Prices are very firm for about every sort.

Quietude characterizes the refined sugar market. Buyers simply take a supply sufficient for the daily wants and even this is withdrawn under previous contract. New business is conspicuous by its absence. Quotations remain unchanged.

Teas have had a quiet week, although, since the turn of the year, the situation shows steady improvement. There have been no specially large transactions, but there is "something doing" all the time and holders believe they will have a most satisfactory year.

Buyers simply take enough to keep up their assortments and nothing more. Full rates are asked down South and with the coming on of spring the markets generally will have a better report from week to week.

There is hardly as strong a feeling in some lines of spices as there has been heretofore and, while there seems to be no reduction in rates here, some decline is reported from abroad which may be reflected here later on. Jobbers have had a fair week and some good sales of pepper have been reported at previous quotations.

Grocery grades of molasses are quiet, although the colder weather has to some extent caused a better feeling. Supplies are not overabundant and quotations show little, if any, change. Syrups are steady and supplies are pretty well cleaned up.

In canned goods jobbers are buying tomatoes from day to day, apparently. The syndicate has almost absolute control of the situation, and it would be difficult to pick any important lots, aside from their holdings. Full standards are being placed at \$1.15 and it is reported that all offerings at this will be taken by the combine. Little is being done in futures. The range is $77\frac{1}{2}$ @ 80 c, but packers do not seem eager to place business at this. Corn is mighty quiet at unchanged rates. There is some business being done in the market for future peas at a range of 70 c @ 1.15 for N. Y. State, as to grade, the former for standard early Junes, and the latter for extra sifted. As

soon as stock-taking here is over, there will be a more active market in canned goods and the coming months will be of interest. Salmon are quiet, but full rates are asked for any sold.

The very top grades of butter are meeting with good call and sell for full value—say 26 @ $26\frac{1}{2}$ c and possibly a fraction more for very desirable stock. It is not safe to quote more, and, with a break in the Western market reported, we may soon follow suit here. Of under grade there is a great sufficiency and this applies on almost all sorts down to grades worth 19 @ 20 c. Extra Western imitation creamery, 21 @ $21\frac{1}{2}$ c; Western factory, $16\frac{1}{2}$ @ 18 c; renovated, 18 @ $20\frac{1}{2}$ c.

There is a good demand for cheese from out of town, most of the call being for cream cheese.

The colder weather sent egg quotations up some, but a reaction took place and the former level was reached. Best Western are held at 20 c; seconds, $18\frac{1}{2}$ @ 19 c.

Death of a Well-Known Lansing Druggist.

Lansing, Jan. 26—C. M. W. Blakeslee, the well-known druggist, died at his home in this city recently from heart disease, from which he had been a sufferer for years.

Charles Milo Woodward Blakeslee was born in Liverpool, Medina county, Ohio, May 6, 1844. He came to Michigan in the spring of 1864 and settled on a farm in Windsor township, Eaton county. He was married in 1866 to Mrs. Mary A. Roe, who survives him.

He began his mercantile career in Dimondale about twenty years ago, doing a general mercantile business, and sixteen years ago he removed to Saginaw. Eleven years ago he came to this city and conducted a drug store until two years ago, when he was compelled to retire from active business on account of his health.

Mr. Blakeslee was a veteran of the civil war, and after three years' service was retired because of a serious wound in his left shoulder which brought about a displacement of his heart and was the primary cause of his death.

He was a member of Lansing Lodge No. 33 F. & A. M., a Knight Templar and member of the Shrine, and had held many important offices in these orders.

Suggestions Are in Order.

Traverse City, Jan. 30—Why do you not stir up the Chicago banks? You know, of course, their combination. We, like hundreds of others, give our personal checks on home banks to our respective merchants in Chicago. Heretofore they have taken them at par; now they ask the retailer to pay for the expense incurred by the Chicago banks.

We know the matter is in the courts, but whether or not it is legal, it is very poor policy, and the Chicago merchants ought to protect the retailers by making it imperative upon the banks to resume the old method and, if we mistake not, Chicago will miss it if the old policy is not resumed.

Hamilton Clothing Co.

The Grain Market.

The wheat market the past week has been dull and prices have been lower, declining about 1c per bushel for the May option. Within the past twenty-four hours, however, the crop news has been of a more bullish nature, and a reaction of $\frac{1}{2}$ c per bushel from low point has been gained, predicted cold weather in the Southwest being the chief cause. Receipts from first hands are not large; in fact, at most points they are slightly under the records for the same period last year, but it must be taken into account that the range of values one year ago was considerably above the dollar mark, and this would have a tendency to draw out the supplies a little more freely. The flour trade generally, both foreign and domestic, is a little quiet; in fact, January is usually a dull month in this line, but the prospects are good and stocks in the hands of jobbers and wholesalers are working down to a low point.

Corn has declined about 1c per bushel for the cash grain. Receipts are fairly liberal, No. 3 yellow corn now being quoted in carlots at $45\frac{3}{4}$ @ 46 c delivered from the South and West. The local movement has been light. The demand for feed stuffs is improving, and as meal and corn and oat feed are now selling below the price of bran and middlings, trade for the coarse grains will undoubtedly increase considerably the next week or two.

Oats are quiet, selling $\frac{1}{2}$ c per bushel cheaper for cash grain, with the option at $\frac{1}{2}$ @ $3\frac{1}{4}$ c lower. The movement of oats has been fairly liberal, sufficient to take care of all demands without bidding up the market for quick deliveries.

Beans are quiet and lower, showing a loss of 2 @ 3 c per bushel.

L. Fred Peabody.

War on Bread Prices.

Benton Harbor, Jan. 27—Beginning next Monday the bakers here will reduce the retail price on all the brands of bread now sold in the city at 5 cents to 3 cents per loaf. They will also open a store for the sale of bakery goods and bread in St. Joseph, where 9 cent bread and cut prices on cakes will be maintained. If it is not possible for the Benton Harbor men to find a suitable location they will run wagons through St. Joseph selling their wares.

A year or so ago a St. Joseph bakery paid \$250 for a receipt for making a certain brand of bread, and the same was advertised and introduced in this place. The Benton Harbor bakers made no objection to the sale of this bread, although they made the same bread but can not sell it by the copyrighted name. Gradually other brands of bread were worked in and pies and cookies and cakes, and now two or three outside bakery firms are sending wagons into this city and selling from 500 to 600 loaves of bread daily, besides cakes and other bakery goods. Up to this time the Benton Harbor bakeries have not invaded the St. Joseph territory. Next week the program will change and the Benton Harbor

dealers will start a war upon their competitors.

The bread war will be an expensive one. Heretofore the bakeries have sold their bread to the stores for 4 cents per loaf, and next week the retail price will be 3 cents per loaf. This means a loss to the bakeries on every loaf sold. The quality of the bread will not be cheapened and during the war Benton Harbor people will be able to buy bread at a lower price than the cost of making.

Propose To Regulate Sidewalk Displays.

Lansing, Jan. 30—The proposed ordinance to regulate the display of groceries and meats on the sidewalks was again taken up by the Council last evening and was referred to the Committee on Ordinances, which has under advisement the recommendation of several changes.

Clyde H. Christopher addressed the Council in behalf of the grocers of the city. Mr. Christopher said that the grocers in general did not oppose the ordinance, but on the contrary, believe that from a sanitary point of view, it is a necessity. There are some concessions, however, which Mr. Christopher believes should be granted to the merchants.

"Four feet is hardly enough for the proper display of goods," said he, "and I believe that we should be allowed at least six feet from the buildings for this purpose. During fruit season there should also be granted the use of an additional four feet of the sidewalk, inside of the curb, Saturdays excepted."

The sidewalks are eighteen feet wide, and the granting of the request of Mr. Christopher would leave eight feet for the use of pedestrians.

Kalamazoo, Jan. 30—At the last meeting of the Kalamazoo Grocers' Association, the principal move made was to extend an invitation to Fred Mason, of the Diamond Match Co., asking that he address the grocers at their annual banquet to be held soon. The date for the banquet will be left to Mr. Mason. C. D. Fuller also addressed the meeting. At the next regular session it was decided to carry the trial over a chunk of cheese to a higher tribunal, where it will be solemnly contested.

BUSINESS CHANCES.

For Sale—Good stock hardware and small stock of implements, invoicing about \$3,500. Good brick building \$1,600. Will sell or rent. Annual sales about \$10,000. Located in small town in one of the best farming districts in Central Michigan, on Grand Trunk R. R. Address all enquiries to F. C. H., care Michigan Tradesman. 394

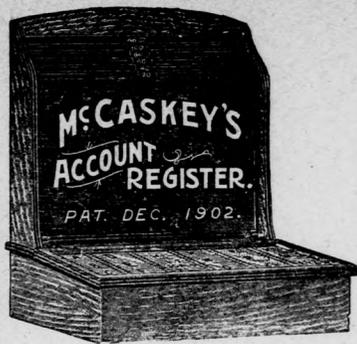
For Sale—First-class livery business. Good location. No opposition. Address Dr. J. E. Hunter, Ashley, Mich. 393

Wanted—Clean up-to-date stock of ladies' and children's shoes. Must be cheap for cash. Address X, care Michigan Tradesman. 392

For Sale—New stock groceries and hardware. Best of location. Will sell or lease building. Jno. W. Curtis, Whittemore, Mich. 391

For Sale—Small well-equipped stove and machine foundry within 30 miles of St. Louis, splendid facilities. Poor health reason for selling. Address New Athens Foundry, New Athens, Ill. 390

For Sale—Good up-to-date grocery business in good live Michigan town of 5,000 inhabitants. Stock new and clean. Fixtures in first-class condition. Good opportunity for a live man. Invoices about \$2,800. Will take \$2,500 cash. Good reason for selling. For particulars address "G. M.," care Michigan Tradesman. 388



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1. Bills are **always** ready.
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"You have tried the rest now use the best."

Does Your Competitor Sell More Flour Than You?

If so, look at his brand and you'll probably find it to be

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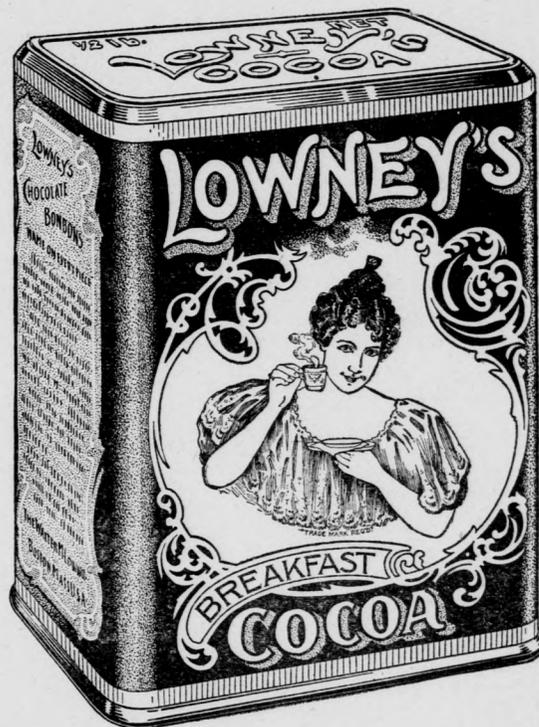
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are used to place your business on a cash basis and do away with the details of bookkeeping. We can refer you to thousands of merchants who use coupon books and would never do business without them again. We manufacture four kinds of coupon books, selling them all at the same price. We will cheerfully send you samples and full information.



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Engraved Lead Blown Glass Tumblers



"Wreath" Assortment—18 dozen fine lead glass, engraved, blown tumblers in six assorted styles of engraving, packed in barrel. No charge for package or cartage. Per dozen..... **55c**

10c Decorated and Tinted Salts and Peppers

Per Dozen **47 cents**



No. 150—Large size, tinted in pink, green and buff, assorted, embossed colored floral decorations.

Big Dime Leaders in Glass Nappies



"Anona" Assortment—Six dozen 8 inch pure crystal glass berry dishes in three assorted styles, worth 15c and 20c at retail. No. charge for bbl. Per doz. **78c**

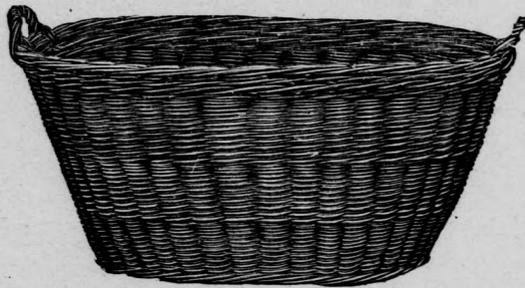
Sap Pails and Syrup Cans



10 quart I C Tin—Straight, with hitch hole under wire. Per gross..... **\$10 40**
12 quarts—as above. Per gross..... **13 80**
1 Gall. Syrup Cans—Round. Per hundred..... **9 25**
1 Gall. Syrup Cans—Square. Per hundred..... **9 75**

High Grade Willow Clothes Baskets

Not the cheap, unfinished, imported kind, but absolutely the very best both in material and workmanship.



Length.... 27 1/2 inches 29 inches 31 inches
Dozen..... **\$4.77 \$5.55 \$6.15**

Retinned Lipped Preserve Kettles



Best quality stamped tin, riveted metal ears and heavy bail; retinned through-out. No. 180—2 1/2 quart. Per dozen... **84c**

Plain Deep Stewpans

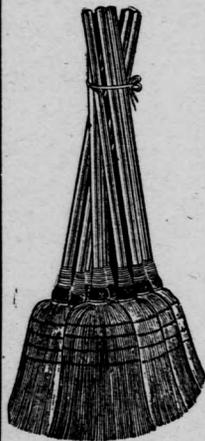
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Stamped from one piece heavy tin; rounded edges and retinned iron handle. No. 013—2 quart size. Per dozen... **45c**

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or in fact any of the 15 varieties manufactured by us. They are made by the best skilled union labor with the latest improved machinery, while only the best Illinois corn is used in their make up. Freight prepaid on 5 dozen lots or over. Ask your jobber or write us for price list.

Painted and Banded Tin Cuspidores

Big 10c Values



"Cottage" Cuspidore—Heavy tin, black japanned inside; colors outside and gilt bands. Size 4x7 inches. Per dozen..... **68c**

New Vandergrift

"Rotary" Washer \$4.40

Guaranteed the most perfect machine on the market. Operated by turning the balance wheel either way, backward or forward. The tub is extra large with wringer box built into the top, making it more durable and convenient than where it is set on top or fastened with brackets or nails. Removable hardwood legs, bolted to tub with heavy steel bolts and re-enforced with a steel rod underneath. The machine is finished a mahogany red with aluminum finished extra heavy castings. Each..... **\$4 40**



Galvanized Iron Oil Cans



Heavy galvanized iron with cork lined screw tops and well made throughout.

Spout Cans

1 Gallon—Per dozen..... **\$1 35**
2 Gallon—Per dozen..... **2 17**
3 Gallon—Per dozen..... **3 15**
5 Gallon—Per dozen..... **4 00**

Faucet Cans

3 Gallon—Per dozen..... **\$3 80**
5 Gallon—Per dozen..... **4 45**

H. LEONARD & SONS, Grand Rapids, Mich.

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